

THE NAKED WARRIOR

A silhouette of a warrior in a hooded cloak, holding two swords. The warrior is positioned in the center, with one sword raised high and the other held horizontally. The background is a gradient from dark to light, with several circular lens flare effects in shades of blue, green, and orange.

RELEASE THE INNER WARRIOR AND TRANSFORM YOUR LIFE
BENJAMIN LEPIER

What have people said about this book?.....

Daniel: When I first heard Ben was writing a book (I've been fortunate to know Ben for a few years now) I was excited as I knew this book would help others move forward in their life. Having then read it, I thought it was right on the money. In short, I loved Ben's book. I thought it was written honestly and from the heart and with many lessons along the way which we can all learn from. If you're ready for the transition on to that ubiquitous next level but found yourself struggling, then this is the book for you. Buy it, and then go ahead buy another for your partner, they'll thank you for it.

Great read - Full 5 Stars !

Barry: This is a great book, it goes much deeper than most self development books and actually helps the reader face the deeper issues that are holding them back rather than the typical quick fix 'band aid' approach that is so common. This is a must read for anyone, whether they are facing challenges or just want to understand themselves more.

CChantilly: This book is a life changing thought provoking read. Whether you are into self-help, development or fancy a different read to your normal book, you will not be disappointed. I have only read the book once and scribbled on bits of paper I inserted so that I could return to it in 6 months' time to see how far I have come by being honest with myself. It is so easy to fake it and not admit to our failings but with the understanding this book gives you, I found it easier to be honest with myself and others around me. It has also given me a much better insight into why people do the things they do and what they may really be feeling.

This isn't like other books, its written in digestible chunks with natural breaks giving you time to digest the information and observe yourself fully before picking it up again. Definitely in my top ten most useful interesting reads, thank you Ben Leppier

Gemma: I've been to my fair share of seminars and read countless personal development books. Both can be hit or miss, either a waste of time, mediocre or on those rare occasions, completely life changing. It is for the latter reason that we spend hundreds on our 'must see' weekend seminars and hours with our heads stuck between the pages of the latest self-help craze.

For me, Benjamin Leppier's 'The Naked Warrior' was one of those rare occasions. The book touched on subjects I had never confronted or had never been

ready to confront. There are exercises and interactive elements throughout the book, a useful guide to help turn theory into reality and the tonality of the book is supportive and very honest rather than the 'holier than thou' attitude some other personal development authors exude.

I knew as soon as I started reading 'The Naked Warrior' that this book was going to lead to a change. As well as the learning's I got from the book, which I won't list here as I'm sure you will all have your own, it inspired me to join 'The League of Warriors' monthly programme.

For me this book was the doorway to the most amazing adventure I'm ever going to experience. A journey into myself. All I can say is pick it up; if it resonates then I guess you're ready for this ride too :)

The Naked Warrior

Benjamin Leppier

Release the Inner Warrior and
Transform your Life

Mozaïque Publishing
Carmarthenshire UK

Published in paperback 2013 by Mozaïque Publishing
ISBN 978-0-957-6277-1-0

Copyright © Benjamin Leppier 2012

The right of Benjamin Leppier to be identified as the author of
this work has been asserted by him in accordance with the
Copyright, Designs and Patents Act 1988.

All rights reserved. No part of this publication may be
reproduced, stored in or introduced into a retrieval system, or
transmitted in any form or by any means, electronic or
mechanical, including photocopying, recording or otherwise,
without the prior written permission of the publisher.

Mozaïque Publishing has no responsibility for the information
provided by any author websites whose address you obtain
from this book. The inclusion of author website addresses in
this book does not constitute an endorsement by or association
with us of such sites or the content, products, advertising or
other materials presented on such sites.

A CIP catalogue record for this book is available from the
British Library.

Printed and bound in the UK by Micropress Printers Ltd
Fountain Way, Reydon Business Park, Reydon, Suffolk. IP18
6DH.

www.micropress.co.uk

Although every precaution has been taken in the preparation
of this book, the publisher and author assume no
responsibility for errors or omissions. Neither is any liability
assumed for damages resulting from the use of this
information contained herein.

This is book is dedicated to:

Kerry, without you I would not be half the man I am today, thank you for continuing to believe in me. I love you.

My daughter Florence Olivia Leppier, you're going to change the world, my world. I love you

Barry the most amazing friend anyone could ask for, a truly brilliant man, I love you.

Mum & Dad without you I wouldn't be constantly asking and searching to find the answers to the questions that I've had, I love you both.

Contents

Foreword

Introduction

The Journey of Warriorship

My Warrior Journey: Benjamin Leppier

The Rise of the Warrior

Blame

Forgiveness

Gratitude

Human Needs

Your Core Values

Needs through Values

Intentions & Desire

Persistence

The Secret to Lasting Change

Foundations of a Warrior

Psychology

Parenting

The First Step is to ask better questions

Two Minds

Subconscious

The Traits of a Warrior

Honesty

Vulnerability

Fearlessness

Authenticity

Passion

Foreword

Occasionally you meet people & instinctively you know they are truly amazing & are having an even more amazing effect on the world around them. I had heard about Ben's following success in property after he raised his hand to speak on the mic at the next step seminar in 2009, I had a strange feeling that this wouldn't be the last I would see of him.

Ben is incredibly passionate about people performing at their very best, to make sure their lives & therefore his life is everything he can make it. The Naked Warrior reveals some incredibly important principles around creating outstanding change in your life right now & more importantly how to make the change sustainable, lasting & for the long term. I've helped transform the lives of around 3.5 million people & I can guarantee that Ben has captured the very most important factors in letting go of the past & the major things that are stopping you right now, you have to go after them like a Warrior else you will never get to where you want to go.

My deep wish for you is that you take what Ben so lovingly offers and use it to shift your life and the lives of those that you care about. So please take charge of this book, read it, be at one with it & apply what you

learn so you can now be bold & make life exactly what
you dare to make it.

All my love

Joseph McClendon III

About the author

Ben is someone that makes the very most of everything that he has and is on a journey to inspire others to do the same. He has reached 6,000+ hours on his route to mastery in his field of people performance; has read over 150 Books on the subject of personal development; and has worked with hundreds of entrepreneurs and investors.

Ben is a successful entrepreneur, performance coach and is the founder of The League of Warriors, which takes their members on a journey beyond success.

This book has within it everything that people should know right now, to let go of what's stopping them right now, release their potential and truly create the business, the income and the life that they've always dreamed of, right now.

Introduction

“Ultimately, man should not ask what the meaning of his life is, but rather recognize that it is he who is asked. In a word, each man is questioned by life; and he can only answer to life by answering for his own life; to life he can only respond by being responsible.” — Viktor E. Frankl

“Let's smash this” is a philosophy I do my everyday best to match up to. There are enormous similarities in the problems we face. I coach action-oriented, high-performing businesspeople and investors, usually very open to challenges and growth yet often finding themselves “stuck”. Millions of us have similar, if not identical challenges – some of us don't quite know yet, or haven't fully realised, but we have the power to change on a huge scale and make it long term. How would it feel to know that come what may, whatever challenge was put in your path you always had access to the resources and the resourcefulness to not only solve the problem, but to completely smash through it?

If you read your eulogy today, would it make you proud? Have you made a difference? Did you leave your mark? We never know how much time is left. If mine were taken away tomorrow and I hadn't written this book, hadn't passed on the wisdom I learned, I'd be

very disappointed to say the least. For me, this book is a stake in the ground that says, "I have become the person I am." For a lasting legacy for my children to have the right to follow their dreams because I followed mine.

I tend to attract books that turn out to be exactly what I need to read at that point in time. If I'm experiencing a challenge around money, I'll hear the right finance book recommended three times in the same week. If I'm challenged emotionally, the psychology titles I need to help me understand what's going on inside will land in my lap. If I feel stifled and stunted, then I'll get stuck into personal development books. I apply all of my reading to my life; I stopped reading fiction a long time ago!

I have been in a continuous state of learning since my degree. If I'm not learning I feel stagnated. Continuous development and knowledge absorption around psychology, personal growth and understanding people has become a huge part of who I am.

In addition, I've been in the world of self-development for over 10 years. During the last five, my journey has known more highs than lows - and none of them could have been bought with money, or learned in a classroom, only experienced, only felt.

A great spiritual teacher once told me, “Not everything that brought you here will take you forward.” He was absolutely right. There are new things to learn now. Change is for life, not just a seminar. But what makes people fulfilled and happy for years to come? Finding out is my journey too, and I want to make everything I can of life’s gift. Sometimes we forget that life is just that – a gift – especially when our challenges seem insurmountable, which of course they never are.

The word “Warrior” means much to me. I find the concept of leadership, bravery and courage an amazing model to emulate. My experiences in business, property and relationships have taught me nothing if not the vision of the Warrior. I have stood against my worst fears, constantly challenging myself to “prove” I could do it, more to myself than anyone else watching. There have been many proud moments along the way as well as the inevitable disappointments. Moreover, a *Spiritual* Warrior is one of vulnerability, honesty, openness and love, and these traits can at times be our greatest challenge.

To love again, to embrace what I love, at times seemed impossible. My journey has been one of meaning, understanding why I’m here and learning to maximise my impact before I leave. Before you embark on this journey with me, you must be ready to treat each subject

as a mirror on your life, to embrace what you see and answer the questions as I ask them. Read blindly and you'll miss the point. Know the questions are being asked and the answers - believe me - are already inside you.

Let's explore every element of our lives, emotions, psychology and spirituality, the complete holistic view. Each element is essential for growth and fulfilment. Each relies on the other for completeness. Please be with the content and really dig deep to take all of the learning's with you, upon the second or third read new learning's will begin to emerge and things will start to shift inside of you. Rest assured from this point forward your Warrior journey has already begun.

Resource:

I've created a series of Personal Development videos, which really help to get this stuff. They are free to download here:

www.theleagueofwarriors.com



The Journey of Warriorship

“Success is not to be pursued; It is to be attracted by the person you become... Don't wish it were easier; wish you were better. Don't wish for less problems; wish for more skills. Don't wish for less challenges; wish for more wisdom.” - Jim Rohn

Millions of pounds are spent on the study of human psychology, endless attempts to understand ourselves, constant efforts to perform at our best. But why aren't we doing so naturally and without study? Let's explore the critical aspects of personal growth - improving our awareness, talents and potential, building our human capital and enhancing our prospects, lifestyles, dreams and ideals. In the following pages you will:

- a) Begin to have a better understanding of yourself
- b) Understand why your life is the way it is
- c) Learn to influence your results and make what you want of life

For consistent results, truly successful people apply consistent action over the long term. Consistent action gives rise to progress. If you make the relevant changes, the results that show on the outside will mirror your innermost desires.

If the person you keep on the inside is not yet ready for the life you're aiming for, then you'll subconsciously derail your own efforts. So the easiest and most effective first step towards changing your life is to look directly into the mirror, into the Warrior within. The sooner you unravel the layers, the sooner you'll know what *really* lies beneath and the sooner you'll be able to celebrate and own your true greatness. This will be accompanied by the life you desire, the peace you desire, the wealth you desire and all of that bloody brilliant stuff that you deserve! Enjoy the journey...

My Warrior Journey: Benjamin Leppier

"Circumstances do not make a man, they reveal him." –
Wayne Dyer

“Why am I the way I am? Why do I want to do the things I want to do? How do I make sense of it all?” I’ve always asked myself these questions, as we all have. Generally speaking, it’s “noise”, but it has always encouraged me to take the path I am now on.

My first real experience of personal development came in my early twenties through my love of golf. Like life, golf is full of personal challenges, and in order to improve my “game” I knew I had to let go of the bad. I had to embrace and acknowledge the good and remain optimistic. I loved the game (still do) and was a pretty good player but I would always throw the game away at some point, and I became obsessed with finding out why. As soon as I took responsibility, gave up the blame and asked myself questions about my psychology, the answers were revealed.

Around this time I stumbled across *Golf is Not a Game of Perfect* by Dr Robert Rotella. I couldn't put it down. I read it from cover to cover in two days and WOW - what an insight into human behaviour. Until Rotella, I believed there was a certain honour about self-

punishment after making a mistake. Sound familiar? I soon found a much calmer approach to my game and took better decisions in the heat of the moment. Rather than “Go for it!” I began to ask, “What is the smart decision here?” I learned the concept of getting out of my own way, putting negative-self talk, self-punishment and anger to one side. That’s when my unique performance would shine through. We all get in our own way, with all sorts of subtle tactics. Golf gave me my practical introduction to reading the cards in my own hand – I could actually control my own failure and success.

As with anything, practice makes permanent. My changes weren’t yet habitual. I still didn't have the solution for continued success, the elusive straight line from A to B. I discussed my predicament with a friend, someone with his fair share of ups and downs. In his case, it was boxing and wealth creation. He told me a story about his trainer, who came to the UK when he was very young with nothing but pennies and a copy of *The Midas Method* by Stuart Goldsmith. It was his self-development manifesto. This guy took it everywhere. These days, he had money, wealth and happiness, but more than this, a high degree of self-control. He never got in his own way where finances and wealth were concerned.

A couple of clicks later I'd bought the book for less than a pound and it was with me within a few days. As a gold cover winked at me I felt a little like Charlie finding his golden ticket to Willy Wonka's chocolate factory. I sat in anticipation on my parents' cold leather couch. I knew there was something different about this book. You can measure the natural energy of most objects. Go ahead and measure the vibrational energy of literature and music – you'll be amazed at the difference between Stephen King and *The Midas Method*, between aggressive hip hop and *The Sound of Music*. In November 2007 I could feel the energy, knowing whatever Goldsmith said would be the very thing I needed to hear. I could barely contain myself. I started speed-reading right away – always the way when I find something I love.

Goldsmith knew exactly where I was in life, what I hadn't achieved, how I felt about it and why I was afraid to act. I couldn't believe the words as they left the page. It was like this guy had been watching me all my life. Of course, he was only recounting his own experiences, his lack of money, his exploitative bosses, his problems and setbacks. But he had me. I was hooked. I could not stop reading, mainly because I knew he knew the answer. He didn't talk about the effects the universe has on our results (more on that later). This was a practical guide to

improving your life: the day-to-day process of committing to goals and achieving them.

His process was profoundly simple. No sooner have you written down what you want, you've visualised the outcome and you're already on the road to getting it.

The first time you try it, the first time it comes true, is a huge *aha!* moment – you can see instantly how this can be scaled up to achieve much bigger more important life changes. *The Midas Method* changed my life. Goldsmith taught me the difference between the conscious and subconscious mind, why I do the things I do and how to reprogram myself for success. What more can you ask from a book? I began goal-setting like crazy: small goals daily, medium goals to work towards, big goals on the back burner (I was still scared of success at this point).

I was having fun but it was disciplined stuff – morning and nightly visualisations to accelerate the accomplishment of the goal. It was amazing. I challenged myself to learn Japanese and be the first graduate at Airbus (my then employer) to spend time in Japan on behalf of the company. I got exactly what I wanted, exactly what I had written down and in the specific time scale. There was one variable that I didn't count on, which was resistance from my then-fiancée.

Michelle was the first person I ever really loved. We were lovers and best friends, not always the perfect

couple but life seemed magical. I proposed to her publicly in Rome in front of many onlookers at the Fontana delle Api street fountain. We both cried – it was one of the happiest moments of my life and I’ll always be grateful for that. We were engaged to be married for four and a half years. I loved her very much and she loved me.

After my six-week trip to Japan, everything had changed. Her hair was cut differently, the way she looked at me had altered, the jokes had ended, she didn’t find me attractive, and I struggled to accept the new her. Arguments began and for the first time our relationship was a struggle. She would spend more and more time away from home, without telling me where she was, and less time communicating with me. In a matter of weeks I had to sleep in the spare room. And then she moved out.

I was broken-hearted. I had never felt a pain like it before. I was terrified of what lay ahead. The woman I was convinced I would marry didn’t want me. I felt so rejected and lonely. When she moved in with another man it was the lowest I had ever felt. Some nights I would cry so hard I could barely breathe, holding onto my mobile phone hoping and wishing for “I made a mistake” or “I’m coming home” or “I’m so sorry” or “I

love you.” But nothing came. I was crushed, lonely and exhausted.

The next 18 months was a whirlwind. I had lots of women, lots of alcohol, lots of drugs and spent money like water. I wouldn't let anyone get close to me. Women would come and go, but I never got to know them. As far as I was concerned I didn't deserve to be loved so it didn't matter. I was reckless with their emotions and reckless with my own. I would make sure a girl was starting to like me and as soon as I saw it I'd run a mile. It became like a game. I was in a bad place, stuck with neither respect nor love for the person I saw in the mirror. This was a vicious cycle of punishment and much time past before I could see a way out.

In order to redirect my grief I embarked on a business with my best friend. It was a property enterprise which became fairly successful – not least because, through it, I met my life partner Kerry. She was the first person I come across outside property who could help me grow the business locally. I called her to ask her help to organise a one-day seminar and as soon as we spoke we had a connection. It was the kind of attachment you feel when you've known someone forever. We had coffee, agreed a proposal and quickly became great friends. Seeing as our relationship was professional, and then friendly, I found myself being totally honest with a woman for the first time since my break-up. I was

upfront about how I had been treating women and open about how I felt about life and who I had become. Kerry listened without judgement and remained my friend, convinced she saw something I didn't.

Our friendship grew into a loving relationship and continues to develop today. Kerry made me feel worthy of love. She helped me deal with my past and let go of the anger and guilt that was keeping me attached to Michelle and the man that I had become. As I write this, Kerry and I have our first baby and we're both extremely happy. We'll be married within two years. I now embrace my vulnerability, which has made me even stronger, and I appreciate every single day. One of the key attributes of a Warrior is the ability to embrace vulnerability. You must be completely honest with yourself about who you are and understand that you're not perfect. No one is. As long as you deny who you really are, you'll suppress your sense of worthiness and will never attract the things you want. If you do not love your perfectly imperfect self, you're behaving as if you're not enough as you are, and you will never bring your dreams to life.

I now command a sizeable property portfolio with enough income to hire a full time member of staff to manage things for me. I spend much of my time with my young family, while Florence, Kerry and I run the

UK's Number One Personal Development programme
The League of Warriors.

For me, it's the answer to the question, "Ben, what can you do every day that will meet all of your needs and ensure you are truly at one with yourself and simply being happy?"

Throughout this book you'll learn about the processes I have been through, the essential elements that lead to rapid personal growth, personal development and life change. As you go through, I urge you to complete the exercises I recommend. The talk stops NOW. The new you starts here. Whatever the reason you picked up this book, it's imperative you allow it to be your pebble in the pond. Stand up, right now and shout, with your hand on your heart, "From this point forward, right here, right now, I am becoming the new me!" Let's crank this up a notch!

Part One

The Rise of the Warrior

Blame

"Holding on to anger is like grasping a hot coal with the intent of throwing it at someone else: you are the one who gets burned." – Buddha

Whenever someone joins The League of Warriors or works with me for the first time, I follow a powerful process, which I call the BFG: Blame, Forgiveness and Gratitude. I have found this to be hugely powerful in the process of discovering the root of what's holding us back from getting to exactly where we want to go. Once we've acknowledged the 'problem' only then can we truly let go.

The first step is finding the blame. When things have happened "to" us its normal behaviour to look for something else outside of us to blame, if we blame someone else, it is their fault for doing it "to" me, if they wouldn't have done this to me, I would be OK.

On the day of writing this section I had a conversation with a very good friend of mine and he told me about a conversation he had with another author, just recently, the author was of the opinion that, we make ourselves unhappy, because we haven't accepted what has actually happened, although it already has. My friends question was, "How do certain people just accept that

things are they way they are, if they were abused as children, or abandoned as children?" the author didn't have much of a response and the atmosphere became very tense. I am very glad that he chose to mention this incident to me, as it made me realise that during the process of writing this book, I have had to make certain assumptions about people's experiences, challenges, education and other things, I am sure that if I were to go into detail regarding the effects of such traumatic experiences and even begin to understand what people in this world, having faced such things have been through, then I would certainly not be able to write about it in just one book.

Having met many people who have experienced such atrocities, I have had an insight into their world, I would just simply end by saying that: There is relief and freedom for every single person in this world.

Considering the fact that you are still alive and you have got through it, is testament to your strength and courage, for you have only scratched the surface of your potential and that experience will have made you stronger and more resourceful than most people.

With that said I want to explain the effects of blame and how rather than blaming and pointing the finger, the person that is really being affected is the one blaming, purely because they are blaming from a victim state and

for as long as *you* make *yourself* a victim, you are exactly that...a victim, with very little control at all. Whilst in blame mode, you also give the control of yourself and the situation to someone or something else. For example: Let's say that one of my team let a room to someone that is not a great tenant and he or she does not pay the rent and we find ourselves in court, £3000 worse off, doing our best to evict the tenant. I have two choices, I can blame my team for attracting and not checking the right person to let the room to and I can blame them for the loss of money, scream, shout and argue that only an idiot would let someone of this nature into the room in the first place, then I am in victim mode, they had to do this to me. My second option, I take control and take responsibility for the situation and not actually blame anyone. I can start to question the processes that we use to actually reference check our tenants, how often are my team asking the same questions to back check the tenants answers? Did we get their landlords reference in writing? Did we request 3 months bank statements to check that they could afford the rent? You see rather than blame here I have taken responsibility, response-able to actually take some action to solve the problem and deep down we know that there is a chance to improve through any failure/feedback.

If I were to examine exactly who I have blamed in the past for what terrible predicaments I had created in life, I was certainly blaming my parents. I have spoken to them both several times about the blame that I was carrying around, before I had the realisation to stop complaining, stop whining and acknowledge the fact that they were doing the best they could with what they had at the time. I have so much to be grateful for, I feel like I am literally one of the luckiest men on the planet, that does not mean that I didn't blame them at some point and it is so important to acknowledge that or else it will begin to wear you down as you carry it around.

I blamed my Mum for not letting me have regular new pairs of black trousers at secondary school, I would wash them so often that I would dread the end of term as the black trousers were no longer black, more grey and it was so obvious to other people that I only had one pair of trousers, others would have regular replacements. When I asked my Mum for some new trousers the answer was always no; no option or discussion. When told something enough times you eventually believe it, so I began to believe that I never would have the trousers that I wanted, that I didn't deserve it, it wasn't for me.

Armed with the new knowledge that how we do anything is how we do everything, this anomaly would

carry forward into lots of adult decisions, subconsciously made without any recognition. Until I explained this to my Mum and realised it myself, a rush of tears followed. There was a huge sense of release, and a huge sense of gratitude. Underneath all of the blame was nothing but pure emotion about something so trivial but getting in touch with the blame of years ago, meant the release. What remained was a deep feeling of gratitude; the emotion had literally turned itself inside out.

Warriors never blame, they are always looking for the root cause of the problem to deal with it once and for all, the symptom is a bad tenant, the root cause is a poor checking process. The symptom is low self worth, the root cause is allowing someone else or your past to define what you're worth today. It is easy to blame and point the finger; it is also a coward's way, because as soon as you take responsibility, you have to act. A Warrior always *acts*; only a fool or coward *reacts*, usually with a finger pointed at someone else.

Warrior Tale: Emily

It's very difficult at times for us to see the solution to the things that are stopping us from making progress, if we can even see the problem at all. As a construct of our early years those pesky decisions that we make based on the way life is and the way that we think life is going to be particularly where the influence of our parents is concerned.

Emily had very successful parents and a life that most people would be very grateful for. As a child she was given two choices, either go to boarding school in England, or stay with her Grandmother in her native country. She opted to take a long term trip to England. She received reasonable financial support and was in fact grateful, intellectually grateful and didn't blame them for anything. She had a lack of confidence and challenges to "fit in" in the general sense. To sum it up she had never really felt comfortable in her own skin and self acceptance wasn't anywhere near where she wanted it to be.

I asked her to dig deep to really explore any potential blame, that she might have for her parents or anyone else for that matter. The results were very interesting, intellectually there was no blame, when digging through the emotions she found that there was blame, an appreciation that they did what they thought was

right and grateful for the things they had done, still blame and some resentment was present. For her to hold onto the resentment for them, she was only ever holding onto it towards herself, once again, the fact that she felt a low level of self acceptance stemmed directly from the relationship between her and her parents, she made the decision that her parents, who she hadn't seen for around 8 years, didn't accept her.

When she could honestly let go of the blame and find forgiveness, she was able to find gratitude and see the benefits in her situation. She recognised that the other great things about her life as well as the person she had become were because of the decisions her parents made. It wasn't long before self-acceptance and love began to creep in. When she got rid of the blame, appreciation and love for her parents began to emerge as did the love for herself. Emily had to find the love which was sat under the blame before she could reach self-acceptance. As long as she could see the blame, it became clear that it would always be a reflection of herself (we cannot see things in other people, that we cannot see in ourselves, especially in our parents).

Forgiveness

“The weak can never forgive. Forgiveness is the attribute of the strong.” — Mahatma Gandhi

Forgiveness is wonderful for the soul; the only effect of harbouring anger or negative feelings towards someone else is the negative effect to you. Harbouring any negative feeling is a very destructive habit, you are carrying the anger, the other person will have no idea, unless of course you are married and live under the same roof. Even then it will be you that's affected more than your partner. “Well why should I forgive someone if they've been wrong? It's so hard for me to forgive them because I was so hurt!”

Pain and sadness are part of a natural balance of life, the only problem is that people tend to want to expose themselves to these negative feelings so frequently that they come to rely on them. If there is a relationship in your mind between pain, upset, anger and the person that evokes it, you have the making of the most negative form of anchor. Whenever you think of that person, or worse see that person, then it is *you* that will be in pain. If you are no longer together then for whatever reason you are no longer in alignment, so the chances are, even though you were connected in some way, as it stands now there is no connection and your pain will have no bearing on their daily life.

The three deepest problems I have experienced are:

- 1) Abandonment by either one or both parents
- 2) Abandonment from a loved one in an intimate relationship
- 3) Loss of a loved one non-intimate relationship

There is one thing for certain in this world, that you will leave alone and as Wayne Dyer says “every attachment you have to everything in this life counts for little when you lay to rest”. The most healthy intimate relationships have two unconditionally loving members, making them autonomous. When people are experiencing love for the very first time it is usually through the other person and if that person was to be taken away the effect would be devastating, we are designed to be loved and create all kinds of attachments to others, but learning to be unconditionally loving is actually learning to detach ourselves and can help us become free of attachments to others.

When we fall in love with someone (which by the way isn't true love, as Scott M Peck author of the road less travelled says, you don't fall in love with your children, you just love) we find a source of love, which is a *need* however much someone will try and convince you that they don't *need* someone else, that is not entirely true as we all have the right and deserve to be loved by

someone else. Usually those words are acting out of protection, they don't want to be loved again because they are still mourning a lost relationship and hence are stuck in protection mode. If we know how to find love from people who are really capable of unconditionally loving us, our relationships and our lives will transform.. Life is far too short to be stuck in the past for years and years. I have literally seen and been very close to people that have held themselves in this state for 5-6 years 5% of their lives, unloved, unfulfilled, unhappy deep down and living in fear.

Even during times when the emotion is so intense it feels as real as physical pain? It's rare that people who are having this experience are not harbouring ill feelings towards that person at the same time. This is also closely linked to self-blame and victimhood: "I hate that he has moved on so quickly and just left me here, he always lands on his feet!" At this point we are in victim mode, a victim because that person has done this *to me*, closely followed by "I could've done more to love him or do X, Y or Z for him". You see the pain switches from blame of them, to blame of you and back again as we try and make sense of the rollercoaster of emotion.

So he has left and you are hurt by his actions and you blame him and you, for what you didn't do during this relationship, who is the affected party here, who is suffering the most? I always see the loss of a loved one

from an intimate relationship to eventually have a greater underlying benefit. It soon becomes an opportunity to attract someone better suited to you in this new stage of life, someone who can help you understand yourself even better. People usually part company because they aren't aligned anymore in the language of the Universe. Although it's not easy to see this immediately, have faith that this is all part of your plan. Having faith is far more powerful than having regrets, fear or pain.

I am a firm believer that we humans are creatures of habit and so it is often easy to forget our reason why or what the perfect life that we deserve actually looks like. For a vast majority of the time we attract things into our lives because we haven't spent enough time identifying exactly what we want and hence we get given something that we didn't really want, kind of, maybe, perhaps, yes whatever and hey presto we get just that. We are *always* attracting, at the same time realise that now is the time to redefine exactly what will make you fulfilled and happy. The confidence that comes with *knowing* that you deserve exactly what you want is extremely liberating. Start today, you have a brand new opportunity to ask for and be given exactly what you want.

Hopefully I have illustrated enough that the only person suffering is *you*, forgiveness can be accomplished in two ways:

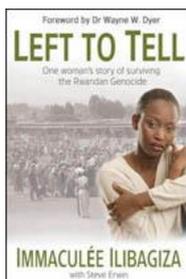
1) By simply writing down the reasons that you are grateful for this life and all of the good things that have come from such a painful process. With any painful experience there is a certainty that it will pass, you will not feel that way forever, it is a cyclical act of nature, it is a guarantee. You can write a letter to that person and store it away or burn it, explaining all of the reasons why you feel so sad that they left and how you still feel about them right now. Even if you don't believe it at that point, it is very important to wish them well, to be grateful for the vacuum opening in front of you to allow something much better to arrive. This will be very challenging at first attempt, but you can do this as many times as you wish.

2) Have a conversation with the person, this is potentially a challenge because the conversation can move quickly into argument and blame, only do this if absolutely necessary to clear the air.

Often the hardest person to forgive is yourself. From all of the upset and pain I have experienced and seen in others, the guilt of not doing enough or should've done this or should've done that is the biggest problem.

People really get onto their own case and take more than responsibility for the cause of the result. Vulnerability and openly telling a close friend about your guilt here (ask them to just listen) will be of great benefit. For the process of acknowledging self blame and saying it aloud is a brave and extremely valuable exercise; the ego cannot hide. When the words are said out loud it is obvious, even to yourself that they make no sense and you have nothing to feel guilty about. *Things mean nothing apart from the meaning that you give to them.* Try this exercise if you are still not forgiven, once again the awareness that you haven't forgiven yourself is the first step.

Resource: For a story on true forgiveness I recommend that of Imaculée Ilibagiza



Gratitude

“I live in the space of thankfulness - and I have been rewarded a million times over for it. I started out giving thanks for small things, and the more thankful I became, the more my bounty increased. That’s because what you focus on expands, and when you focus on the goodness in your life, you create more of it. Opportunities, relationships, even money flowed my way when I learned to be grateful no matter what happened in my life”. - **Oprah Winfrey**

Most of psychology is concerned with understanding the negative effects of the past and the status quo but since the year 2000 there has been a movement towards positive psychology and understanding the effects of positive emotions and the healing power of them.

For instant change of state of mind, is to choose gratitude. Simply being grateful for everything that you have and have been given, will lead to an *instant* change. The state of gratitude implies not just by saying out loud that “I am grateful for this, that & the other”, it means actually feeling the emotion of gratitude, if you don’t know what that feels like, think about the person that you love most in this world or just imagine and pretend you know how it will feel and I am sure you will be pretty close.

So that's easy right? A lot of people find it hard to be grateful for certain things that they're given, for example: Are you grateful for when you receive personal compliments? Be honest. Or do you shy away and pretend that it's just nothing? Do you accept things that are given to you and do you accept things easily or do you resist them and make it hard work to receive? For a lot of people, the whole concept of receiving is very difficult. I have always been someone that has been willing to help someone else, always been full of praise for someone else's endeavour, when it came to receiving something in my direction or giving myself praise it was met with a huge emotion of resistance and generally made me uncomfortable. I found it very hard to receive and if I couldn't receive a compliment for my great work or a gift from someone willing to give, what chance did I have of receiving wealth and opportunities to achieve the level of success that I was aspiring to?

If the state of gratitude is a challenge for you then the question is: Do you enjoy the process of giving? If you don't move into the state of allowing people to give things to you, you remove their right to have that feeling of giving, is that fair? So what can we do? I started to at least be grateful for the things that people said to me, I felt selfish in the moment of accepting, but for as long as I didn't at least say "thank you" to the person I was depriving them, so there was no more time

for selfish behaviour. If someone congratulated me, I would say “thank you”, if someone said “great job” I would say “Thank you”. The shift happened at a seminar ran by Joseph McClendon called “The Next Step”. As I was walking around in a state of high energy, a very attractive middle aged woman shouted out from her seat “You’re gorgeous”, as I turned to see who it was, the look staring back at me was a look of love and appreciation from a complete stranger. The old version of me would’ve instantly responded to the compliment with something funny and then twisted the compliment and began to address all of the reasons that she was in fact gorgeous, not this time though, this time I said “Thank you” acknowledged my gorgeous self and moved on.

Think about someone else or in fact what you are doing for someone else through your actions and you will instantly be dis-associated with the problem that you are facing in that moment. To take it a step further, call someone and tell them how great you are, or even ask them to tell you, people are always happy to give that stuff away for free, sometimes you might have to return the favour, it is very worth it though!

Warrior Tale: Bill

During my study of people I have found that around 95% of men look for significance and love from their father and 5% from their mother. Around 50% of women look for significance from their Mother and 50% from their father. Bill had a very dominant mother. She was unhappy in her marriage and was never generally very happy about anything. He was among the minority; Bill sought love and significance from his mother to such an extent that he felt guilty when he started to look for his own happiness.

At school he was a very shy retiring type of person and was bullied quite severely. This not only compounded already present self worth issues, but gave him all the more reason to stay out of the way, out of trouble and just sink into the shadows. Later in life, when school had disappeared, he found more of the same through alcohol and struggled to cope whilst dealing with his insecurities. He was never looking for love, as his mother had taught him that it doesn't exist, she is not worthy of it and nor is he.

I encouraged Bill to reframe the way that he looked at his mother, rather than being the forgotten child and blaming her for making him feel that way, I asked him to see her with only love. Furthermore, that he might be able to find gratitude for the impact she had on him

becoming such a caring, considerate person with enormous amounts to offer people around him. He was able to see that had his mother not been the way that she was, he wouldn't be able to be such a positive, encouraging influence to other people. He is now courageously moving towards a powerful intimate relationship, something he has struggled with for years.

Bill demonstrates the power of forgiveness and gratitude beautifully.

As for me, I have had to forgive *myself* mainly. It's been a very long process and I've am so grateful for the wonderful support I've had along the journey. Because of the self-blame I lugged around with me I was always afraid of success. Until recent years I was still putting off really embracing what I was good at (sound familiar to anyone?), for I was still driven by the fear and subconscious image of what success would bring about for me. A good friend of mine challenged me to an exercise, which I highly recommend you to do: Go away and ask every single person you've spent time with, or worked with and ask the simple question: "What do you get from spending time with or working with me?" Here were a couple of my results and I would love to hear yours.

Dave: *“When we've worked together Ben, the biggest thing I have gained from our coaching sessions is clarity. After that, a deeper understanding of the issue worked on. We may have only had short sessions together but that is testament to your ability, I've loved your relaxed, funny style which works well with me and also how you've retained the right level of professionalism and been able to stick to the agenda.”*

Dali: *“Urm I remember the first day we met, and you taught me how to have confidence, how to get in front of that camera and start a video diary... lol I would have never have done that, also sometimes you ask me questions in the past that maybe I didn't want to answer but now looking back I realise it was challenging me ... for my own good, ... so I would say you help people too and def bring out other peoples confidence you help them step out of their comfort zone... :) xx”*

James: *“Well for starters you gave me a challenge, then you let me see that the path I'd chosen wasn't mad, then you showed me that it's ok to be deep and meaningful and a real good mate that I gain energy when I'm around”*

Divian: *“I think my ability to analyse myself instead of JUST the situation, before we did our coaching calls I was focusing more on analysing the situation what went right and wrong. Now I am looking deeper at what it was about me that could have changed. I have learnt that it isn't all about what you say, it is about how you say it, how you feel when you say it, what has happened before the conversation, how you look at*

the situation and also it is about having someone or some people to go to and reflect off when you need a sounding board. I do believe you have been a great sounding board as sometimes when decisions are tough and you want to make a decision however your emotions are taking over, a voice of reason, a person asking you the right questions."

Next: Collate all of the results and summarise. Here are my results from May 2011:

I help develop clarity
I have a deeper understanding of issues
I teach how to have confidence
I help people to step out of their comfort zone
People gain energy when around me
Give the skills to analyse themselves
A voice of reason asking the RIGHT questions
I am someone who helps people believe it IS possible
I am very likeable
When we talk about me its all about YOU, I make a concerted effort to REALLY listen
I challenge in positive ways and I am super encouraging
I push people through ceilings
I am passionate, compassionate and sincere
I know how to get the best out of people
I believe in people
I teach determination
I help you see your faults and strengths
I help people make great decisions

I was so grateful for all of the things everyone said to me, I was literally glowing with gratitude and drenched in tears. This is a really tough but *really* rewarding exercise.

Gratitude has been said to have one of the strongest links with mental health of any character trait. Numerous studies suggest that grateful people are more likely to have higher levels of happiness and lower levels of stress and depression, through the expression of gratitude. In one study concerning gratitude, participants were randomly assigned to one of six therapeutic intervention conditions designed to improve the participant's overall quality of life*.

Out of these conditions, it was found that the biggest short-term effects came from a "gratitude visit" where participants wrote and delivered a letter of gratitude to someone in their life. This condition showed a rise in happiness scores by 10% and a significant fall in depression scores, results which lasted up to one month after the visit. Out of the six conditions, the longest lasting effects were caused by the act of writing "gratitude journals" where participants were asked to write down three things they were grateful for every day. These participants' happiness scores also increased and continued to increase each time they were tested periodically after the experiment. In fact, the greatest

benefits were usually found to occur around six months after treatment began. This exercise was so successful that although participants were only asked to continue the journal for a week, many participants continued to keep the journal long after the study was over.

*Seligman, M. E. P., Steen, T. A., Park, N., & Peterson, C. (2005). Positive psychology progress: Empirical validation of interventions. *American Psychologist*, 60, 410-421.

Human Needs

“It’s not about the goal. It’s about growing to become the person that can accomplish that goal.” - Anthony Robbins

If Jim Rohn was the Godfather of personal development, Anthony Robbins is the Son. Tony Robbins has spent most of his life refining and educating the building blocks of the human psyche, which he has whittled down into 6 basic needs. We all have six; however the quantities of each vary from person to person, based on a multitude of different factors. I have found that the Anthony Robbins model for the 6 Human Needs is the most consistent blue print for understanding your basic drivers; it isn’t a tool for change, but rather a tool to help you begin to understand yourself. They are an excellent starting point and will be very valuable to reflect upon at various points along your journey.

Need One: Certainty

Probably the easiest to understand, we all need a sense of certainty, there has to be a degree of predictability and reassurance for we all want to know that we can afford to live, eat, pay the bills and survive. Generally speaking when life undergoes big change, we lose a sense of certainty and we can feel all out of sorts. We

then do our best to find objects of certainty, friends, family, drugs and terribly unhealthy food, to name a few. This is the main reason why most people don't even start that new business, because there is no certainty of the outcome. For many that lack of certainty is avoided at all costs so that everything can be kept "safe and steady".

When my life was at its most *uncertain*, following the loss of my relationship and my downward spiral of alcohol and drug use, I had to reach out to something that would give me 100% certainty. I needed something or someone that would be there for me no matter what, I was desperate for certainty although it appeared otherwise from the outside looking in. Barry, my best friend was that very person, someone who constantly demonstrated no judgement and absolute acceptance. When everything else around you is crumbling you will always want to reach out for something that is totally certain, for some it might be a person, a job, a property portfolio or something entirely different. Certainty comes in many forms and we all need it, it's just a case of how we satisfy that need.

Need Two: Uncertainty

There is a caveat on certainty, If everything in life was 100% certain and we always knew exactly what was

going to happen, then life could get somewhat dull. What happens when relationships become 100% predictable? The reason why relationships start out so successfully is that numerous different factors are used to keep things 'exciting' and as time goes on the desire to maintain that philosophy dwindles and hence we can become bored and uninterested. So we need levels of uncertainty to maintain balance, isn't the uncertainty of the result of a rugby match or the Olympics part of the magic? So we must have uncertainty. For many, life would have been uncertain through childhood, financially, emotionally and psychologically. If this was the case then that new adult may look for the same levels of uncertainty to maintain their levels of life expectancy, hence the future does = the past, it doesn't have to but it can.

I meet my need of uncertainty through the coaching work that I do and in the environment of The League of Warriors. As a coach and facilitator, much of the time I have no real idea of what someone is going to bring up. I am forced to be creative and reactive, I must find a way to get down to the bottom of an issue. I am extremely confident that I can help find what "the thing" is for anyone, however this does not mean that I am guaranteed to find it. As I coach every single day, I am constantly improving and this is a very safe way to meet my need for uncertainty. This is a huge contrast to

the alcohol and womanising of before, back then as a person I was very cool and fun to be around, anything but certain.

Need Three: Significance

Some of life's biggest challenges lie in a lack of feeling significant. We all want to feel significant to one person or a group of people, to know that we matter, to know that we are wanted and appreciated. The experiences we have in life are usually performed because they give rise to an emotional experience; people who want to be recognised and strive for being the high achiever are actually looking for higher levels of significance. Occasionally demoting someone or criticising others (i.e. the bully at school) allows for feeling significant in a different way. The biggest challenges I have seen in adults come from a lack of feeling significant to the parent that they wanted it from the most. (Remember that generally speaking 90% of men seek approval from their father and women are fairly equally split between their parents.) Either way, a lack of approval will usually lead to a need for significance. It can also work for those who received ample approval from their parents. They may have got praise for doing well, standing out and so the child gets addicted to the feeling of significance and carries it with them into adulthood.

I have always wanted to feel significant to my Dad, in part my Mum, but mainly my Dad, as I grew up I made decisions about how important I was based on the amount of time he wanted to spend with me, that was it. I love my Dad very much, I always will. I have pushed through a lot of beliefs such as: I will not be loved if I am successful, if I'm successful he will feel even more unhappy; I have to spend my time to help him because then I will be happy. I wanted to help *too* much, when I wasn't really the right person to help him. Now I meet my need for significance through Kerry & Florence first and foremost and then through my customers, who have almost all become very close friends. When I help people improve their lives, it is such a wonderful feeling, they don't even need to say thank you.

Need Four: Love/Connection

For some people who have been hurt or have not been exposed to unconditional love, connection with friends will suffice; real love is far too scary and uncertain. Love is the right of every human being and it is also the foundation of the fear of rejection.

Love & family is my highest value, the love from Kerry and Florence is everything I need, it's my core and I still love creating new relationships and meeting new people. I believe I am the luckiest man in the world to

have my family and to have designed a programme whereby I spend a lot of time with successful people that I really care about. These two things combined officially give me the most meaningful role in the world.

Need Five: Growth

The need for growth has been part of human nature since the dawn of time. As everything else in nature, humans have a need to grow and develop, some more than others and not just in the physical sense of the word. By grow we mean to grow psychologically and emotionally. Human growth is usually preceded by challenges and resistance to the intended direction. In finding ways to overcome these challenges, we move around, go underneath or smash through the barrier, and the result is psychological or spiritual growth. Growth can be in the form of relationships, in business, in career, in investing or merely hobbies and sports. This need usually begins to become more important as we enter early 20's. It's in each and every one of us, and so we must nurture it. In effect, everything is either growing or dying, you are either moving forwards or moving backwards, nothing ever stays the same. For me The League of Warriors gives me everything that I need in terms of personal growth, on course to be the best in the world at helping people create lasting change. When you spend as much time doing what you

love to do as I do, you tend to become very proficient at the basics, seeing through the usual excuses and distractions. My tendency is to want to always start “new things” and to grow those, my biggest area for personal growth is to see through to absolute success and dedicate myself completely to something that I am truly passionate about, it is my biggest challenge and my greatest opportunity.

Need Six: Contribution

The need to contribute is in the heart of most people, for the rest, they have misplaced it somewhere. It is natural to want to give to others; there is no better feeling than giving, as Tony Robbins says: “the art of living is giving”. Giving doesn't just have to be financial giving, you can give time, resources, love, friendship or maybe just advice. Some of the most incredible people in history have been really remembered for the way that they contributed to our world. So the question is: what is the best form of contribution for you? Tony Robbins is the master of changing your state of mind to obtain your very best. It's true, the fastest way to shift a depressed state is to give to someone else, it is impossible to feel like sh*t when you give!

The League of Warriors gives everyone related to the programme a chance to contribute to others. The group

A large rectangular box with a black border, containing horizontal dotted lines for writing. A thought bubble graphic is attached to the bottom-left corner of the box.

To conclude this section, you will have your own intrinsic quantities of the 6 needs and if you feel out of alignment, uncomfortable, nervous anxious, sad or any number of anomalies, just visit the 6 needs and assess which has become unbalanced for your natural state, when moving forward in the way of the Warrior discomfort is common place, so rest assured.

Your Core Values

“When you live according to your highest values you become inspired and awaken genius. When you live according to your lower values you require continuous

outside motivation and you suppress your genius. Your present purpose or mission for life will reflect your present highest values.” Dr John F. Demartini

What are values?

Your values are the most important things in your life. The higher the importance of the value, the more of your attention it will receive and the more your life will be influenced by it. The lower a value appears on your values list – and therefore not so important to you – the less you will be influenced by it. If money is high on your values list and intimate relationships low, then guess what? You’ll pay more attention to earning, holding and investing money than you will your relationship. Conversely, if sex is your top value it’s the thing you think about, talk about and want to be around more than anything else, and money is sixth or seventh on your values list, then once again you will pay more attention to your sex life than you will to earning, holding and investing money. There are no right and wrong values, your order of values are your order of values. The meaning of the words you use to describe your values is also unique to you, your values are yours and they are unique, as are you. People obviously find resistance to doing things that are not in alignment with their core values.

The League of Warriors believes that understanding and getting a handle on what your values are, is critical for understanding yourself, before you really embark on the necessary changes to move towards the things that you want. The expert that we recommend is human behavioural specialist Dr John Demartini, the founder of the Demartini Institute, a bestselling author and a business consultant working with CEOs of Fortune 500 companies, celebrities and sports personalities. Globally he has worked with individuals and groups across all markets, sectors and age groups including entrepreneurs, financiers, psychologists, teachers and young adults, assisting and guiding them to greater levels of achievement, fulfilment and empowerment in all areas of life. He has patented his own method known as the Demartini Value Determination Process, which is the most straightforward process for you to get to grips with what your values are. Undertake the process with someone else to ask you the questions so that you have thinking time.

Derive Values: Step One

Give 3 answers to all of the following questions:

1. How do you fill your personal space?

Have you ever noticed how things that are really not important to you go into the trash, the attic, or the storage closet? By contrast, you keep the things that are important to you where you can see them, either at home or at work. What does your life demonstrate through your space? When you look around your home or office, do you see family photos, sports trophies, business awards, books? Do you see beautiful objects, comfortable furniture for friends to sit on, or souvenirs of favourite places you've visited? Perhaps your space is full of games, puzzles, DVDs, CDs, or other forms of entertainment. Whatever you see around you is a very strong clue as to what you value most. What 3 things fill your space?

2. How do you spend your time?

Here's something you can count on: people always make time for things that are really important to them and run out of time for things that aren't. Even though people usually say, "I don't have time for what really I want to do," the truth is that they are too busy doing what is truly most important to them. And what they think they want to be doing isn't really what's most important. You always find time for things that are really important to you. Somehow, you figure it out. So how do you spend your time? I spend my time with my family, thinking about personal development, reading about sport and personal development and working on the League of Warriors. Those are my three highest values. I always find time for doing them. And I almost never find time for cooking, driving, and doing domestic things, which are low on my list of values. How you spend your time tells you what matters to you most. In which three ways do you spend your time?

3. How do you spend your energy?

You always have energy for things that inspire you – the things you value most. You run out of energy for things that don't. Things that are low among your values drain you; things that are high among your values energize you. In fact, when you are doing something that you value highly, you have more energy at the end of the day than when you started because you're doing something that you love and are inspired by. So how do you spend your energy – and where do you get your energy? In which three ways do you spend your energy and where do you feel energized?

4. How do you spend your money?

Again, you always find money for things that are valuable to you, but you never want to part with your money for things that are not important to you. So your choices about spending money tell you a great deal about what you value most. Now, at this point, you might be noticing some overlap: some similarities

between what you fill your space with and how you spend your time, energy, and money. That is healthy. It means that you have already aligned a lot of your values, goals, and daily activities. If you notice a lot of divergence between the answers to these first four questions, you might benefit from bringing your values and goals into deeper alignment. In which three ways do you spend your money?

5. Where do you have the most order and organization?

We tend to bring order and organization to things that are important to us and to allow chaos and disorder with things that are low on our values. So look at where you have the greatest order and organization in your life, and you'll have a good sense of what matters most to you. In my case, I see the most order and organization in my home, in my time keeping & application of myself in TLoW. This helps me see that my values involve my family, personal development and TLoW. In which three areas are you most organized?

6. What do you think about, and what is your most dominant thought?

I'm not talking about the negative self-thought or the things that distract you. I'm not talking about the fantasies, "shoulds," or "ought to's." I'm talking about your most common thoughts about how you want your life - thoughts that you show slow or steady evidence of actually bringing to fruition. What are your three most dominant thoughts?

7. What do you talk about in social settings?

Okay, now here's a clue that you'll probably notice for other people as well as yourself. What are the topics that you keep wanting to bring into the conversation that nobody has to remind you to talk about? What

subjects turn you into an instant extrovert? Whether your 'baseline' personality is extrovert or introvert, you've probably noticed that there are topics that immediately bring you to life and start you talking and others that turn you into an introvert who has nothing to say - or make you want to change the subject. You can use this same insight to analyse other people's values. If you go up to somebody and they ask you about your kids, that means their kids are important to them. If they say, "How's business?" they value business. If they ask, "Are you seeing anyone new?", then relationships matter to them. Topics that attract you are a key to what you value. What are the three things that you speak about in social settings?

8. What inspires you?

What inspires you now? What has inspired you in the past? What is common to the people who inspire you? Figuring out what inspires you most reveals what you value most. What are the three things that inspire you the most?

9. What do you love to learn and read about most?

What are the three most common topics you love learning or reading about most? What three topics can you stay focused on and love learning about without distraction.

What are the three things you love to learn and read about?

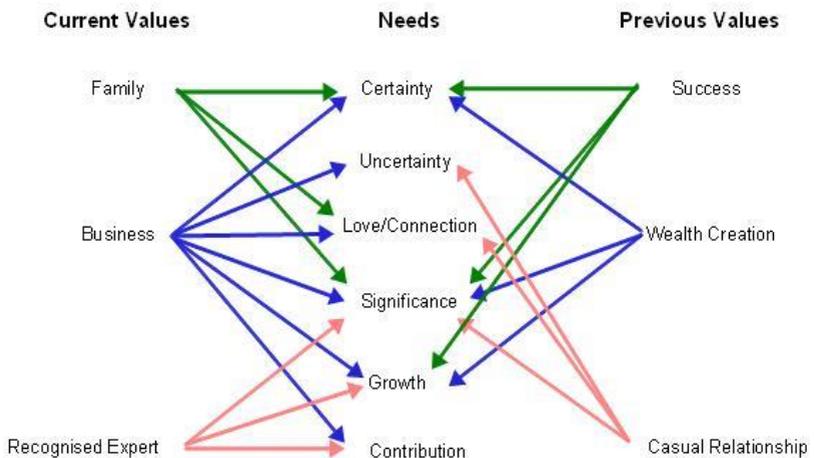
Demartini Value Determination Process™ Dr. John F.
Demartini © 2009 Property of the Demartini Institute.
www.DrDemartini.com

The power of understanding your values is so enlightening and it should have given you a huge insight into certain things about you. Perhaps take some time now to assimilate this information as you have just been through a very powerful process, if things are not crystal clear for you and you have more questions, you can always contact us at: www.theleagueofwarriors.com

Needs through Values

This is a critically important piece of the puzzle. Values drive our behaviour and they are the way that we meet our human needs. At any time there may be certain needs that are important for you to meet more than others. As life changes and you grow, your values hierarchy may change or something new might even get onto the list. The needs will always stay the same, but the *new* value might be the *new* way that you meet that need.

The image below demonstrates how my values have met my needs, regardless of what my values are. As you can imagine, the two sets of values define two very different people but both met the 6 Human Needs.



What I found so interesting about my own Needs through Values is that having experienced the ups and downs, highs and lows of both business and relationships, I now have an enormous amount of clarity around my business and how I want it to change people's lives. My fourth value is to help people, which is met by default through my second and third values. Contribution has also become important to me. Apparently as we mature, growth and contribution become more important; for me so much so that my daily life had to incorporate that need.

Exercise: What are your top three values? Follow the model above and connect your values to the needs that they serve, the feedback will be very interesting I assure you. There may be needs that aren't being met, or your values meet needs that you didn't expect them to. Once the work is done please email ben@theleagueofwarriors.com with a brief message if you would like any answers around the information that you have uncovered.

Intentions & Desire

“Don't aim at success. The more you aim at it and make it a target, the more you are going to miss it. For success, like happiness, cannot be pursued; it must ensue, and it only does so as the unintended side effect of one's personal dedication to a cause greater than oneself or as the by-product of one's surrender to a person other than oneself. Happiness must happen, and the same holds for success: you have to let it happen by not caring about it. I want you to listen to what your conscience commands you to do and go on to carry it out to the best of your knowledge. Then you will live to see that in the long-run – in the long-run, I say! – success will follow you precisely because you had forgotten to think about it.”
– Viktor E. Frankl, *Man's Search for Meaning*

Not only is it our greatest benefit among all species to have the wealth of emotional experiences that we have, but if our emotions are mixed with the goals that we want to achieve, the result is the most powerful force in this Universe. The written word is where every journey begins: as soon as you put pen to paper and clearly define exactly what you want in life, things will change. This in itself will change your vibration: for you to write down the things you want to happen, you have to have been thinking about it. If you regularly review your goals then there will be an even bigger chance of accomplishment. The reason why writing goals, for

most people doesn't work is that they don't really want the goal that they have written in the first place, or they are not really prepared to do what is required to make the goal a reality. Some are not willing to become the person that can create the goal. Napoleon Hill said that if you do not achieve the goal that you set, then that's a great measure of the fact that you didn't really want it!

I only encourage people to write a goal if it's something that they really want. It's easy for anyone to write: "I want to be a millionaire" or "I want a million pounds in my bank". The importance however is to acknowledge that the first step is to make £10,000 or increase your monthly income by £2,000 (A-B method, not A-Z). Millions come from hundreds of thousands, tens of thousands from thousands and hundreds of pounds from £1s. The step from 1000s to 1,000,000s is a quantum leap and most people won't be able to cope with that. It also opposes the natural laws of nature: trees do not have quantum leaps in growth; they grow steadily over hundreds of years. The journey from hundreds to thousands and on to millions is a journey and it's the journey that makes the person someone worth becoming - the money is a secondary benefit to being successful in any endeavour. Despite the fact that Jack and the beanstalk is a fairy-tale, millions of people are still looking for such an overnight success, maybe

because they aren't prepared to do what it really takes to make it.

The **Be-Do-Have** model implies that before you *Have* anything you have to *Be* the person worth having it in the first place, because when you *Be* the person first that person would always *Do* the thing you have to do to *Have* the thing!

“The law of nature is, Do the thing, and you shall have the power; but they who do not the thing have not the power” Ralph Waldo Emerson

There has to be a high degree of emotional intensity in everything you do. If I asked you to reflect on a time when you were in your most resourceful and most powerful abundant state when no matter what happened you were determined to achieve or save something, or do or say something, what was that experience? Write it down, describe it in detail. Where were you? Who was involved? What had happened before, why was this time different? Pay particular attention to what happened inside of you to create that feeling of certainty, that feeling of knowing.

.....
.....
.....
.....

.....
.....
.....
.....
.....

If you had to recreate that, could you do it? Life is full of setbacks, struggles and opportunities to grow – is the glass half full or half empty? It depends entirely on the person observing. If you understand and embrace fully what you have read, and execute the exercise exactly in the following section, there is still no guarantee of making what you want. As we become Warriors in this Universe we are not supposed to be perfect. Ultimately, in pursuit of our goal we will be given what we actually need rather than exactly what we want.

1) Decide what it is that you want and illustrate clearly the reasons that you want it. What will happen if you don't get it? What will it allow you to do? What will the effect on your life be?

2) Write the goal with a date of accomplishment and decide what emotions etc. will come with its arrival. What will life be like when you are experiencing this goal or the new version of you? Make the language bright and colourful as you will use it to help you visualise in your mind's eye.

3) Get or make a picture of something that would support the goal and make sure it's in your regular line of sight, such as on your bedroom ceiling, office wall or bathroom door.

4) Read the goal or experience the emotions associated with it twice a day, first thing in the morning and before you go to bed. Sit somewhere quiet and become that person and run through the perceived emotions of how life will be if it were to already exist. Do this twice a day for two weeks - the stronger your emotions the faster you will attract it and your subconscious will find ways to bridge the gap in the Universe between how life is now versus how you want it to be. A desire acted upon with emotion and bravery will bring fortunes with it which are unrealised or unexpected in normal waking hours

Emotions and Increasing Intensity

“A man who is master of himself can end a sorrow as easily as he can invent a pleasure. I don't want to be at the mercy of my emotions. I want to use them, to enjoy them, and to dominate them.” - Oscar Wilde

“Emotion is a complex psychophysiological experience of an individual's state of mind as interacting with biochemical (internal) and environmental (external) influences.” dictionary.com

Roughly translated, we all have emotions. The way it is described above is that there is a psychological and physiological experience, meaning that emotions are usually felt. They can be observed visually in another person but emotions are experienced through feeling, within the body, and your experience and interpretation of them is directed by your psychology.

Thoughts - Feelings - Actions - Results

Your thoughts are usually the precursor to your emotional response to a given set of circumstances.

Emotions are something that we experience through our body from birth and as babies we are master attractors. We cry and feel our way through life and everything is

given to us. So emotions are a perfectly natural part of our being: if we can learn what our emotions are and how to transcend them or rise above them, we can really move forward faster than we have before. When I use the expression 'getting in your own way', I mean that our emotions and thoughts get in our way, they are the barriers that stop us moving forward. It is only ever *us* that stop *us*. The caveat is that we are spiritual beings having a human experience and our emotions are part of our human experience. There is a natural life balance of high and low, yin and yang, hot and cold, fire and water. We cannot have light without dark, we would never appreciate natural high without natural low, although we might often complain and wish things were different!

Our emotions, as with everything in our Universe, have an energy frequency. It is easy to mistakenly believe that all negative emotions, because they are difficult to manage, have relatively similar energy ratings. They do not. Anger is not the same as confidence. We have all used the word 'energy' to describe the way we feel ("her energy was so low today") and what is so commonly said to me: "My gosh, Ben, your energy is so high today." Dr David Hawkins' work tells us that the highest rated energy of all is enlightenment, experienced by only a few people in history, Jesus Christ, Buddha and Ghandi to name a few.

“Enlightenment, by the way, can only be achieved in the egoless state, which is in the present moment. Enlightenment is a strange concept because you already are, the abstract thought is nonsensical because it is only possible to be enlightened within you already. You cannot make it a goal as goal implies the future, which is not possible because it is in the future, a future image of you, the entry point is right now, so in fact in search of becoming an enlightened being will ensure that you miss it because the entry point is now” - Eckhart Tolle

A Warrior understands that a certain degree of control is required to manage emotions and hence take control of self. It is very difficult to measure the emotional intensity of a human being when that emotional intensity is totally in-line with the pursuit of personal goals and overcoming challenges. Daniel Goleman, author of *Emotional Intelligence*, writes that the old method of measuring intelligence was through the assessment of Intelligence Quotient (IQ); through standardised tests. Quite simply the higher the IQ, the smarter the person. Apparently the problem with this method of testing is that there is no measure of the individual's intelligence of emotions.

In history our greatest leaders have not been successful and victorious because of a high IQ. It might help, but noteworthy actions are completed, and completed well, by people who had an enormous emotional

commitment to the cause. Finding the strength and resolve to be everything one can be comes from emotional inspiration, the emotional quotient (EQ), not the IQ.

Emotional experience is usually triggered in the brain. This trigger will induce an emotion in the body, so when we are experiencing a habitual emotion, it is very important to interrupt that pattern, to actually give us the freedom of choice we have in every moment. It's not so easy to identify it when you are alone on a cold wintery night, missing the person that you once loved. The first step for every Warrior is awareness of the emotion but in most cases people are not aware of the control the emotion has over their actions. Like a robot they will slip into a state of sadness and not realise they are there, let alone realise they can have control if they want it.

To make a quick change in your emotional state:

The biggest step is this awareness state that I have mentioned, suggested and hinted at. If there isn't individual awareness at first, then there is no chance of remedying the challenge with NLP, Reiki or any other effective healing method because you won't know that you need it. Awareness could be as simple as saying out loud "this is sadness". Your physiology is a tell tale sign

that a change is occurring. The chances are there would have been some external trigger and from that point your body will usually be in the same location/position. The emotion will begin to creep up on you (if someone were to move their body to music it would literally be impossible to be in a depressive state). The classic emotional victim will be sinking into their seat. Do it now and try the experiment: put yourself (only for a few seconds) into a state of sadness and depression and really feel it. Check your body language in the mirror. Where are your shoulders? Where are your eyes looking? What is your facial expression like? How is your breathing, fast or slow?

When we move through emotional states our bodies change entirely to support it. As soon as you become aware of this, you can begin to take control. I have yet to meet someone who does not like music – at least some piece or some genre of music – and this is the fastest way to change state. It engages the creative part of one's brain and will certainly change your state. The next step would be to move your body and *change* your physiology – to move it to music would be the best thing for you, but probably the hardest to do. Of course, if we are very sad the last thing we want to do is play music, therefore it might be OK to cry and release your emotion. It's perfectly natural, as long as through this

process you're moving towards a more empowering state, which is the objective.

“Quantum physics has found that there is no empty space in the human cell, but it is a teeming, electric-magnetic field of possibility or potential” - Dr Deepak Chopra

Thought starts the process and emotion amplifies it – life can be challenging at times and we are part of this Universe. Everything is energy and to create lasting change there has to be an awareness of where you are right now, because you are attracting or have attracted everything around you. Everything in this Universe has an inherent energy and it can be measured at any time. Inanimate objects are relatively easy to measure but we, on the other hand, measure differently depending on our emotional state, from the lowest energy state of shame to the highest state of energy enlightenment.

How do you know what level you are vibrating at right now? How in alignment are you with your work? Your family? Your intimate relationships? Most importantly, yourself? Whatever the answers are you will be starting to build a picture of your vibration and what you as a magnet are attracting right now. If you want to move forward there must be an appreciation and an understanding of the environment or Universe around

you. You take control of the Universe by first taking care of yourself from the inside out. If you don't know the physical laws of the Universe it does not matter, because they are laws and they are in action whether you like it or not.

“Everything in the Universe is in a constant state of change.” (Edwin Hubble, 1929).

Things are either growing or dying, you are either working with them or against them, you are either moving forwards or backwards - nothing ever stays the same. Our habits as human beings are the key to our direction. To break lifetime habits which are actual functions of our brains, we have to go ‘under the radar’ - small changes performed regularly make a continuous impact and can build and compound to make a huge change over the long term.

Persistence

“What man actually needs is not a tensionless state but rather the striving and struggling for some goal worthy of him. What he needs is not the discharge of tension at any cost, but the call of a potential meaning waiting to be fulfilled by him.”

– Viktor E. Frankl

People wanting to make changes in their lives want their results to transform: they have to change first on the inside and their outer world will follow suit. This section is something I consider to be of critical importance for actually making lasting change. Our Western world has developed a new shiny penny, a ‘millionaire overnight’ attitude (which I have also suffered from). The thing is results come from action. Moreover, they come from action applied over a period of time, over the long term, which falls into the category of activity! Warriors have patience, persistence and determination. It is not the strategy that is the cause of the problem. Yes, you need a strategy to change your results: a new sales technique, a new follow-up method, a new speaker technique, a new marketing strategy or a new property-buying system. Whatever it is, the strategy must be applied for long enough to ‘allow’ the results to manifest. As soon as people come up against resistance and challenges – their greatest chance for

growth – they begin to look at another strategy, yet usually they are in touching distance of the breakthrough.

After being dismissed from my job for running a business at the same time as having a job, I had to devise a quick solution to replace my lost income because getting another job was just a non-starter. So my best friend and I would find a property in Bristol, lease it from the landlord and give them market rent for a family. We would then multi-let the property to individual students and professionals, making a mark up of around 30%–40%. We would include bills to remove the house share headache and make the accommodation flexible for young people. On the outskirts of the city centre we found a four-bedroom property with two bathrooms which was of a very high standard and would let very easily. So, work once and get paid every month. The property was unfurnished which wasn't a problem as we could find lots of reasonably priced furniture from Gumtree. At the time, financial pressure was mounting and so we had to do something – we had no choice. We made an agreement with the landlord but they wanted to be there while we performed the viewings. I worked really hard to make sure that plenty of people arrived at the viewing so that we didn't have to bother the landlord more than once. We had around 11 people arriving to view a four-

bedroom property (surplus for a limited resource is a very effective method of selling). We let three of the four rooms and we were on course within the next two weeks to make £410 per month every month for the next two years. We took a financial commitment of £50 per person to secure the rooms, and their existing landlords were notified. It was a true success ... or so we thought.

The next morning, Barry got a call from the landlord saying that they no longer wanted to do the deal. They must have thought letting their property to multiple tenants for a higher income was easy to do or at least felt there was a huge demand – and what did they need us for? We were living in a very small three-bedroom house at the time, using the third bedroom as our office, and as I was walking up the stairs Barry gave me the news: not only did we *not* have a house now for the people who had confirmed, but we didn't have £410 on its way into the bank, which we desperately needed at the time. The letting down of others made me feel sick with worry and embarrassment. What were they going to do now? I felt so guilty and selfish – I questioned everything about my life and myself all within 10 to 15 seconds. We had been running on empty for a few months now and we really couldn't afford this to happen! As Lance Armstrong puts it, we hit a wall. But when you hit the wall you have two choices, as my old headmistress once said. "You always have a choice. You

might not like the choices but you always have a choice.” We could either stop and do something else or we could smash through the wall. There was no way I could let these people down, they trusted me to deliver and that was exactly what we were going to do.

I ran into the office and got straight on to a property portal and found a six-bedroom student house available to professionals, in roughly the same area. The rent was £1800 per month and it was by far the biggest property we had approached to date. The agency that was responsible for it was very difficult to deal with. They were very rude and abrupt and anyone would think we weren't paying them for a service, which of course we were! They were not entirely happy with what we were going to do with the property (let it to individual professionals) and we had to find £3600 in advance - money that we did not have. We had already viewed the house and it was perfect, yet we still hadn't informed our potential new tenants. At this point we were dealing with a new investor and if we had to find the money (and believe me we really did) he would have it. We had never borrowed money from someone that we didn't know before. Gone were the days of asking parents for money, we were big boys now and they didn't have it anyway. We borrowed the money and he transferred £3600 which we borrowed for 12 months. We started paying it back after three months.

All we had to do now was let the rest of the rooms, but the agency would not let us have the keys! So we had to pay to borrow the keys, which was a joke considering that the keys were just sitting on a rack at the back of their shop outside of hours. Apparently those were the rules. We let the rest of the rooms and everyone moved in on the same day. Over the period that property made us £500 per month – around £90 per month more than the other house, which was a small margin but a just reward nonetheless.

Points for reflection

- 1) The length of time spent dwelling on the situation. Whatever are the facts are the facts: it's what you do with them next that makes the difference.
- 2) The emotional intensity around knowing we could find a solution. Once you have made a decision you must throw yourself into making that decision completely the right one.
- 3) The resourcefulness of making it all happen. It is never a lack of resources that prevents growth, only ever a case of resourcefulness.

If things were easy we would look for different things to challenge us and if everything was easy, everyone

would be doing the same thing to make money. It is only through challenge and running 'up-hill' that we really grow. As with compound interest (interest added on top of accrued interest from the same sum), a change in results come from a compound of activity in the same direction – at some point the compound effect will start to take effect. With the effect of compounding, for the same time period the results are much more dramatic. Masters in their field regularly operate at this level of effectiveness and with a very small amount of time spent; the leverage of results is magnified because of their experience. Two of my favourite authors, Darren Hardy [*The Compound Effect*] and Jeff Olson [*The Slight Edge*], have documented this phenomena so well I highly recommend you get your hands on a copy of their books. Most people starting something new try it for a couple of weeks and only begin to embark on the development curve. This development curve is the same for everything: at some point there will be a plateau of results, but then a new learning phase will occur until the compound kicks in again, and so the trend continues. Find what it is that you want to pursue, find an expert to help you decide and move towards with full commitment and focus, and observe Einstein's Eighth Wonder of the world: compound interest, which we now call compound results.

The Secret to Lasting Change

The 'Master Mind' may be defined as: "Co-ordination of knowledge and effort, in a spirit of harmony, between two or more people, for the attainment of a definite purpose." - Napoleon Hill

I have saved this last section to cover one of the most powerful concepts of all time. It is the foundation of the League of Warriors Programme, an environment that has been designed to allow people to make the absolute most of who they are, what they are and to make rapid progress towards where they want to be. It is the most powerful environment I have ever had the privilege to be involved in, where people can come and really get what they need. Yes we need to be educated, yes there have to be enough resources for us to get going, but *we* hold all of the cards to our future. We hold all of the cards to letting go of the past and somewhere along that journey we will become very present in the here and now to really, truly accept ourselves and the journey that we are on.

The first book that introduced me to Masterminding was Jack Canfield's *Success Principles*, a collaborative means of assembling different skills and all working together for the betterment of each individual, but the power of their group is far more powerful than just the

sum of the individual parts. The next classic book on the Mastermind principle was Napoleon Hill's *Think and Grow Rich*. Hill describes in explicit detail the effect of the mastermind where all minds collaborate so powerfully to combine and have access to a third, more powerful mind in the form of a higher intelligence.

The third mind, the sixth sense, allows people to be unbelievably resourceful and have thoughts and ideas that would be not be met in normal traditional methods of problem-solving or coaching. The sixth sense can be accessed by three or more people (optimum four with a fifth leader) who are open and willing and who harbour no negative feelings towards any other member of the group. It is an environment where people can open themselves up and get in touch with who they truly are, what they truly want and what the cause of their lack of progress really is.

See our ego can hide the part of us that doesn't really want us to move forward, that wants us to stay exactly where we are and hence we defend and hold onto our excuses to justify our status quo. Through the mastermind group our ego is forced to move to one side. In fact, the ego cannot pass "Go" and is exposed because the person is completely present and admits their weaknesses. The Ego moves and allows the Warrior to step through and be as brave as they wish to

be, in a safe environment, rich with love and encouragement from people who really care about them and who want them to succeed. When we let go of our ego, that version of us is allowed to die and the new you will emerge.

From a practical point of view masterminding with a group of people from different businesses and backgrounds allows the person access to the experiences of all those in the group. Often we are too close to our own challenges to view them clearly. Have you ever listened to someone else talking about a problem that they have and the solution seems blindingly obvious? This can happen to all of us so the viewpoint of others is invaluable. The great thing about sharing in a group is that one great idea will spark another and the result can be outstanding. Since our relationships have the biggest influence of the quality of our lives it can be valuable to have the opinion of someone of the opposite sex, this is why wherever possible we have mixed sex groups at The League of Warriors (TLow).

It is this solution, this mix of factors that makes TLoW the most powerful performance environment in operation. Couple this awakening with practical actions to be applied in the real world with generous amounts of goal setting, emotional/mental conditioning and self awareness and therein lies the epitome of a Warrior.

One who is capable of relentless, powerful, expansion and lasting change for the good of themselves and the world around them.

The League of Warriors:

- Provides a performance environment for entrepreneurs and investors
- Selects people that are open and willing to change
- Ensures each member is courteous and helps support other members towards their goals
- Is rich with encouragement
- Is non-judgmental
- Provides unconditional love and support
- Has rules that have to be abided by
- Happens once a month for 12 months

This programme will change your life. Don't even think about showing up unless you are prepared to step up to make lasting change in every area of your life.

If you are looking for the answer to what makes lasting change, you will find it at The League of Warriors.

To find out more about TLoW go to www.theleagueofwarriors.com.

Part Two

Foundations of a Warrior

Psychology

“Knowing yourself is the beginning of all wisdom.” - Aristotle

Whenever I spend any time with someone, one of the first questions I ask is: How was your relationship with your parents? The answer gives me a profound insight into the thinking behind their life choices, the direction they've taken and how they build relationships in business and love. Regardless of who I speak to, parental relationships are without question the first building block of their future. Most of us grow up wanting to make either Mum or Dad proud. Usually boys look to their fathers and girls to their mothers. It's not 100% true in every case, but there is usually one parent we keep in mind when it comes to self-worth and being appreciated. So before we go any further, let's take a look at our pasts.

Parenting

It has been proven elsewhere that if a new born baby does not receive sufficient love, the consequences can be disastrous, even fatal. A proper source of love is as critical a life support as food and water. Maia Szalavitz, author of *Born for Love: Why empathy is essential and endangered* (Morrow, 2010) writes: “When an infant falls

below the threshold of physical affection needed to stimulate the production of growth hormone and the immune system, the body starts shutting down.” In a recent blog post she discusses the threat to babies in orphanages and the devastating effects they can have on young lives:

“Research suggests a physiological pathway ...first understood as ‘runt syndrome’ in mammals. In litters of puppies and kittens - even in rats and mice - often one or two animals are significantly smaller than the rest. Unfortunately for the runts, a certain level of maternal licking and nuzzling is necessary to turn on the production of growth hormone in the brain. Without growth hormone, food isn't metabolized properly and growth and development do not progress. Barring intervention, the runt will ‘fail to thrive’ and essentially, wither and die. No one has yet documented how this affects other brain and body systems but we know that the stress system affects virtually every cell in the body.”

As a father to my own beautiful baby, I now know this is very true. Touch, affection and love are all imperative for the development of a child's nervous system and psychological and emotional wellbeing. I have been fascinated to learn why people initially turn out the way

they do, think the things they think, and act the way they act. More importantly, what experiences have influenced these characteristics? I've had the pleasure of meeting hundreds, if not thousands of people from every walk of life imaginable, now making their own journeys of discovery. The way they became who they are is fascinating. At any given moment, their influences tend to comprise:

- 1) Their beliefs and attitudes
- 2) Their life experiences
- 3) The environment they grew up in
- 4) Their present environment

New-born to toddler: Very young children are 100% dependent on their parent or parents to love, nurture and provide for them. Here the rules are fixed. Babies have needs and must be provided for – they're more vulnerable at this stage than any other. The infant brain develops rapidly. As bundles of raw emotion, the feeding, eating, touching and hugging of a loving parent will stimulate growth. If the infant is made to feel unwelcome or detects any resentment whatsoever, the negativity will become part of them. If the mother is not happy in her relationship, in a violent home or in a constant state of distress, insecurity or anxiety, she'll pass it directly to the child. To the infant's primitive brain (which is about the size of an apple at this point),

emotion is the only way to understand the world. It's right here that the learning process begins and a blueprint for life emerges. So much of the way someone is can be defined before they are even consciously aware of life. Looking for answers about life without taking note of this stage is like looking for a needle in a barn of loose hay. If you're not fascinated by your own very early psychology, you cannot begin the journey of self-discovery.

2-7 years: This is where the toddler becomes a force in their own right. Discovering the world around them is the order of the day, every day. It's here that the home environment and child-parent modelling becomes so important, because toddlers will learn by emulating behaviour. It's a trait we never shake off. If, for example, the relationship between Mum and Dad is regularly under strain, it'll be detected emotionally by the child. Conversely, if there are significant amounts of love and tenderness between them, the modelling will be totally different. The toddler has become especially sensitive to the tone of conversation and will begin to adopt the same rules for themselves. If arguments are commonplace and conversations are won and lost by shouting the loudest, the child will soon believe that that's an acceptable way to behave. Children crave attention and will always adopt the behaviours most likely to illicit a response. If either parent is absent, it

won't go unnoticed. Dads have found a place for themselves in modern childrearing, beyond being simply a role model to young men and an exemplary husband to young women. Dads are now an active presence in the emotional lives of their children. A shift in consciousness since the 1900s has meant that equilibrium of love and affection from both sides of the parental divide is ideal.

Toddlers will do what they have to for attention. They might simply ask for it, which may be enough, or they might be destructive and spiteful (an equally effective strategy for some). Children also crave routine and schedule during this sensitive period. If toddlers are not given the boundaries then problems can begin to occur. If they're allowed to make boundaries for themselves at home, they'll go ahead and make boundaries for themselves in school. Later in life, those margins might also blur when it comes to drugs and alcohol. It all starts at home. Primary growth factor Number 1 is love, affection and acceptance from both of your parents. If you don't find that, it could be replaced by anger, insecurity and self-hatred.

The healthiest people in our society have fantastic relationships with their younger selves, but if the role modelling period is characterised by abandonment, the message is that the child is not worth the effort or the

love. Some young people I've come across, the regular offenders, the "criminals" of society, have taken this example with them for life. They've often been dealt the worst hand, been in and out of foster care with no sense of belonging, and even faced abuse and aggression from those they trusted.

This cycle can be a big challenge to break. In some cases, it's not the end of the line. I've met people who've come from the depths of hell to be the most composed, well-mannered and self-developed souls you're likely to meet. There is no rule to govern how someone is going to turn out. But when questions begin to arise about why things are the way they are, early childhood is a great place to start.

8-12 years: The final piece of the puzzle. Before we hit our teens, our personality is quite fixed. The subconscious mind has developed and 80% of our character is set. The last 20% is malleable - university and school play an important part - but most of our habits and behaviours have already formed. Here the young man or woman is interacting more than ever with their external environment, their life outside of home. They are fully fledged. They will apply the lessons of their home environment to the classroom, to their social circles and the external world. The "what do people think of me?" question has begun to take hold,

and this tender four-year period is all about our relationships with others. A lack of acceptance or affection up to this point will wreak havoc now. The child will gather evidence to support and reaffirm what they already believe about themselves, good or bad. This “confirmation bias” occurs in perfectly well-adjusted, sociable and friendly kids, too. They’ll seek out relationships with people just like them, as if each member of their circle of friends hold up a mirror, a very agreeable picture of their inner selves.

The sad truth is that children can be cruel. When it comes to aggressive kids, the effects are multiplied. A child on the receiving end of cruelty does not yet have the strength of character to defend themselves or turn a blind eye. The cliché is that the child doing the bullying is the most insecure person in the playground, that life owes them power and they’re treating others how they’ve been treated. But for the children involved, this is largely metaphorical solution, and bullying remains a huge problem. The victim is as apt to repeat behaviour as the bully, and may be experiencing life – or reacting to it – exactly as they do at home.

There is more emotional rounding-off during this period and the early teens than any other in life. Couple this with the growth hormones raging in both male and female adolescents, and you’ve got the recipe for a

pretty tough time. We were all young once and can remember how vulnerable and different we felt. So why not take a moment to answer the following questions about your own background, your parents and early life at home:

Relationships

How was the relationship between your parents?

.....
.....

How was your parents' relationship with each other?

.....
.....

How did your parents treat friends?

.....
.....

How was their relationship with your grandparents?

.....
.....

How was your parents' relationship with your aunts and uncles?

.....
.....

Money

Did your parents save money?

.....
.....

Did they waste money?

.....
.....

Did they make enough money?

.....
.....

Did they blame money for their problems?

.....
.....

Did they have a positive or negative attitude towards their finances?

.....
.....

Business and Investing

How were your parents with business?

.....
.....

What about savings and investments?

.....
.....

Did your parents discuss either around you?

.....
.....

Did they take risks or were they risk averse?

.....
.....

Were they patient or persistent?

.....
.....

Did they challenge themselves to grow?

.....
.....

Did they define their goals?

.....
.....

What jobs did they have?

.....
.....

It is important to note that these questions are intended to get you to begin to dig into your past and some of the answers may surprise you. The first step is always awareness.

During the above exercise, has anything surprised you?
Given you more clarity? Provided some insight?

.....
.....
.....
.....
.....
.....
.....
.....

The First Step is to ask better questions

“When you change the way you look at things, the things you look at change” – Dr Wayne Dyer.

Nothing you’ve read so far is deterministic. There are no 100% guarantees. Life is too chaotic and full of randomness to bow to mathematics. The theory is a good place to start, however, and with a framework in place you can begin to dig. If you dig, you can understand why people are the way they are. You can start to understand your background by examining those critical stages, uncover some of your reasoning and motivations, and draw awareness to sensitive issues. Remember: regardless of what you uncover, you are exactly where you need to be right now. Everything that led you to this point – even reading this book – has happened in perfect alignment. Now the journey begins.

Two Minds

“When you see a thing clearly in your mind, your creative ‘success mechanism’ within you takes over and does the job much better than you could do it by conscious effort or ‘willpower’” - Maxwell Maltz

We have 1000s of thoughts every day. It would be impossible to interpret all of them in turn, so we filter what we don't need. We are aware of 2000 bits of information per second, but our brain is busy processing 400 billion bits in the background. The filter we use is managed by our beliefs, opinions and psychology. The interesting question is: what did our role models filter out, and what did we learn from that? I believe we create, transmit and receive a huge network of shared filtration. We do this to operate and cooperate with the millions of thoughts floating in the ether around us. Just as mobile communication and Internet traffic passes through cyberspace, accessed over the airwaves by Mac & PC, we tap into the shared Wi-Fi of human experience every day.

Whenever we think, we logon to the super highway of consciousness and open a junction. The effects of thinking via positive or negative conditioning are immense. If you feel you have a tendency towards negative thoughts, spend some time around positive-

thinking people and watch those thoughts begin to change. Environment is a critical means of success and we are mere averages of the five people we spend the most time with. Your conscious mind merely processes thought; it accesses communication with the subconscious, the storehouse of memory and the trigger of emotion. Changing your environment and peers is one of the fastest ways to grow. Once again changing your environment and peers is one of the fastest ways to grow.

The conscious mind is part of how we rationalise. It's where we do our thinking. Once it's received consciously, it's passed down to our subconscious mind for a kind of "quality control", a health and safety analysis that tells us how we should interpret it. Our subconscious mind is an infinite intelligence. When you can't quite remember someone's name and then it magically appears when you're not thinking about it, you have accessed that secret power. Similarly, when you go to bed searching for the solution to a problem at work, and you wake up with the answer as if by magic, you've been doing business with the magic of your subconscious mind.

Subconscious

“Any orders you give the subconscious in the spirit of faith, repeated over and over again, is something that the subconscious acts upon. It will give practical plans to acquire your desire.” - Napoleon Hill

The subconscious is relatively neutral in comparison with the conscious mind. It’s like asking your big brother or sister for the answer. As a medium of infinite wisdom, the subconscious is a fountain of strangely familiar advice. Ask it to show you how weak and incompetent you are and you can guarantee it’ll suggest countless examples of people and experiences that back you up. Successful people know that “ask and it is given”. Go ahead and ask yourself:

“When did I let myself down?”

Followed by:

“When do I perform at my absolute best?”

Personally I struggle to reflect on times when I’ve let myself down without seeing an underlying benefit, a lesson for the greater good. I’ve worked hard on myself and am proud that I have to think hard to find the negative stories. Three or four years ago, I could have listed plenty. Letting myself down has usually been related to alcohol and decisions that didn’t serve me. In

these cases, I have been “out of character”, someone I don’t really recognise. These days, with the exception of a tasty red with a special dinner (I will always have a soft spot for South African Pinotage!), I rarely drink.

Conversely, when I am in line with my values, I find myself at my very best. I am challenged relative to my competence. I am learning something and helping others. The League of Warriors programme is designed to ensure results, to help entrepreneurs create lasting change through new habits. It is my very best solution to the person I want to be every day. It allows me to have a huge impact on my own life as well as helping those around me.

Similarly, after attending Joseph McClendon’s next step, (a truly amazing seminar, if you haven't been around this guy, right now, make it a *must*) I find myself in a state of absolute peace. I feel totally connected to everyone around me. I become more intuitive towards people, their energies and states of mind. I can communicate without saying a great deal. I love everyone, with no judgement.

But what environment do you have to be in and who do you have to be around to be your absolute best? Whatever you desire, your environment will grant it to you. I met Joseph McClendon III along with 1000 other

people in my first self-development seminar. I was instantly drawn to this incredible guy – I wanted to do the same things and be the same man, create massive change for huge numbers of people. I don't know if it's a man wanting to leave his footprint on the earth, or if it's what I was supposed to do, but I've since spoken to literally 1000s of people around the subject of property and personal development and I'm steadily moving along that path. For me to go from where I was three years ago to being confident enough to run my own self-development business was a massive leap. I had to be willing to stand up and speak at any opportunity.

Every time I get up to speak there is a small shift in my subconscious image of myself. The League of Warriors gives me the opportunity to work on challenging issues with the people I really want to help. I know if I continue to make an impact like this, my subconscious will continue to bridge the gap between where I am and where I want to be. As I put myself out there and get halfway, the universe shows up and meets me.

Science is shifting in favour of the subconscious self-image. Maxwell Maltz (1899 – 1975) was an American cosmetic surgeon and author of *Psycho-Cybernetics*, a system of ideas claiming to improve us with self-examination. As someone who understood the effects of the visible surgery were not going far enough to

improve the lives of his patients, Maltz embarked on a journey of rediscovery, advancing the theories of psychology and self-worth at every turn.

As we've seen, we are born with a subconscious blank piece of paper. It is open to sculpting and will absorb our environment like a sponge, providing a framework for what we think we deserve, what we cannot achieve, how life is going and every other decision and preconception that becomes our self-image. If you feel you want to make a change, your self-image is where to start. It can redefine and reprogram you. And the first step is awareness.

We pull and push away from the life we don't want, but if our subconscious self-image doesn't change, then life will forever play out in kind. You can start a business, a diet, a book, a relationship, but if your inner self isn't smiling, it'll show. If deep down you believe you "don't deserve to be rich", only a miracle will turn your finances around. Even if you won the lottery, your track record will find ways to resurface, and get rid of the money as easily as you made it. Most of us can relate to dieting, how easy it is to slip back into comfortable habits of self-gratification where food is concerned. You may even have lost a few pounds, or half a stone, but one day the energy just runs out, the change slows down, and the weight creeps back on. The problem is

that “action” taken on the outside is only a result of your subconscious version of yourself. The more you do, the harder you cling to your inner self.

Luckily, the universe knows better. It’ll move and bend to help you expand and create whatever image you wish for. But as Napoleon Hill says, you must keep a strong and powerful image of yourself in your mind, of what you want and how you want things to be, to really succeed. You have to believe that everything you want has already taken place, and the things you need are already coming in to being.

The most powerful tool to reprogram your self-image is written goals, regularly visualised. Throughout history, committing projections to paper has been one of the most powerful techniques for achieving greatness. It’s as simple as intellectualising your conscious mind, and handing over those requests for your subconscious to act upon.

For your self-image to change there must be constant repetition of vision, and regularly, so that eventually your subconscious accepts it as fact. By this time, your life is already beginning to change, to make your surroundings true to this new self-image.

I began writing goals on scraps of paper. I had read so many books around projection and actualisation that I had to try it. For the small things, it started to work. The date I would fix the cupboard door, the day I'd write to an old friend – I developed a habit for the small things. My first big challenges I missed by a mile, but I've since come to realise that either I didn't write them clearly enough or I didn't really want them.

If my goals are ever described numerically, I have very little emotional attachment to them. £10,000 in the bank, or 10 customers that pay me £1000 each by the 10th January is a difficult image to translate into reality. It's far better to visualise and *feel* the action it'll take to bridge the gap. In 2010, Kerry and I spent January the 1st writing our goals for the first quarter. They went like this:

By the 31st March 2010 I will be living in St Andrews, Bristol.

By the 31st March 2010 I will have spoken in public at least eight times.

Shortly afterwards I spotted a newspaper ad in a fish & chip shop for a student property in St Andrews. It was a lovely place, and we eventually negotiated for it under a Lease Option Agreement. What were the chances? I also

found eight different opportunities to speak in public, which meant that I'd hit both goals exactly as I had written them. When I initially wrote it down I felt miles away from the actual manifestation, but the goal gave me the clarity and focus I needed. Rather than letting time pass aimlessly, I take more action when I'm conscious of my ambitions.

The relationship between the subconscious, the universe and our own source of power is very strong. Our thoughts are channelled through our subconscious, and as we take charge of ourselves to change from the inside out, the universe responds with what we desire. Our role is to change ourselves, and everything else will follow suit – it has to! If it doesn't, well, either you didn't really want the things you were in pursuit of, or you didn't believe that you could have them. Perhaps it was a mixture of both. Either way, your challenge – one of many – is to know what you want.

Remember:

- 1) You are not your past
- 2) Your past shaped you, now you have the chisel
- 3) Goals will help keep you focused on a target
- 4) Your self-image must change first before you reap rewards
- 5) If you tell yourself or anyone else something enough you and they will start to believe it

Part Three

The Traits of a Warrior

The Traits of a Warrior

Honesty

“People are often unreasonable and self-centred. Forgive them anyway. If you are kind, people may accuse you of ulterior motives. Be kind anyway. If you are honest, people may cheat you. Be honest anyway. If you find happiness, people may be jealous. Be happy anyway. The good you do today may be forgotten tomorrow. Do good anyway. Give the world the best you have and it may never be enough. Give your best anyway. For you see, in the end, it is between you and God. It was never between you and them anyway.” — Mother Teresa

Any man or woman living in total honesty, speaking and living their truth at all times, will be granted peace of mind and unimaginable levels of self-respect. It is a challenge to be 100% honest with ourselves at all times. It's a common problem, especially when we face an obstacle or inner conflict. I often ask myself, how honest is this person being with themselves? They seem to know what they want, to know where they are in life, but how happy and fulfilled are they? The cause of the problem is often uncovered by the light of truth.

Deep down, we all know what needs to happen for the things we want. When someone says what they want to achieve, but they haven't yet taken the necessary action, we have to ask ourselves why? Here's a typical conversation with a budding property investor (you're right; it doesn't make much logical sense):

"So, what do you really want?"

"I want to earn £10,000 per month and to own £5,000,000 worth of property."

"How far along that path are you?"

"I haven't started yet."

"Well, how long have you wanted this for?"

"As long as I can remember."

"And how old are you now?"

"48."

"So why haven't you started?"

"I don't have the time or money. Because..."

And then comes the list of excuses, the problems, the reasons why things have been so challenging. They'll tell me they haven't been able to get started on their dreams. But are they being honest? Is that what they truly, honestly want? It is so important to establish *why* you want to achieve your goals in the first place. To begin with, they're a means to reaching a place you think is going to make you happier and more fulfilled. The question then is why aren't you happy and fulfilled

right now? It's so easy to blame money and time, but an honest appraisal of where you are spiritually, emotionally, financially and in your intimate relationships, is often overlooked. Are your goals a mask for something else? If you want to change things "out there" without looking in, you're bound to hit confusion and you'll soon be chasing your tail.

Tangible, material goals are a great way to start the process of change. For some, being completely honest about *everything* might be too big of an ask. Once they've realised their job or their partner is not really what they're looking for, and hasn't been for some time, they may not have the courage or strength to make the necessary change. Material goals can really help kick-start that process of change and growth. Investing in property for example, buying two or three in the course of a year, will allow you to grow. Starting that business you've always wanted will do the same. Beginning a new relationship - even if it's not 100% perfect - will plant the seeds of self-development. It's not the acquisition of the goal that's important; it's the person you become in pursuit of it. That makes you someone worth becoming.

The intimate nature of the League of Warriors programme allows for some pretty brutal honesty. In an environment of support, love, encouragement and

confidentiality, we accelerate the process of growth from day one. Everyone in the group must be honest with themselves and those around them. If you're not prepared to speak your personal truth, you'll not be invited onto the programme. Honesty in this setting has saved people literally years of frustration and anxiety. Often they've been looking for the solution in all the wrong places. They've been searching out there somewhere. The answer always comes from within, not without.

Warrior Tale: Jack As parents don't we all just want the absolute best for our children? I have seen many parents encourage their children to do things that they were always afraid to do, and Jack was very much one of those people. The most powerful way to lead is to lead by example, I want to be a shining example to my children that I followed my dream and therefore it is perfectly amazing to follow theirs. That is just the way that I want to live my life. I have invested a lot of time, money, blood sweat and tears into becoming a true Warrior. All parents want the very best for their children and often they advise from this point of view: "don't become like me/don't make these same mistakes I have, you have to do this now as it's where I made the biggest mistake".

It's never too late to change and it certainly wasn't for Jack, sometimes your children will not want to do what you recommend simply because it doesn't float their boat! You have to step up and be prepared to walk the path and show them, not tell them. The goal is for you to lead yourself first and then other people, especially those that you love the most, they will eventually follow. Jack had this exact issue and he was paying for his son to undertake all of the property education courses with him, as a way of showing him what to do, so he could make some great choices and improve his life also.

Usually it is us that needs to change first, when he realised that he had to make the changes and commitment for himself first before he could tell anyone what to do, he was somewhat liberated. Ever since he has been a property magnet and has become a very successful investor, leveraging his time and skills to make the most of the current climate. He appreciates that the best he can do is set his own example to himself first and at some point, his children will see that it's just perfect to follow their dreams as well (whether in property or not)

As the expression goes, why work hard to climb the ladder when it might be leaning against the wrong tree? You may not want the fruits of that particular goal. You

may prefer the fruits of another. For me, the first question in goal assessment is always: why are we climbing the ladder at all if we haven't yet honestly assessed what might already be on the ground? My own "personal development" journey started because I wanted to be successful and improve my relationship with myself. I'd told many lies in the past, and the only thing they'd brought me was the erosion of my self-worth. We all know the truth instinctively. We know what's really stopping us, which fears and regrets are holding us back. Nobody's perfect and everyone makes mistakes. We're all doing the best we can with what we have available, but we have to be able to be honest about the pain and suffering our dishonesty has caused. Confiding in a friend - ideally a brilliant listener who doesn't judge your confessions - is a great place to start. Counselling can also help. For me it's a great start, but to master lasting change you have to go further.

Our egos will wait in the shadow well equipped with that blueprint and story we sold ourselves on years ago, but when we have a supportive group of people who are genuinely and emotionally engaged in helping us make progress, to become the best we can be, to follow the sharing experience with us, the journey is so much more amazing.

You may not be used to this kind of honesty, but it matters, for just as Shakespeare said: “The truth will set you free”. If you’re not honest with yourself, how can you ever live your personal vision? If you’re not living your truth, you’ll always harbour the belief that you don’t deserve it, can’t have it, or are too frightened to experience it. Being honest with yourself in every element of your life really is the best policy, and the first step on the path of becoming a Warrior.

Is your job your real truth? Is your partner your real truth? Are your finances your real truth? Are you living your highest values? The reward for being brutally honest with yourself is absolute clarity in each and every element of your life. You’ll see things as they really are, not some distorted perception, some safe and familiar version that appeals to a handful of people. Living with a clear conscience and inner peace is a worthy reward for anybody, and any Warrior brave enough to take this first step knows its power.

Vulnerability

It is easy to assume that a warrior is the strongest of leaders and you may also assume that physical violence and taking exactly what they want is the “way of the Warrior”. The image of a muscular, well-toned and blood thirsty, armour-clad soldier springs to mind. “The strongest of us are those that are spiritually strong, and a spiritual warrior is one of vulnerability.” - Chogyam Trungpa.

Vulnerability is seen by some as the opposite of strength. If an animal in the wild is vulnerable, unless it finds a safe way to recover, it’s only a matter of time before it reaches its end. But it’s been a few million years since human beings were fending off Sabre-toothed tigers, and our vulnerability now has a rather different meaning. Admitting we are only human, that we have hearts and are rarely perfect, is a powerful thing. True peace and stability can only come from admitting our vulnerability.

There are only two states love and fear – A course in miracles.

Warrior Tale: Leonardo

Leonardo is a brave mans man and a little too brave to admit that he was running a historical pattern of financial security (which I hasten to add has served him very well up to this point). Financial security was what he was supposed to do; or rather that was what his parents wanted him to do. His highest value is nature which he achieves through sailing, shooting and being outdoors. This makes him feel the most connected he can be to himself and his environment. When someone doesn't receive love in the way that they wanted to receive it as a child, quite often they can find what they need through feeling significant to their parents. When parents advise what that child should do with their lives, then usually that trait will continue to be a driving force, until attention is paid to the root of "why do I do this?"

Now as an adult when asked the question of what do you want to do now? The answer was "buy more property" as logically that's what he is supposed to want to do and what he has always done. This will keep his parents happy and so he will still feel significant. When asked to define his passion for the sake of the conversation he lights up like a floodlight, there is no problem to find time and money to dedicate to nature and everything that comes with it. Holding back the drive to change, is guilt and should's.

To help overcome this, the question “How is your relationship with you?” was difficult to answer. Whatever his interpretation is of that question I asked him to rate it on a scale of 0-10, 0 being terrible and 10 being the most incredible relationship anyone could ever have and he said 7, considering he had no idea to the meaning of the question, this allowed him to “feel” it. So the question of what would have to happen to make it a 10, allowed him to see what changes he would have to make to start making progress towards the improvement.

Quite often intimate relationships decay at the same rate of your internal relationship and it's easy to blame external relationships as the root of unhappiness, rather than first looking on the inside. Finally the shift for him was through his love for his daughter. As our love for our children is naturally so important to us “pulling on our heart strings”, the advice given to the child should not be given unless the parent can give it to themselves. So I painted the same scenario that he was in and suggested let's pretend that his daughter was in exactly the same situation in the future, what would his advice be to her? Well make a decision about the relationship and get on with it, which is the way he would speak to himself. I asked him to be completely honest about whether he would say it with more care and love, I

asked him to close his eyes and picture his daughter before answering what he would *actually* say. This is when the breakthrough happened for it allowed him to engage with that emotion of care for himself. When he saw his scenario through his own eyes but directed at someone he loves the rules were completely different. In doing this, Leonardo was able to remove ego and allow love in for himself to truly shine through.

It takes courage to open your heart and courage to love again. And that courage will always overcome fear. There's always a chance you'll be hurt again in the future, but allowing pain to be a source of learning will protect you from the worst ravages of the heart. If the penguin were too afraid of sharks to venture back into the water, he would never catch a fish.

“When you love someone, truly love them, you lay your heart open to them, you give them a part of yourself that you give to no one else, and you let them inside a part of you that only they can hurt - you literally hand them the razor with a map of where to cut deepest and most painfully on your heart and soul.” — Sherrilyn Kenyon

With the exception of phobias (snakes & tarantula's) all fear leads to the same thing: The fear of rejection. Rejection from what? Rejection from others, but at the

root at that we are afraid of rejection in the form of loss of love. This loss of love is at the core of our being and through the loss of love our lives are in danger, loss of love if not treated can lead to death. Wayne Dyer our spiritual grandfather explains that all fears finally give rise to the fear of our own death (I'll leave this one with you for a while). Whether you agree or not, it's important to note that everyone revolves around the same theme, it does not matter who you are, we're all afraid of the same stuff!

Physical strength determines a certain amount of vulnerability in the female sex. And yet, despite the perceived risks that come with being the first to give, women are often more open to love and love more freely than men. Our vulnerability doesn't necessarily generate sympathy in others though, and people often take advantage. On the other hand, if we don't lay ourselves bare we may never experience the deepest kind of love, the love we all crave, unconditional love. If you refuse to uncover your emotions and become truly vulnerable to love, how can you expect love to make its way to your heart? As we've seen, everything on the outside is an extension of who we are on the inside, so for our lives to change, for results to improve, we have to change first.

Absolutely everyone has a right to love. The things most of us are really looking for, for someone else to accept us and really love us, for the WHOLE of who we are, not just the parts that we WANT to show. We cannot see inside others' hearts if we're not in touch with our own, and yet everyone around us is our mirror for good and bad. I cannot see unconditional love in Kerry if I cannot see it in myself. Conversely, I cannot see guilt and shame in another if I haven't known those emotions in myself.

Considering life is an inward journey, perhaps the meaning of life is to come to KNOW that we are unconditionally loved and accepted ourselves entirely. Whether that's true or not, I know from those I've met and worked with that the happiest and most successful have had at their root a great relationship with themselves. From that relationship stems worthiness and acceptance. As long as you do not accept yourself, you cannot attract the things you want most. It is rare that rewards come before we look inside. There is always a shift in our relationship with ourselves first, on the inside before the material results appear on the outside. Never ever has there been another way, unless the results are inherited, then they cannot be considered 'your' results anyway.

I can count on one hand the number of people I've met who've managed to achieve something by holding onto their anger, or having something to prove. It's simply not possible to use anger to propel yourself forward with any long term lasting success. It'll never lead to long-term fulfilment, as we'll see clearly later. With honesty comes courage, with vulnerability comes power. If you're looking for real, internal strength, you'll find it with openness. When you're open, you allow success to fall into the space you've created. Only then will you be given what you ask for.

How open to receiving are you? A good way to judge is to ask yourself how often you receive gifts from others. A number of those on the Warrior programme realised they were giving simply by loving others. It's the purest form of personal satisfaction, but it's not the same as receiving out of the blue. I've always believed "You don't give to receive" - it's a way to manage the disappointment of non-reciprocation. But it's equally true that "You can receive without giving." Joseph MCIII told me once that I should celebrate my greatness and really start to appreciate that. The best way to start is to walk through super market entrance like you have arrived to start your 2 hour opera to 3,000 loving fans. This will be your challenge if you are Warrior enough, or you can go one step further, as I did and prepare a

free hugs banner for your local city centre and go get some hugs!



And more recently





Are you the kind of person who receives compliments, love and applause frequently and easily? And how much do you enjoy giving? Most of us love to give. It's a natural part of the desire to contribute and be appreciated. It's even better when the recipient really appreciates our gift too. What about the awkward situation when, instead of being thankful for your gift, the receiver frantically apologises for not buying you anything, for not being as thoughtful and good a person? Not so great, right? Well, the same holds true for you. If you cannot just accept, then you are not allowing the giver that wonderful sense of the joy of giving.

It pays to be open to small gifts from others and to notice how often they are given. Be grateful when

receiving something and make sure you're regularly on the receiving end. Yes, this is all about you! Embrace your vulnerability: it'll give you real strength and courage. Underneath us all is someone who deserves to be loved, a child still craving affection. So why not start to love that child as you would love your own children? It's your birth right.

Fearlessness

“True morality consists not in following the beaten track, but in finding the true path for ourselves, and fearlessly following it.” — Mahatma Gandhi

Fearlessness is usually understood to mean acting without fear, and there is high regard for the Warrior who acts in a fearless way. Still, I have yet to read an account of any successful man or woman in business, sport or war who acted without any fear whatsoever. For me, fearless does not mean without fear, it means moving forward regardless of whether fear is present or not. There is no right time to take the plunge, to make the change, to make the call, to start the business, which must mean there is no *wrong* time, either. When the Japanese Samurai Warrior goes into battle for the 100th time, his fear may be less than during his first battle, but fear will still arrive to protect him. Despite your fears, how often is your life in danger? Not that often I'm sure.

Fear is an emotional response to a threat. That threat can be real or imagined and the body's reaction is the same: increased heart rate pumping more oxygen to the muscles so they're primed and ready for a fight or flight. It can be so overwhelming at times we're literally paralysed. But real bravery and courage do not come from facing the enemy; they are generated by standing

up to your fears. Acting and moving forward in spite of your fear is an amazing feat of self-empowerment. When we come face -to-face with what we're most afraid of and move beyond it, we can no longer be afraid. We might not like the object of our fear, but the fear is no longer an issue.

Warrior Tale: Billie-Jean

I have had numerous clients that have clung on for dear life to the past because certain difficult situations seem to drag on for years, yet human beings by nature are resilient souls. We learn to survive and are quite capable of moving on with life despite the challenges of the difficult situation. Lo and behold when we get to the other side of the challenges we find ourselves wondering where it's all gone and we find ways to recreate it, play the same scenarios in our minds, relive and relive as if it was an exciting place to be.

Billie-Jean was in exactly that situation, it really took courage to let everything go and move on as there was an inevitable void. When life throws a spanner in the works, we find new ways to meet our needs; we may even have a shift in values when we're focussing on just getting through it. When all the noise had stopped Billie-jean felt more secure to be in a state of mild depression and constant disappointment; it gave her certainty. Sometimes, you become so tolerant of the

pain that the uncertainty of moving on is a very distressing and uncomfortable notion.

Decisions bring about courage, by making a decision to move on Billie-jean was able to begin to let go, to make that leap of faith. Decision brings all you need in courage and confidence. There is never a right decision but there is never a wrong decision either. Whichever path you choose you must make it the right path, show up and be that person. Billie-jean made sure that she immersed herself with positive people and environments that were conducive to making forward progress. Don't hang out with the "isn't it awful club" (Jack Canfield: Success Principles), for they will surround you and want to bring you down. Once you have made that decision stick by it and have the courage to give it 100%.

Are we going to run from the danger or are we going to stay and fight? Back in the Ice Age, when human beings had little more than loin cloth and spears to defend them, this response was essential for the survival of the species. Our core emotions have developed very little since then, but what has changed is our ability to master and use them effectively. We're no longer the servant of our emotions. They are the servant of us.

Public speaking is one of the most common fears in our society. I believe the past still haunts most people, and if they had a terrible experience at school, it very often stays with them. Couple those memories with the sheer number of eyes watching you, perhaps even *judging* you and the fear can be paralysing. It is very easy to judge yourself in other people's eyes, and the whole perception of the public speaker is filtered through the judgement of its audience. It's only natural for the social animal to want to do that. But this overwhelming self-reflection is a huge challenge. Many visualise the worst case scenario and let it stop them. Rarely do we visualise the best outcome.

It is also rare for people to write down what they'd like to say and rehearse until it's natural before they deliver live. I've told thousands of people about the benefits of planning your speech in this way and it's always a "light bulb moment". The fear of public speaking can be so intense it removes us of any creative expression whatsoever, but this method is simple enough for a child to understand. Remember: practice makes powerful.

My public speaking journey was an arduous one. At school I was terrified of talking in front of people. I would get nervous and anxious and think about it for days. The most common presentation class was English

Literature and Language. To make matters worse, the group was full of pretty girls – one or two of whom I had a soft spot for – which was enough to turn any young man into a dithering wreck. As I began to speak, I'd start to flush in my cheeks and get a lump in my throat. It got so bad that classmates would wait for my turn so they could poke fun of me. This was – and is – most people's idea of hell. After all, the worst way to lose your cool is publicly!

Finally, when I began to read more and more about successful people, I realised they too face constant challenges. It's the same with sportsmen and women, who put their bodies through relentless pain to achieve what means the world to them. I knew that if I wanted to be successful in business I would have to face my fear head on. At the time of starting my business I knew very little about property (or business), yet my best friend and I decided to host a property networking event, where once a month I would have to stand and speak in front of an audience. There was no escape. But simply by arranging the meeting and ensuring I was host, I was forced to adapt to it. Successful people spend more time feeling uncomfortable than most. Therefore, the fastest way to grow is to get uncomfortable!

I have always been intimidated by public speaking, and so for as long as I can remember I have taken any opportunity I could to stand up and say something. Sometimes acting before I had the time to worry was the best way. Kill the monster before it gets too big. Stand straight up before the fear glues you to your seat. Even if what comes out is a hash of what you wanted to say, you'll still benefit from the process of standing up to the fear.

These are the tiny steps of progress towards becoming a Warrior. If you've ever watched an inspiring speaker, from the audience you'll know the impact they can have. The best speakers in the world didn't fall out of bed with the perfect words in the perfect order. Their movements, their language, their body language, their timing, their eye contact and their stories are all extremely well-planned in advance. They have years and years of practice behind them before they came anywhere near an audience.

Our egos would have us believe that unless we begin perfectly and naturally it isn't worth our time. Marianne Williamson, author of *A Return to Love: An Interpretation of a Course in Miracles*, says she always wanted to go from A to Z, but was never prepared to go from A to B. That's the first challenge of every master – step one! It

would be wonderful if we were all able to stand and deliver on cue, but the reason our favourite speakers appear so powerful is we're seeing the finished article with no strings. We imagine the gap between us and them is a quantum leap when it's anything but. We forget to think about the countless practice runs, rehearsals, failures and negative feedback, which make the speaker as human as everyone else.

Let's take a moment to consider the gold medal winners of Team GB in the London 2012 Olympics:

Anthony Joshua, boxing, super-heavyweight

Mo Farah, athletics, 5,000m

Luke Campbell, boxing, bantamweight

Ed McKeever, K1 200m canoe sprint

Jade Jones, taekwondo, 57kg

Nicola Adams, boxing, flyweight

Charlotte Dujardin, equestrianism, individual dressage

Sir Chris Hoy, cycling, keirin

Laura Trott, cycling, omnium

Charlotte Dujardin, Carl Hester and Laura

Bechtolsheimer, equestrianism, team dressage

Alistair Brownlee, triathlon

Ben Maher, Nick Skelton, Peter Charles and Scott Brash, equestrianism, team showjumping

Jason Kenny, cycling, sprint

Andy Murray, tennis, singles

Ben Ainslie, sailing, Finn
Greg Rutherford, athletics, long jump
Mo Farah, athletics, 10,000m
Jessica Ennis, athletics, heptathlon
Jo Rowsell, Laura Trott and Dani King, cycling, team
pursuit
Andy Triggs Hodge, Pete Reed, Tom James and Alex
Gregory, rowing, men's four
Katherine Copeland and Sophie Hosking, rowing,
lightweight double sculls
Philip Hindes, Chris Hoy and Jason Kenny, cycling,
team sprint
Ed Clancy, Steven Burke, Geraint Thomas and Peter
Kennaugh, cycling, team pursuit
Victoria Pendleton, cycling, keirin
Katherine Grainger and Anna Watkins, rowing, double
sculls
Peter Wilson, shooting, double trap
Tim Baillie and Etienne Stott, canoeing, double
Bradley Wiggins, cycling, time trial
Helen Glover and Heather Stanning, rowing, pair

And that's just the gold medal winners! We watched the live events; we witnessed their hard work, endurance, spirit, ambition and ultimately their victory. It all looked like an A-Z win. But what about the 1000's of hours of training, of cumulative injuries, of setbacks, of funding problems? They needed to find the motivation to train

again and again, in some cases for 20 years, for that one moment, with no guarantee of anything in return. Their journey is a pursuit of mastery, with only the love of the games driving them on.

Right now I am a professional speaker and trainer. I educate and inspire people from the stage, facing my biggest fear every moment of my working day. From a shy, pimple-faced boy, to a man who still feels the fear, I have mastered the anxiety. It's never complete and unequivocal mastery, but when people part with thousands of pounds to spend more time with me it's very reassuring. I've managed it because I constantly chip away at the little voice and have overcome the fear by acting in spite of it. That is the way of the Warrior, to move towards the source of your fear. For therein lies the greatest opportunity for growth. If you lead a life without fear, can you imagine how productive you would be?

Your fear may be there for a solid reason, and without a magic wand, you have to learn to deal with what you have. As with everything in life, there is no quantum leap, no magic pill, but despite the setbacks, people do become amazing through hard work and persistence. We get there by doing more than most; by doing more even when we really don't want to. This is the very process that makes us people worth becoming.

A note of advice on public speaking or preparing yourself mentally for anything that will stretch your comfort zone. The moment when you're at your most anxious is the first two to three minutes. During this time you'll lose or win your audience. There is a well-known strategy in professional golf referred to as the "pre-shot routine". It's a 30 second sanctuary before executing the shot, in which the golfer can clear her mind, empty the cup and get herself in a state of total comfort so that she can handle the nerves of the final putt and win her tournament. The same routine is common to most sports. Before Johnny Wilkinson's drop goal, before Nidal's serve, before Beckham's free kick, before Valentino Rossi's race. In literally every sport a pre-shot routine is required to settle the mind, calm the nerves and bring out the best performance from the athlete.

The equivalent in public speaking is to practice and practice and practice, especially the first two minutes of your presentation. Among all of the fear and discomfort, if you know what words to say without thinking about them, you're free to be yourself, the authentic version of you. Whatever your introduction consists of, make sure you practice it until you're blue in the face, and you'll have an amazing connection with your audience for the rest of the performance. You're on stage to deliver a message, and if you don't become the best version of

yourself in that moment then you're doing your audience a disservice, especially if you're asking them to buy, invest or donate. Think about the millions of other people who could indirectly be affected by your performance – isn't it worth rehearsing just a little bit?

The first step here is courage. It takes courage to stand up and say that what I want to do with my life is X, Y & Z. It's easy to stand up and say what you *don't want* to do. Anyone can complain about market conditions, financial status and the wrong-doings of government. It takes courage to even tell people what you want, because the act of doing so contains the promise of action – you'll have to walk the walk once you've talked the talk.

In most cases the emotions described are related to difficult experiences we carry within us. Our obstacles have very little to do with what's actually happening in the outside world. The fear of standing up and speaking in public has nothing to do with the people sitting there. It is our own fear that creates the negative imagery, not them.

On a mild spring morning in April 2009, I was busily checking my emails at the start of the working day. My boss appeared sheepishly at my desk said I had to go and meet a representative from Human Resources.

There I was told I had to be removed from the premises (the site of my old Engineering job) to begin a disciplinary process while HR investigated their findings of the last several months. My best friend Barry and I had started a property investment business and the amount of time we spent developing and discussing it had begun to spill over into company time. My peers and boss knew that I was running the business, and it was eventually proven that I'd spent less time than I was contractually obliged to on company tasks, and was using the time to work on my business during normal working hours.

Barry and I were living together back then, and when we arrived home we began discussing what had happened. Although Barry had turned a house into two flats almost single-handedly (with the exception of a little kitchen-building help from me), our business was very young and we had only renovated two properties together. We had very little experience of actually generating income and sales to pay the bills and put food on the table. We knew how to renovate (which costs money), we were learning how to invest (which costs more), and we were discovering how to make a business (with very little know-how). We were facing no income at this point and we were making minus £50 per month from property. We discussed the what-ifs and came to the conclusion that we'd have to make up our

minds before HR did so for us. At the moment, all the control was with them. If we were to wait for their answer, we'd be giving away all the control. This complicated process demonstrates how we settled it:

Ben: "What are you going to do?"

Barry: "Well, I'm not going back!"

Ben: "That's it? You've decided?"

Barry: "Absolutely. There's no way I'm going back now."

My mind was filled with images of poverty, losing everything I loved and the rest being taken away from me. Other fears, yet to rear their ugly heads lingered at the edges of my mind. My body was awash with emotion, you know that feeling when you want to vomit because you just can't quite get a grip of reality? I had two options: I could either go back to the way things were in a job I didn't enjoy, without any opportunity for wealth and where all openings for growth were linked to the company. Or we could take a risk. We could minimise our outgoings and do what we wanted to do full-time. There were people around us who could help and advise if we needed it, and this could be the first step towards achieving everything I wanted in life.

I'd been reading about and preaching to others for years and this began to seem like the obvious opportunity to

prove myself right. I found it inspiring to tell those who thought I was waiting for an answer from HR that we'd already decided to go for it. We'd head out there and make it, in the middle of a recession, just when it seemed impossible. It took no more than twenty seconds to decide. I looked at Barry, he looked at me, and our worried faces turned simultaneously to gleeful excitement about the future. "Well, I guess that's it then," I said, taking a deep breath. "It looks like we're not going back."

It's the decisions we make that define us. Regardless of the outcome we were going to plough full-steam ahead. Our excitement about what *could* happen was far greater than the *fear* of what might. At this point Barry took the lead in terms of courage, and had I made that decision alone I might not have had the strength of mind. I could see he was going somewhere we'd never been before, beginning the courageous journey and fulfilling our dreams and ambitions. An amazing future was beginning.

Barry is an amazing man; I have been blessed to have in my life for over 15 years now. He has shown me many different examples of being courageous; he constantly sets an example to himself and others and if you did no more than follow in his footsteps you would be pretty amazing!

Resource: Barry has also written a book describing our property journey in more detail and how to escape from the Rat Race using Lease Options. It's a great read.



You might be wondering how to overcome a similar fear with your own courage. Well, you start by making a decision. A decision, according to Dr David Hawkins is where you unlock personal power. Making a decision moves you up to an energy group accessed only by great leaders. It is a realm of living more often frequented by demigods than ordinary human beings. There's no such thing as a right decision, there is only decision itself. It's what you do after making it that determines whether it was correct or not. Conversely, there can be no wrong decisions. But simply through settling your course of action, you have the opportunity to become whoever you want to be. This is the way of the Warrior.

Authenticity

“Only the truth of who you are, if realized, will set you free.” Eckhart Tolle

If your glass is half empty, it's also half full. Nothing in the glass has changed, only the drinker's perception has. The same philosophy applies to almost every challenge the world over, because we see in everything what we fear in ourselves. Everything is a reflection of who we are and what we feel, and the same is true in reverse. Living your truth and being completely authentic in who you are, can be encouraged by people who believe in you and support you – and I don't mean just a cheerleader applauding from the side-line – these are the mentors you need. Someone who genuinely sees attributes and characteristics that you don't see in yourself can make a profoundly important and powerful friend. As sometimes it is so hard to believe that we are totally imperfectly perfect and I am perfect just being me that finding the right person is imperative.

Exercise: Your Life Perspective

This exercise comes from Richard Wisemans Rip It Up and there's a great lesson in it:

Spend a few minutes with a huge smile on your face, looking up into the sky with an upright posture, and make a note of how the following words make you feel:

Bat

Tree

Cage

Now spend a few minutes with a deep frown on your face, looking down at the ground with slouching shoulders, and make a note of how the following words make you feel:

Clown

Tie

Chocolate

Dr Wayne Dyer taught me that we cannot see things in other people that we cannot see in ourselves. Hence, angry people see anger everywhere, while happy people see happiness. This is the main reason we attract what we attract into our lives, because our innate filters are

set to weed out the bad or the good, irrespective of what might actually help us.

Even though it's our right to become everything we can be, we can't always see what others see in us. But there are certain people in this world who always see the potential in others. The fastest way to grow is to spend time seeking out that person, the right mentor in the area you need them most, be it relationships, business, investing, whatever is right for you. Find someone who can see your potential. Deep down we all know we're capable of more. Some of us ignore or suppress it and some of us might not be ready to explore it, but when the student is ready the teacher will appear.

I have always felt I could see great things in people and I would usually tell them. Some of the guys I played rugby with, colleagues at work, friends and strong characters in my property networking circle. I was able to see great things in a whole range of people. Often, the things I saw were a direct reflection of me. I just didn't realise it at the time.

For the last three years, Simon Zutshi has been my coach, mentor and friend. He was the first person who really saw the potential in me. You'll know when you have someone similar in your life, because you'll always be challenged by the things they tell you. You might not

like everything they say -- in fact, much of it might make you angry and you'll passionately *disagree*. But after a cooling-off period, you'll find you can't help but admit that what they said had an effect on you because they were right. If you feel yourself resisting this kind of assistance you must challenge that feeling, for we know now that if we feel uncomfortable then we are facing a powerful source of healing and growth.

My gift is to see the same in others, to spot the ways in which they can improve the relationship with themselves and those around them. It comes back to getting out of your own way, to simply allow your best self to happen. Ask yourself:

A great mentor will help you see how valuable you really are, how much you have to give and help you incrementally increase the value you put on yourself. Someone on the outside, with the right set of skills, will be able to notice patterns of behaviour. When you consult with someone you deem an expert in your field, accept the expert word and you'll find there's little resistance to the changes that follow.

One of my biggest challenges has been to see the value I add to other people. I had to overcome the feeling that I didn't deserve to be successful. I made decisions long ago about how much money I deserved and how much

wealth I could accrue, mostly before the age of 12. The crazy thing about value is that at some point you have to believe in what you're worth before everyone else will fall in line with your view.

It's the same scenario when you meet your perfect partner for the first time. Before they even notice you, you must believe they'll be interested. If you approach them thinking they won't give a damn, your body language will say so too. And that's before you've uttered a word. Self-belief comes first. Unless belief is instilled in the mentee, you'll still be getting in your own way.

Another thing to keep in mind: you are the average of the five people you spend the most time with. If you were to honestly assess the people around you, what would you find?

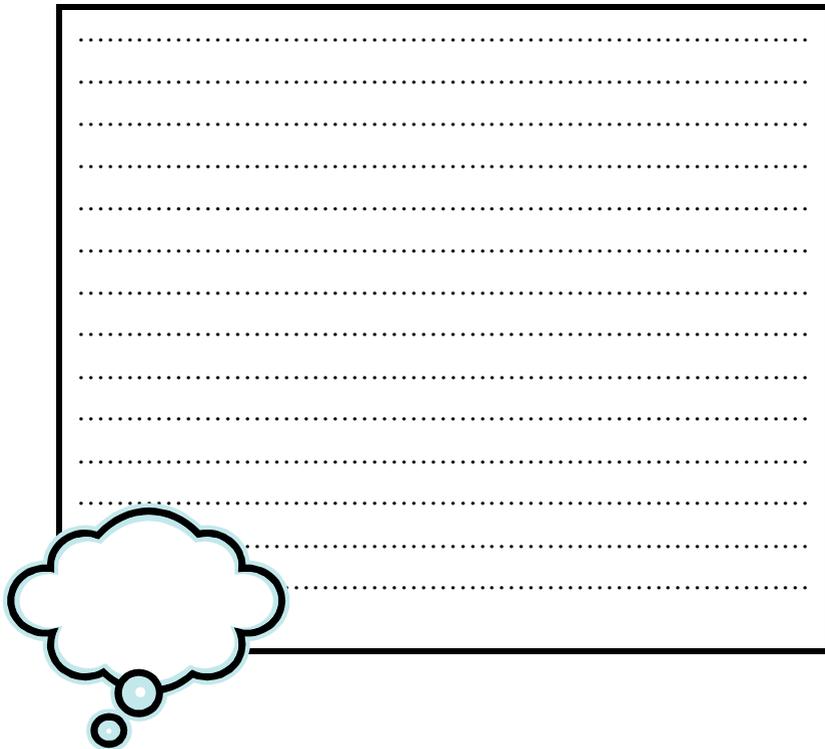
Think: Who are the five people you spent the most time with today? Who were the five people you spent most time with yesterday? What do they do to earn money? How positive or negative are they? How encouraging are they of others, especially you?

.....

.....

.....

.....



You are the average of these people in terms of health and fitness, wealth, lifestyle, ambition and happiness. You might not feel it in every moment, but day by day, in the subtlest ways a negative influence will begin to erode you. It could be very small, just a slight nudge off the track, but over the long term the effect can be devastating. Conversely, positive influences heading in the direction you want to go help *keep* you on track.

If this is the first time you've had this insight, you might be unpleasantly surprised by your findings. Please don't worry. Simply understanding the impact these five individuals have on your mind-set is the important thing. If you discover your spouse or your parents are a negative influence and you either didn't notice or refused to acknowledge it, then you've already come very far. Parents are slightly easier to deal with – if you're still living at home and your epiphany suggests you don't want to be the average of your parents, the important step, as always is awareness. Without awareness you'll never have the control you need to make a change. Considering the fact we attract versions of ourselves, the questions are these:

Who do you want on your list of five?

How will you get them on your list?

How long are you going to wait?

Our personal relationships with parents, siblings and intimates have a huge impact on the people we become. During my period of significant growth there was a small but significant distance between myself and my parents, mainly my Dad. I think because the connection between families is so strong, as we grow into adolescence and adulthood, there tends to be a reliance on the family unit to help us move forward.

My parents divorced around the same time my relationship ended with my ex-fiancée, so we stayed close through difficult times. I moved towards the world of business in order to develop myself and create something for the future me. At the time, however, my Dad just didn't see my progress unfolding. He wasn't in a great place himself and would always complain. I spent much of my energy trying to pull him up and put him back on his feet, but while you can lead a horse to water you can't make it drink. In the end, it's *you* who feels hard done-by. Sometimes people don't want to change and it can be much easier to help those who are already willing. People who aren't open to change will simply use up most of what you have to give.

A Warrior understands when he or she is needed and when they're not. People will change when they're good and ready, and sometimes they need to find their own path in their own time. I've always wanted to be the one to help them along, but I soon realised that however they get there was meant to be and their answers don't have to come from me. Loving people will always make us want to help, but you must appreciate that leading and setting an example is the best way to influence. Family often like to complain and moan, and sometimes knowing that someone is listening is enough of a release for them. Conversely, if someone hasn't shown up and asked for help and paid their dues then they probably

aren't ready to be helped, the best you can do is to look at them with non judgement, total acceptance and unconditional love, and from here they have the best chance to get what they need.

Once you realise there are certain people in the world you're not meant to help, you can let yourself off of the hook. Get on with your life, go ahead and be everything you can be in this lifetime.

Mum on the other hand - bless her - has been very open to self-development and the Way of the Warrior. In fact, she can't wait to get on one of the Warrior programmes! After countless coaching sessions with me, and after reading the right books and really applying the philosophy, she has found love again and is happier than I can remember.

Passion

“For the past 33 years, I have looked in the mirror every morning and asked myself: “If today were the last day of my life, would I want to do what I am about to do today?” And whenever the answer has been “No” for too many days in a row, I know I need to change something...almost everything - all external expectations, all pride, all fear of embarrassment or failure - these things just fall away in the face of death, leaving only what is truly important. Remembering that you are going to die is the best way I know to avoid the trap of thinking you have something to lose.” Steve Jobs

You must have a deep seated passion for what you do, your passion can act like your compass so let it guide you. If you are not passionate about the subject get passionate about your life, goals and dreams! Money and time are the two most common excuses not to follow your passion, are they yours?

As children we are unbounded by limiting beliefs or “should have’s”, if we enjoyed something we just went ahead and did it, if we wanted to pretend to be our favourite super hero we just became him or her, without any concern of what others thought. Rather than worry about what others thought, we were worrying if we would have power in our sword as He-man or enough

time to save the day as Superted. We were bound to save the world as the world of pretend and real merged into one and we were happy playful tots without a care in either world.



At some point those same brave transformational superhero children became guided towards doing something that makes a living, something that makes money. We choose engineer, accountant, bank manager, plumber, carpenter, car mechanic. The shoulds dawn on us around the age of 14, who knows what we - or children of today - want to do in life at that age or what having a purpose even means way back then.

I have met people who have been in the same profession their whole lives for some crazy reason or another. It might be that their mother and father encouraged them to do it, so they did it and never broke free of it. If that role, position, trade or job has turned into something that has been very fulfilling for you, you are fortunate and this of course does not apply to you. The majority of people on this path however feel stuck and unhappy at the decisions they made in their younger years. The main reason why people don't ask themselves what they want to do is because they have no idea how they can make money from their passion, most will moan and complain about what they *don't* want. That's OK because if we just say what we don't want, everyone can clearly see or hear what we *don't* want. But as soon as we stand up and say "this is what I want" then we actually have no choice but to move forward and towards what we have just told everyone. A Warrior will act and move towards their calling; it takes courage, trust and bravery to move towards the wants and the callings of life.

For the longest time - 10 years in fact - I was serving a 'should', I was an Engineer doing something I loathed. I had experiences that have served me well in terms of solving problems and I was always driven by great people around me, but I never had a love or passion for the work. There is something very destructive about the

word hate towards anything especially the work you do almost every single day. Your daily habit here is sending a constant message to you that you're not worth even taking the time to think about what you want to do. Your subconscious is designed to help you survive and generally speaking a salaried job that you loathe will deliver survival, but very little else. Many people feel that they are bound by money, a family to support, a wedding to save for, two holidays per year to pay for. Of course your ego will not be so keen on *any* change and the longer you remain in the same position, the harder the change will become, I repeat the longer you remain in the same position, the harder the change will become. The inertia of this pattern is very strong because the fear of not having what you've got is greater than the discomfort you experience on a daily basis, generally there is no potential difference between the two, hence a status quo.

The thought pattern is enough to keep you caged in, people give up, or give in because they can't see how a business that they don't have yet can support their family or even themselves. Warriors realise that they *do* have spare time, not much, but most of us can at least find 2 hours per week, that equates to roughly 1 day per month. You can at least *begin* something new here and begin to create and expand, even use the time to read other people's stories to see how they went from where

you are now to where you want to be. I have a secret: There are already thousands of people that have given up their old line of work to start a business or a new venture, some in exactly the same field as yours. What's more, most of the books written tell you what mistakes have been made so that you don't have to make the same ones. Also when changing habits of a lifetime small changes are much easier to handle, small incremental changes almost go unnoticed and small steady growth is far more powerful than giant steps, at least to break the old inertia anyway. Small regular steps compound over the long term to generate huge results.

A well known common problem is dieting, people who chose to change literally every eating habit they have and move to raw food and juices entirely are looking for a magic pill style of change, instant weight loss of 20 lbs. People literally search for magic pill formula, perhaps because they don't want to hear that there isn't one. Jeff Olson of the Slight Edge and Darren Hardy of the Compound effect both so eloquently described that you are a result of your habits, right here and now in this moment we are all results of our habits. The fastest way to make a lasting change is to *slowly* change so the small changes go unnoticed, walk for a couple of miles per week *every* week and drink two healthy juices per week instead of no healthy juices per week and do that for a

month. The distance walked/ran and juices drank can increase over the next six months, but the first month is always the easiest place to never get started, so be easy on yourself and make some easily manageable goals, the long term will take care of itself.

“We aren't a drop in the ocean; we are the ocean in a drop” ~ Persian poet Rumi

Far too many people in this world spend every day doing things they hate. How would it feel to wake up everyday and relish yet another opportunity to do something that you love? Entire books have been written around the phenomena of natural flow, people experiencing something referred to as flow. What is a natural flow state? When you are in a state of flow, you would feel a huge sense of joy whilst immersed in a task; the secret to happiness says Mihaly Csikszentmihalyi.

There will be mutual performing and learning, you will be completely focused with single mindedness on the activity that you are performing, the state of flow is nearly always created through activities people enjoy.

You know that you are in flow when:

- 1) You feel deep sense of joy
- 2) Become completely immersed in the activity
- 3) Lose sense of time
- 4) Become one with the activity
- 5) No judgement or self criticism (due to being totally present)
- 6) Balance between learning & challenge

Taken from: Flow & the Psychology of Optimal Experience: Mihaly-Csikszentmihalyi

As yet not one person can prove or explain why the state of flow occurs, it is as invisible as love, you cannot see it with the naked eye, but you can feel it. I believe flow state is achieved when a human is in touch with what they love to do (what their purpose is) and/or what they are supposed to do. Such activity allows them access to source energy, the energy of their creator. The term 'flow' is described in the Cambridge dictionary as moving in one direction continuously and easily.

Just like a river, when in flow it feels just as though you are part of something much larger than you and it is either flowing through you or you are flowing with it.

“The snow goose need not bathe to make itself white. Neither need you do anything but be yourself”. ~ Lao Tzu

Energy cannot be created or destroyed, we either take energy or give energy and the amount that we do this will vary. When you spend time with a depressed friend your energy is likely to feel very low afterwards. You will literally feel like you have been drained and need to return to a place where you can recreate energy. For me, if I have been on stage for an hour I tend to feel quite tired, for I genuinely want my words to make a difference on their lives and so I impart my energy upon the audience to make them feel energised. Not everyone will be open to receiving, but I will always do my very best. When in flow, we are not giving or receiving, we are flowing with it or it is flowing through us, we are tapping energy from the Universe, from source. When in touch with this source energy there are no limits, the energy is limitless; you are at one with a Universe that has no boundary and infinite size.

I have met and seen so many people struggle through life, hating the work they do, feeling very disconnected and chasing money to pay the bills and put food on the table. They do it, *but* they are desperately unhappy, well why? Considering all they want to do is pay the bills and make a “good living”, they aren’t asking for too

The most common issue is that people cannot see how to earn money and make a living through what it is that they love to do. This is most likely caused by social conditioning; we are not encouraged to do what we love to do because of generations before us. Let's look at people who have succeeded doing exactly what they love to do, Oprah Winfrey makes a wonderful living from talking to her friends, Jamie Oliver makes a fantastic living from entertaining and making food, Ghandi led a nation through peaceful non cooperation, Tony Robbins has made multi-million dollar companies from doing what he loves to do, Will Smith from movies, Steve Jobs from technology, Dr Joseph McClendon III inspiring people to change their lives, Dr Wayne Dyer with Spirituality, Michael Gerber from systemising business, Walt Disney through entertaining children and me, Ben Leppier helping people like you, those searching.

As we have seen in the chapter of fear: the greatest challenges that you face, might well be the entry requirements for you to embrace your richest life from doing the very thing that you were born to do. For some it may take longer than others and the entry requirements might be rife with failure after failure, before you get a glimpse of success. From the relentless pursuit of something that you believe in comes a strength of character that cannot be developed in any

other way. It took Abraham Lincoln 30 years to finally make president of the United States and the demons and challenges he faced along the journey helped prepare him to deal with the unbelievable responsibility that comes with leading a nation. So well developed was he that he became one of the greatest leaders in American History.

The energy associated with states of flow brings about TV appearances, radio interviews, invitations to events with movers and shakers, so many opportunities. Everything happens as a result of the energy of the person who is creating it. Furthermore, you attract others who have the same flow state as you do and they are exactly the people you *should* spend time with. The energy associated with doing something that you loathe or do not find some pleasure in will therefore be nearly impossible to be successful in. When you're values, your beliefs, your wants, your whys, your health and your daily labour all become aligned, you will have more influence over the things required to support you. The dictionary definition of influence is: the radiation of an ethereal fluid from the stars, regarded as affecting human actions and destinies. Influence does not just come from words, there is a greater power and energy in the leaders of our world, a belief, a limitless energy and it is quite beautiful.

The most beautiful things in the world are created through love, when someone loves what they do then magic happens. Businesses or money making ideas are like babies, as they are an extension of you, if that baby is loved and cared for, nurtured and looked after 24 hours per day, 7 days per week, it will have a fantastic chance of long term growth, survival and well being. The most successful people that I have read about or met love what they do. This love will manifest itself into great products and excellent customer service, loyal and brilliant employees, enriched and grateful customers; starting at the very root is the love for it.

I managed to change self loathing into a path of self-discovery. My first business was one of my greatest teachers, real estate investment and property lettings, I didn't love the product and I certainly didn't want to be Donald Trump. Darren Hardy says "You must want to become the best in the world in your chosen field". The business I created got me to stage 1: Replace income. When I got to that point I realised I had become a property manager, which I really hadn't signed up for. I started asking myself better questions. Property had been rife with opportunities for me to stand up to the things I was most afraid of: responsibility for large sums of money, responsibility for others, starting business relationships with people who didn't know me of

course public speaking. My biggest challenge still had a hold over me though, my fear of Success.

The questions I asked myself and great questions for you:

In what environments have I felt at my most resourceful? When am I the best version of myself? For me this was easy. I absolutely loved being in a room of other smart people all working on the same problem, which can change the life of one or more of the group.

When do I feel the highest level of significance? That's easy: when I am making a difference in other people's lives.

What skills do I have that are my greatest asset? I can see what is preventing my client from moving forward; I can read between the lines of their language and interpret their energy to determine how they are getting in their own way or making themselves their own worst enemy.

Once I had answered these questions, I could then probe further and this became the basis of what I do today: What is the best way to help people make lasting change?

I have a love for self development and self development seminars, but not everyone makes a lasting change following a seminar. Big change comes from the development of new habits applied on a daily basis over the long term, it happens in *no other way*. Actions and ideas are easy to create but implementing those ideas and sticking with it until it has roots is the hard part. James Khan says “Business is 10% ideas and 90% implementation” because an idea is just an idea, the way it is implemented is where the challenge lies and of course with it the greatest opportunity for success.

Finally: What do I want to do everyday?

I want to help people, but more specifically I want to lead people beyond success. I had ‘success’ with my property business and I was miserable. It has taken me years to get to where I am today: alive. I live a spirited life full of love and I am determined to help others achieve the same levels of peace and happiness. I had already seen and experienced for myself Napoleon Hill’s Mastermind principle in practice and how powerful that could be, so I put the answer to my “what do I want to do everyday” together with “What is the best solution to help people make lasting change?” and The League of Warriors was born.

I love what I do everyday, there is magic in it and it’s an authentic expression of me. Today I am no longer afraid

of success, I am always aiming further. I think back to when I draft the first email informing people of the concept of TLoW, what it was designed to do and how grateful I would be for them to consider it. I put six people's names in the "To" box and my heart was pounding, I have never been so afraid of rejection. I composed it, saved it, walked away, made some tea, re-read what I had written, saved it, shut down the computer, opened the computer switched it on, made a phone call, checked other emails and this continued - you get the picture! I pressed send and literally didn't read my e-mail for 2 days, I was so afraid of the rejection or was I actually afraid of people accepting? As soon as I read the first yes, the journey had begun. There was no turning back and my life will never be the same again.

Question time: Folk with a job:

Why do I do what I do?

.....
.....
.....

What other ways are there to make money?

.....
.....
.....

How many hours per week can I spare and when?

.....
.....
.....

Who could advise me?

.....
.....
.....

What books can I buy/borrow to get me started in that direction? (A note here is the faster you understand yourself the faster you will move forward)

.....
.....
.....

Who will be affected by my change and how can I enrol their encouragement?

.....
.....
.....

What is the biggest reason? My 'why' for this change?

.....
.....
.....

Question time: Folk with businesses they don't enjoy, people who will do what it takes:

If time and money were no object, what would you do with your time?

.....
.....
.....

After the answers of travel and spend more time with family, what would you say then?

.....
.....
.....

If you had to write your eulogy today what would it say?

.....
.....
.....
.....
.....
.....
.....

If you were to design your life exactly the way you wanted it, what would your eulogy now say?

.....
.....
.....
.....
.....
.....
.....

What do you really love to do?

.....
.....
.....

How many different ways can you make money that way?

.....
.....
.....

To make your emotional intensity towards that thing 10 out of 10 what would you have to do?

.....
.....
.....

What could go wrong or hold you back?

.....
.....
.....

What things could you put in place to make sure they don't hold you back?

.....
.....
.....

What seminars do you need to attend?

.....
.....
.....

What books will you read?

.....
.....
.....

How are you going to make small habits to move you towards this life every single day?

.....
.....
.....

What will you do to celebrate your milestones?

.....
.....
.....

Questions have all of the power to open up what is really inside of you; the questions above may bring out some interesting things for you. I recommend giving the above questions to a friend to ask you so that you can think about your answers.

Thank you for taking the time to read this book.

I have done the best job I can of telling my story, sharing my findings and encouraging you to accelerate towards dramatically improving the critically important relationship that you have with yourself.

As Joseph said apply these principles to your life and you will start to see some huge shifts in mindset, thinking and more importantly the way that you feel.

The journey within is rarely without hurdles; it takes faith and courage. I believe it is our greatest journey and one which never ends for there are always new discoveries. Take your time and enjoy every step of this amazing adventure.

I truly wish you every success.

With love

Benjamin Leppier

One last question: What has The League of Warriors done for you?

James

Ben's impact is unquestionable. His insight remarkable; yet still the most important part of my journey with him to date has been the small group dynamic of his Warrior programme. Allowing others into your life and finding others that you can engage with and speak to on a regular basis is genuinely powerful. There are so many areas of my life that have dramatically changed because of this one simple truth.

Gillie

The support of other members on the League of Warriors programmes is fantastic. It is staggering how constructive and productive a group of heads & hearts can be as we walk our personal journeys. The support and wisdom has helped me to move forward and get out of deep ruts caused by certain attitudes, beliefs and responses that in some cases were almost programmed into my sub conscious mind. When I look at the new family I have and the close friendships I have made, where I feel I can expose my every weakness and still be accepted. Wow what a place the world would be if it were made up of Warriors. It is massively exciting to be

part of a growing empire of people who only move forward and who nurture one another towards their goals. Friends who help each other find positive themes in everything and who go as deep as need be to find roots of negativity and lies that cause an inability to find fulfilment as well as the financial, social and spiritual freedom we all strive for. The benefits attached to the programme and such a group are predominantly several heads coming together with a variety of skill sets, depth of knowledge and wisdom in different areas and then using all of that to tackle individual areas of difficulty that are having an effect on reaching goals, of being successful and of ultimately being happy and fulfilled. Staggering progress. I was selfless and am now quite selfish. Not that I applaud that, it's been a massive shift. I have moved my property world up several notches and have gone from not feeling I could add value to loving speaking and charging £1000 a day for coaching. I have more confidence in my abilities and gifts and I want to share them.

Claire

In the first League of Warriors I realised that stuff going on outside of business affects our business lives and realised that this programme was about much more than developing business skills. I realised that hang-ups regarding family and relationships and lack of self-belief

can cause blocks in business too. What I have found is that it has been one seemingly small question or one statement that somebody has made in passing in a session or on a buddy call that has resonated and has clarified direction in my life. For example, one question from my warrior buddy made me realise what was important to me about creating art and has therefore changed the direction of my business to be more inline with me - something which had always felt muddy in my mind before. The Warriors have also given me the opportunity to learn from others who have achieved more in particular areas of their life and has enabled me to give back too. I think my progress has been massive...though may seem subtle to people outside - I seem to be getting 'ah ha' moments after a call or after a session because I recognise what has been triggered in my mind. Sometimes I recognise that I have resistance to stuff and anger and frustration comes up too... I'm allowing this to happen as I recognise that this is just mind stuff that is coming up ready to be let go of, so I'm using the Warriors as a guidance system. I'm also keeping in mind my values too and beginning to see how they can be used as a guide when making decisions. I'm also becoming more conscious of what I am saying and whether this is putting me in an empowering state of mind or not. Overall, I'm so grateful to be on this programme. Thank you x

Simon

Compared to when I joined when my primary feelings were that of frustration at lack of progress and achievement of my goals, I now approach life with energy, passion and courage. There are odd occasions when I slip back into fear and frustration, but on the whole I am loving my life. Stepping out of comfort area has become second nature, and am loving the new opportunities and people it is bringing into my life!

Divian

I have got my portfolio working efficiently, got my 2nd coaching client, built a relationship with a HUGE landlord - 2000 properties, opened my eyes to getting into a relationship, dating and being self expressed without fearing it, leaving my job and getting very close to completing my biggest deal yet, £400k property with a development of 2 houses at the back.

Alan

I first started with Ben's League of Warriors programme over a year ago and since then I can honestly say that a lot of different areas of my life have improved significantly. There have been many "light bulb" moments which have occurred during that time, which

are due to Ben's insights - and indeed those of fellow "warriors" on the programme. Ben is an enthusiastic and sincere guy, and is dedicated to helping realise the potential in people that so often gets buried. I highly recommend his programme.

www.theleagueofwarriors.com