

EMPOWERED

LOVING THE WORK YOU WERE BORN TO FIND



BY JORDAN GREENBERG

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Loving the Work You were Born to Find

by Jordan Greenberg

This book is dedicated to everyone who has touched my life. I've learned to accept and benefit from all of you and recognize your best intentions.

Those closest to me have had and will always have a profound impact on my rising up and lighting up.

Sherri has consistently, without qualification, urged me to write and continues to be my support pillar. Bless you!

My son Lucas' life provides motivation for me to share my bounty derived through the work I describe herein. His unadulterated power is an energy I never imagined to be possible. His presence pulses throughout these pages.

My granddaughter Ava (pictured on the back cover) shines so brightly that anyone who encounters her is able to instantly connect to the Shared Goodness of humanity. Thank you, Ava, for reminding me to always make the effort to be my best self. You make this world better just by being you!

And to all my heavenly friends that have reinforced my growth, I cannot thank you enough. You uplift, run, and dance with my soul and spirit. Your awareness of the miracles that surround us inspire me daily... I receive pleasure, vitality, and love from all of you regardless of our physical distance.

I won't give away the plot, but I'd like to give one last shout out to all of the yoga teachers who have masterfully enabled me to believe in the power of the Universe, above and beyond my wildest dreams.

Now I'll get back to actualizing that future!

ALL MY LOVE,

J

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Preface: A Letter from the Editor

I had recently quit my nine-to-five job to become a freelancer when Jordan Greenberg and I crossed paths. When he asked if I would help him edit a book that he was working on, I was honored. Reading his first draft immediately brought tears to my eyes. I thought, *Yes! Finally! This is what everyone needs to hear. This is why I quit my job.* It felt uncanny how much Jordan's overall message aligned with my own. Now I see that my opportunity to work with him was truly a wish granted by the Universe.

A year ago, I was working full-time as an Executive Assistant for an esteemed telecommunications company. It was my dream job. But after two-and-a-half years, I was mentally and physically exhausted from trying to keep up with the demands of my tough-to-please boss. I found myself working 10-plus hour days, forgetting to eat, and only sleeping a few hours each night. I had become a shattered, confused, cowardly version of my former self, and I no longer felt connected to my decade-long career path.

It wasn't until I started going on daily walks at the park near my office that I began paying attention to my innermost desires for creativity and freedom. I listened to countless hours of inspiration from artists, writers, musicians, and entrepreneurs—many of them like the ones that Jordan will reference throughout this book.

I decided to embark on a mission to do something different with my life, even though I couldn't yet see how it would all play out.

November 2020 will be my one-year anniversary of quitting my job and going rogue. It was a risk—and still is—but the benefits of regaining my freedom have far outweighed the challenges that have come with it. So much of what our society preaches about *work* is fear and insecurity-based. Jordan and I share the belief that the traditional nine-to-five distracts us from being present for life's meaningful experiences and opportunities. It distracts us from ourselves.

Today, I'm proud to say that I am no longer a hamster on a hamster wheel. What I used to think was impossible has turned out to be more possible than I could have ever imagined. I'm finally doing what I love and what I'm most passionate about, every single day. I finally have the freedom to follow my heart.

Jordan is far from your typical CEO. He's an incredibly successful business owner and specialized recruiter, someone who has mastered the art of playing in the corporate realm. At the same time, he's a yogi—someone deeply committed to inner work and spiritual growth. He's also one of the warmest, kindest, down-to-Earth CEOs I've ever met. He truly is one of those rare, special individuals who sees life through a completely unique lens.

You're really going to enjoy the inspiring quotes, courageously intimate stories, and sound advice in the pages to come. Each sentence is sparked with Jordan's comedic relief, unconditional love, and unapologetic honesty. He has poured his entire heart and soul into creating this book because he wants to share what he's learned with everyone in the world who might benefit from what he's learned.

If any of the authors that Jordan refers to speaks to you, you can look up the small subscript numbers in the Notes & References section at the back of this book. There, you'll find more information about each one, along with many links to corresponding websites.

Before you read on, I'll leave you with one of my favorite quotes.

“This above all: to thine own self be true.”

—William Shakespeare, *Hamlet*

May you discover and get to know your inner, truest self—then set it free and create the life you truly desire.

Sincerely,

Charissa Stober, *Editor*

Foreword: The Book I was Born to Write

Funny how life works. Actually, it's simply elegant.

My former wife consistently encouraged me to write a book. Then, about six years ago, I started working with Mike Valentine, a personal life coach and the founder of *On Purpose Now*.¹ My work with Mike was the impetus for great change in my life.

One of the last exercises he guided me through was writing in great detail about my life ten years in advance. The objective was to visualize my ideal future life scenario. He asked me to picture what I would want my life to look like and what I would most love to have accomplished ten years from that day, regardless of cost or other people's opinions. One of my prominent goals was to write a book that inspired readers to view their career path from a more heart-centered light.

My life journey while writing this book has transformed me. Daily meditation, yoga, and other related self-healing practices (which I'll detail in these pages) have become the keys to my wellbeing and renewed outlook on making a living. The process of looking inside—first for questions, then for answers—has freed me to know my true self. I've found a new zest for life inspired by the embers burning inside me.

“In every heart is an artist waiting to be born.”

—Matt Kahn, *The Universe Always Has a Plan*²

Having spent the past 40 years in the executive recruitment industry, my life has been filled with thousands of employment marketplace relationships.³ I’ve been third party to hundreds of glorious engagements and have also borne witness to several troubling trends. The price I paid for racing faster and faster without clear purpose moved me to chart a new course—one wherein I now value carefully tuning into my innermost desires. Through a different, deeply rewarding type of work, I’m more fully alive and happier than ever before. By shunning what others expect of me and developing deep self-trust, I’ve arrived at the junction of peace of mind and wealth (as I define it).

I’ve written this book for those of you who are struggling to find a way to connect their nine-to-five day job with their personal lives, core values, and passions. If you’re feeling stuck in your career in any way, this book is for you. If you’re questioning why you’ve taken jobs that do not satisfy your soul, you’ll get the answers you need. My goal is to help you to shift your mindset from left-brained analysis to heart-centric decision-making.

Climbing the corporate ladder may lead to a bigger paycheck, but at what cost to your inner being? If you’re like most of the job applicants I screen, your experience is more of a hamster wheel than a meaningful career path. The first question I encourage you to ask yourself is whether your job is adding or detracting from your vitality and your happiness? This book serves as a wake-up call to consider finding alternatives that nurture your essential life force.

The abundant options you have are not on any job board or discovered through any search firm. The most gratifying answers will be found by spending time with yourself, and by working on yourself.

Yes, it’s true—your innermost aspirations and your “day” job can actually complement one another. In fact, once you learn how to tap into your higher consciousness through some of the exercises in this book, your career and your most cherished goals will begin to merge

seamlessly. Once you embrace the powers within, you'll experience less occupation-related stress, and the doorway to new ways of earning a living will fly open.

The secret to finding more self-fulfilling work is to accept that your dreams are already being realized and to prioritize those wishes. I know firsthand that it won't always be easy. But once you allow your inner light to shine upon those heart-stirring visions, your emphasis on the outside world's expectations will immediately diminish. That's where your inner strength blossoms.

We're all struggling to let love conquer fear. I encourage you to remain steadfastly faithful to the power and presence of your heartfelt goals, and also to be patient with yourself when your kite gets lost in the clouds.

You have access to disciplines and practices that trigger greater awareness. Adopted daily, they become stepping stones for transformation that reveals the magic your life has in store for you. All you need is the courage to challenge yourself consistently by imagining the future you want. You'll begin to feel whole as you hatch the superheroes within you.

As you begin to practice self-reflection and self-discipline, you'll gain a deeper sense of self-respect, balance, and wellbeing. With this newfound trust in your heart, you will identify and get to know your old wounds. I will guide you to see these scars as crutches that will become your life lessons as you climb your own loving ladder to self-acceptance.

I am awakened and energized by the boundless freedom that has come through this type of work. Most of all, I'm blessed to have the ability to share. The following stories and information are the result of my desire to be of service to anyone looking to benefit from my perspective and experience. My own personal gratitude and joy run through every word ahead.

“What you get by achieving your goals is not as important as what you become by achieving your goals.”

—Zig Ziglar, See You at the Top⁴

PART I:

You are Autonomous, and You are Here for a Great Reason

It's Never been more Practical to be Spiritual

Hello! My name is Jordan, and I'm a workaholic.

In fact, in 2020 I celebrated my 40th year serving the tech sales industry as an executive recruiter. I acknowledge that I will always be an addict. I also confess to a lack of ideal consistency when it comes to practicing what I preach.

Recently, I slipped and morphed back into the controlling and manipulative version of myself. During an exchange with a client, I expressed ill will, causing tension and anger between us. I noticed that I felt sick to my stomach as I spoke and behaved from a place of scarcity and fear. Thankfully, the minor nausea that I experienced woke me back up. My newfound self-awareness no longer allows me to hide from the ramifications of my thoughts, words, and actions.

The emotions I let surface during this moment of weakness were a manifestation of my insecurities. My ego was crying out to be heard. This nasty memory now accounts for only a couple hundred thoughts among millions of others that have come before and will come after. Nothing more! I'm thankful for this realization.

I've come so far, and I'm not disappointed by my relapse. I'm aware of my foibles and the way this interaction made me feel, and this knowledge allows for imperfections. I accept my weaknesses as a part of my journey. My grateful self trusts life to unfold gracefully.

Our minds are always with us. Mine is often cluttered, so when I choose to stimulate it, I reach for the teachings of self-affirming, happiness-inducing thought leaders, whom you will find quoted throughout the following pages. Had I opted to remain stuck on a workaholic warpath, I would have continued to suffer. Being present and receptive to shifting has brought me immediate relief and healing, although it's taken me 65 years to begin to figure out this approach.

My hope is that this book will help you redefine your relationship with work. You can start by dropping everyone else's expectations when it comes to your income, job status, performance, etc. If you

feel objectified by your peers and bosses and increasingly alienated by your nine-to-five, it's not your fault. Know that self-inspired and empowering career-path options exist for you.

What I like to call *The Great American Workplace Myth* had me trapped for decades, and I'm not the only one. In fact, my career path has exposed me to many misaligned and unfulfilled candidates and clients. It's now time to shine a light on the constraining rituals of our workplaces.

I've been blessed to have found a dazzlingly beautiful trailhead, and I'm inviting you to walk it with me (this is where the grit comes in) one persistent, faithful step after another. One of my teachers once said it to me perfectly: *grit will lead to grace*.

This shift requires all of us to be both disciplined and determined! We all have the power of choice in every second of every day. Until I slowed down my monkey brain, the chatter kept me from hearing and seeing the stories I was telling myself and thereby living. Being introspective has enabled me to stop denying my need to act impetuously. Now that I see my own immature acts more clearly, I embrace the value of sincerity, which is where the magic lives.

“When the inside world is realized, your outside world will shower you with the glory of The Universe.”

—Guru Jagat , *RA MA TV*⁵

For me, renewal is a daily practice.

I know this because my name is Jordan, and I'm a workaholic!

What is Empowering Work?

The year is 2020. The mood is dark. The message that we're receiving is one of fear. But I choose a different calling!

It's a gorgeous spring Sunday morning in Denver, and I'm getting ready to take a Zoom video yoga class. We're all trying to make sense of what's happening here on Earth, and yoga helps me do that. It's still a huge mystery, but my place in the unknown feels right at home as I practice.

“Joy is the Passkey to Abundance.”

—Scott Schwenk, *Abundant Joy*⁶

The masterful yoga instructor starts the class by saying that the lesson he's about to share is one that he needs to learn too, and that there is no better way to receive this message than by teaching it. As teaching is therapy for the yogi, writing is therapy for me. I am blessed to share my life's lessons with you.

My intention in preaching these messages is to help you discover a more enriching career, and therefore a more fulfilling life, through a form of work rarely applied to the business world. This work takes on a life of its own through dozens of sacred disciplines that I'll uncover throughout these pages. They have brought me immense levels of joy and healing. Most importantly, this work provides me with a portal for seeing the world through a less obstructed lens. You too will gain clarity as you practice your own version of self-fulfilling work. Your sharpened focus will lead you to new, more rewarding and income-generating “work” as you now define it.

Through a sense of inner strength and vision, you will merge the aspirational you with employment opportunities that are hidden within you.

“He who looks outside, dreams. He who looks inside, awakens.”

—Carl Jung

To help you bridge the gap between society's imposed expectations and your truest aspirations, let's begin by redefining what the term *work* means to all of us. This new definition of work will shine throughout every aspect of your life. As Gabrielle Bernstein puts it, you can start by asking yourself, *what would I do if I could live my life with faith and certainty?*⁷

Empowering Work is the work that your intuition or inner guidance system will lead you to naturally when you connect and align with your unique purpose. It's any type of work or activity that activates your heart-energy. You will know when you feel it because you will be in the flow, not in the hustle. It's where your excitement, zeal, zest, and joy for life reside. It's the work that removes your self-doubt and relinquishes others' control over you. It's an inside job facilitated by mind-body training of all types, easily accessible to all. In essence, Empowering Work is the work of self-actualization.

The untold story of consciousness-raising work is a side benefit of doing it. The more time you spend doing this awakened work—the more energized, aware, and knowing you'll become. The byproduct will be finding or creating the job that you've always craved. New ideas about how you most want to spend your time and earn a living will emerge. Receiving this bounty, however, requires discipline and determination.

One thing that I'm sure of in a world of uncertainty is that the rewards of this work are miraculous and life-changing! As you read on, my life's examples are telling.

The tricky part of my Empowering Work journey has been to flip my script regarding success. Since I was a toddler, I've been conditioned to accept that making a living requires blood, sweat, and tears. I've been slave to the edict that the harder I work, the more success I will earn. Today, I view this tradition as dogma, referring to it as *The Great American Workplace Myth*. I know how hard it is to undo this form of upward-mobility thinking and acting. But once you experience the freedom that Empowered Work generates within you, you'll see that the messages our forefathers handed down to us are self-limiting.

My mentor and auspicious author Alan Cohen, says it best:

“While you may think you need to work harder to be successful, the exact opposite may be true. You may need to drop struggle to get happier. Think about it: when you’re considering buying a product or doing a project with someone, don’t you feel better about working with someone who is positive and fun? Joy is a magnet for good things that match it. It may be time to rethink the road to success. It may, after all, be paved with delight.”

—Alan Cohen, *A Daily Dose of Sanity*⁸

Sustainable success in today’s relationship/communication-driven economy requires the discovery of inner contentment. Your customers and coworkers may acknowledge your intensity, but they will ultimately hold on to how you make them feel.

The main reason quoted by our job applicant population for seeking change these days is not tangible. It’s not day-to-day responsibilities, title, or compensation. It’s a sense of not belonging, usually labeled, “corporate culture.” So while external alternatives will present themselves, many of us need to reset our inner compass before applying for another job. Until you’re aware of what brings you joy, how do you know what to look for?

Trust yourself.

Confusing marketplace conditions will continue to exist despite our best efforts and intentions. We’ve all been indoctrinated to worship at the altar of the Corporate Ladder. Regardless of whether you are climbing steadily or clinging to its last rung, you may be distracted from connecting to the essential power within you. Empowering Work habits will connect you to what I refer to as your Personal Power, and it is from this central point of focus that your life’s mission will become ever clearer.

My greatest hope is that you will give yourself permission to choose a different calling; one that will lead you to your own version of authentic success.

“WORK + JOY = SUCCESS”

—Robert Holden, *Authentic Success*⁹

Discovering Your Personal Power

By finding what I'll refer to throughout these pages as your Personal Power, you'll be awakened and energized. You'll learn to feel and receive glorious rewards for doing the things you love. From that place, your passions will surface and expand. You alone will create that experience.

To put it simply, Personal Power is the ability to let your inner knowing influence you, rather than other people's opinions and expectations.

Expecting to get rich from a job that you dislike is like expecting to win a fistfight against Mike Tyson. I should know; I bought into this fallacy for many years, sometimes with success, but always at a profound personal cost. We all pay a price for resisting what comes naturally to us. Now sober, I see how I tried to bury my pain with drugs and other related toxic tendencies. As I lead a more self-examined life, it's easy for me to accept and even embrace my imperfections. Is it time for you to start poking the angry or bored grizzly within you?

Being open to discovering and getting to know your Personal Power will free you from the constraints that society imposes upon all of us. If nothing else, be curious about the different dimensions of your life and how your beliefs impact your happiness or lack thereof.

“Don't be afraid to give up the good to go for the great.”

—John D. Rockefeller

How being Selfish is Good for your Health

Americans tend to define personality traits and terms in a very narrow band. For instance, what do you conjure up when you think of someone selfish? For me, it's the older, mean girl on the playground who wouldn't give me my ball back—I never saw it again! Back then, I would have viewed this behavior as a primary example of selfishness, but now I can see that she was just a big kid taking advantage of a little kid.

Let's define selfishness differently from now on. After all, selfishness in the workplace can lead to fulfillment within. The more you're in touch with your "calling" (those aspects of life you most want to define you) and the more focus you put on that vision (your desires, dreams, aspirations, and goals), the happier you will be. This focus requires a dedicated avoidance of the impact of others' observations and opinions.

Most of the conditioning that our parents, professors, mentors, older siblings, etc. have drummed into us about the "real world" is nonsense. That agenda of fitting in and accepting the status quo mires many people in resistance, and it's been proven that pressure and tension are the enemies of high performance.

For generations, we've allowed others to define success. My parents, for example, beat it into me over and over. They constantly referred to Ramsey Lewis's new house, Buddy Dollinger's new deck, and Robert Brown's father's new Cadillac as symbols of true success. I, in turn, passed these priorities on to my son.

My greatest hope is that the upward mobility myth stops here and now. The path to avoiding that tiring, boring way of life is to start with what you truly want. Anytime you feel pressured to live up to someone else's expectations, remember to stop, breathe, and relax. Think through your situation. Is this a choice that you want to make because it is aligned with your goals, life, and aspirations? Or is it rather more aligned with someone else's life, goals, and aspirations?

If you'd like to free yourself from the stress that others heap on you, start by being stealthish (healthy and selfish). I'm referring to the

good kind of selfish, the kind that contributes positively towards your personal health, goals, and heart-centered aspirations. As I become more stealthish, I stop assigning blame to external circumstances and other people. Complaining less has led to a much greater sense of self-trust, respect, and worthiness.

Your professional life is yours alone. After all, who knows better about what's right and wrong for you than you do? I suggest that it's time to stop seeking other peoples' approval and trying to live up to other peoples' expectations of you.

Your Personal Power lies in your thoughts, beliefs, and actions. If you let others' feelings and judgments sway you, your direction will get murky. Stay calibrated to your own vibrations for a change and see how that feels. Allow your self-generated ideas to create your own unique reality and those dreams to become your life.

As you build a new foundation for your definition of success, selfishness and sole-mindedness will accelerate your power and your pace! Envision the arrow on a compass pointing you in a specific direction. Staying committed to that path requires "selfishness." You'll gain more momentum the more self-realized your experience becomes.

If others' expectations feel like a burden you've been carrying around, get busy creating what you'd like to attract into your life. These newfound thoughts and ideas will be the foundation for wealth as you define it.

"I know of no more encouraging fact than the unquestionable ability of man to elevate his life by a conscious endeavor."

—Henry David Thoreau

The upward mobility myth starts and ends with your true desires. We all have a backbone; let's use it. We all have a spirit; get to know it! Get in touch with what makes you feel special. What rockets of desire do you want to launch? Start there, and then stop listening to and abiding by others' expectations. Adulthood can be challenging.

The best way to eliminate the burden of “growing up” is to stop focusing on others’ wishes for your life. Do the work within and pay attention to your heart’s signals. Start to obey those messages—not your parents or anyone else’s.

If you find it challenging to defer others wishes I suggest taking a break from your current routine. Detach yourself from your work and your home if possible. Let others know you need time for yourself and GO. Get away! Journal as you travel. Spend time alone so you can recalibrate. 48 hours of alone time can refresh, recharge, and reset your game-plan. Once you’re ready tell others of your new plans, restate them in your journal. Don’t waste any more time in stagnation.

Confiding in your inner guide will reorient you and bring about your ability to see and feel your priorities as paramount. As you extract excuses for not doing what’s in your heart, you will plant the seeds of your action plan. As Dr. Wayne Dyer says in his masterful book, *Excuses Be Gone*, “The belief in your non-energy becomes self-fulfilling.”¹⁰ I know that feeling is exhausting. The great news is that the reverse is also true! The more you accept yourself as whole, the better you feel. Your commitment to self-love will bring about a whole new understanding of selfishness.

Part II:

A Critique of Corporate America

The Unfulfilled Workforce Dilemma

Over the past 40 years, I've sat in between tens of thousands of American job seekers and hiring authorities as an executive recruiter. Since 1981, I've been working as a third-party headhunter for job placements in Colorado's Tech community.³ I've touched every functional aspect of the employment marketplace. I've been blessed to facilitate incredible prosperity and am grateful for every person who has contributed to my career path.

I've also been witness to increasing amounts of distrust and distress. I've seen interpersonal tensions become the foundation for malfunctioning organizations. At the source of this angst is a pervasive set of ritualistic expectations that we've been programmed to accept. We've come to assume that we should act a certain way once we enter the office of Corporate America. From there, forced and fear-based communications amongst colleagues have led to immobilized company cultures. This dissonance has touched a nerve within me.

We've also been educated, parented, mentored, and conditioned to believe that we will only be rewarded financially for sacrificing, pushing, and competing. This upside-down view of "making a living" has created a spiritually depleted and generally unfulfilled workforce. Your work does not have to be confined to these norms!

My inner voice is shouting out for a change to our misguided acceptance of the "hard worker." I'm hoping to set off an alarm that will wake you up from the American Dream and open you up to a life that you create through your unique talents and achievements. Through a conscious effort to dig deep for your burning desires, you'll play an enormous role in reversing the dysfunctional dogma by which we've all been smothered.

My greatest hope is that communication gaps between employees and employers will close and companies will experience greater unity through our collective, uplifting energies. The solution lies within each one of our hearts. By basing your career growth upon what most excites you rather than on society's backwards definition of prosperity, your working-life paradigm will shift dramatically.

Generational Divides

After spending 40 years saturated in the American employment marketplace, I share a pulse with it. As an executive recruiter, I'm acutely aware of what motivates candidates to seek alternative opportunities as well as all the challenges they face. The evidence I've received recently reveals a pervasive disconnect between jobseekers/employees and employers. I'd like to unravel the cause for this misalignment and address the friction and collective angst within our corporate culture.

No one seems to have an answer for why the millennial generation goes through job after job like another piece of avocado toast at weekend brunch. Rampant turnover, unemployment, and lackluster productivity are symptoms of a larger, unrecognized malady that I hear about almost daily.

I believe that the solution can be found through shifting the way we define, embrace, and experience work. Accepting a new paradigm of Empowering Work will lead to more respectful, collaborative, and efficient workforces.

A majority of the candidates that I screen are millennials. I am struck by their personal strengths every day. They have talent, ambition, education, and valuable experience, not to mention digital proficiency. But they also struggle to find alignment within the employment marketplace. You'd think that their innate skill set would lead to self-confidence as they interview for new positions. But the system we've asked them to enter is rigged.

I believe the millennial generation's discontent stems from our hierarchical approach to the workplace. We—the hirers and recruiters—have convinced them of power over their plight, and of numbers over their light. From my perspective, the millennials are the most potent and gifted generation. Giving in to the Baby Boomers/GenXers' rules and regulations is not empowering. But they have bills to pay and a personal agenda to get on with, so they find themselves in jobs that lack any real connection to their heart. It is my belief that if everyone brought genuine passion to their place of work, America's economic productivity would soar!

What Corporate America is Missing

Take the recent example of Andrew, a well-qualified Inside Sales professional my company recruited for a local software client. After a series of thorough and demanding interviews with multiple hiring authorities, Andrew was on the verge of being rejected. It's my job to determine if my client may be making a mistake by passing on an exceptional asset. During an earlier screening call, something about Andrew impressed me. *What could my client possibly be missing?*

When I asked the young man why he wanted to work for my client, all I heard was purpose-driven alignment and *truth*. It turns out that Andrew's deep-seeded intentions were the reasons he accepted an interview opportunity with this client to begin with. His father was a lifelong civil servant, and he had witnessed his Dad pouring long hours into his job year after year. My client's technology solved many of the challenges he and his Dad had discussed over the dinner table. Andrew was passionate about selling for this company. In my book, he had the skills and more importantly the heartfelt desire to be an overachiever for them.

Unfortunately, his story went unheard, and they never even considered his connection to their mission. A panel of decision-makers ruled him out based on what they thought was a subpar presentation. These days, employers like this client are making judgments on human capital based on a series of analytical factors, while overlooking intent, desire, and intangible qualities. After seeing success and failure up close and personal for four decades (and thousands of placement opportunities) I know that one's drive to succeed from a heart-centered place will always outweigh one's "credentials," time after time.

This is a perfect example of how we've become tone-deaf in America, depersonalizing the most crucial interpersonal communication act of employment—the interview! Many employers brush off my critique by stipulating that it's a numbers game and that they see too many candidates and their resumes to be precise or careful in their elimination process.

Andrew's candidacy uncovered a lack of empathy, listening skills, and focus in my client. Andrew was not merely motivated to work for this firm; he was deeply inspired to do so. Yet this heartfelt intent went unnoticed. Instead of being seen as a person, he was treated like a defective part on an assembly line.

Your Most Important “Full-Time” Job

This trend of uneasiness between employee and employer has been unfolding for years. For example, look at the average retention rates of key employees in the booming SaaS industry. On the sales organizational chart (where I've been focused) sales leadership has recently sunk to an average of a 1.5 year tenure.¹¹ We review hundreds of tech industry workers and their credentials each year, only to see less and less job stability. Many factors contribute to this theme, but I'm mainly focused on the interpersonal dynamic at its foundation.

It's time to create your own way of making a difference and making a dollar. Alternative ways of defining success for ourselves are within reach. Deep down, you know you have unique gifts and contributions to offer society. The question is: how eager are you to share them?

I've come to learn that when I'm in a place of resistance, I feel trapped. I believe tens of millions of employees feel the same way as they go to work each day. I also know how wonderfully balanced and abundant I feel when I'm in a place of receptivity. That shift from resistance to reception, from fear to faith, is the key to a career path of wealth as you define it.

Getting in touch with your Personal Power will lead to a more enriching day-to-day life. I've found it personally by ceasing to try and please everyone. From that more centered place, my dreams and gratitude for my core strengths and passions have come into focus.

Within each of us, a vision of the life we truly want thrives and is clamoring to be heard. However, we've been conditioned not to

exercise those muscles from 9:00 a.m. to 5:00 p.m. Now's the time to dig into where your mission resides and to visualize how YOU, Inc. can be aligned with earning money! The journey for that clarity is your life's most important and satisfying work and should be your only "full-time" job.

Part III:

Getting In Touch with the Unknown

Otherworldly Brotherly Love

I grew up in Livingston, New Jersey, which is a small suburban community less than 20 miles from the west side of Manhattan. I was raised Jewish, but when I think about my life's spiritual background, there is no question that my older brother Peter had and continues to have the biggest influence on me.

Peter was a child of the 60s—an original hippie who was turned away on the highway trying to attend Woodstock. I remember he owned the book *Be Here Now*, by Ram Dass.¹² At the time, his concepts about spirituality, yoga, and meditation were groundbreaking and revolutionary. That book was one of the first guides for those not born Hindu to becoming yogis, and my brother was one of the pioneers of that movement.

“This love is actually part of you; it is always flowing through you. It's like the subatomic texture of the universe, the dark matter that connects everything. When you tune in to that flow, you will feel it in your own heart—not your physical heart or your emotional heart, but your spiritual heart, the place you point to in your chest when you say, *I am*.”

—Ram Dass, *Be Here Now*¹²

When Peter was an attending freshman at George Washington University in Washington D.C., I took the train down to visit him. When I arrived, we smoked a bunch of pot and then headed to the RFK Cultural Center to watch Cat Stevens play acoustic guitar for two hours. I am forever grateful to have been awakened at an early age to the glory of music and the power of transcendental meditation. The way my brother influenced me as a role model has had an everlasting spiritual impact on my life. In many ways, Peter helped to develop my heart and soul. He was my older, bigger brother, on whom I relied on for support when things went wrong.

Fast forward to November of 2001. I had gone to my gym to work out on a leisurely Saturday morning. As I left my car to enter the facility, I felt impressed to stop and look up at the sky. As sure as I

have ever been of anything, I know I felt an unknown force draw my attention to the heavens for a brief moment.

I didn't think much of the distraction until I returned home about two hours later, after exercising and stopping for lunch. I entered my home to find the phone ringing. I grabbed it as I put down my belongings and heard my Mom crying hysterically, telling me that my one and only brother had passed away about two hours earlier.

My brother was (is) a larger than life, warm, cuddly character. His positive energy flowed tangibly every time he walked into a room or picked up his guitar and sang. His spirit lives on through his two sons, Ethan and Zach. One of the things that I love most about my life is being able to share with his sons who their father truly was and what he cared about most.

His spirit also lives on through me, each time I'm able to come back to this place of heart-centered awareness. As I look back on his passing, I recognize that it provided me with an incredibly powerful window into immortality. I miss him dearly on one level, but on a deeper level, I know that he's always with me. On the day of his passing, his energy shot through the sky above me to say, *Look up, I am here for you. Stay open to life's unimaginable possibilities. See you on the other side.*

Unspeakable Beauty and Universal Energy

Throughout my adult life, I've been influenced by and have been granted glimpses of the Infinite (or whatever you choose to call this higher power) in different ways. This internal shift has taken years, bolstered by many lightning strike events like the one I just described. Amazingly, two of the events have involved the death of immediate family members. These occurrences accelerated all levels of my awareness. For me, they are my "divine touching" moments. The more I look at life in this way, the more these events mean to me and continue to come to me. I've come to believe that what we all fear so much—death—has provided me with experiential windows to see

and feel infinite beauty and power. I encourage everyone to be open to the spiritual wholeness available in life's most pivotal moments.

My favorite Kundalini yoga teacher, Guru Jagat, says to repeat this mantra daily:

“I know the Unknown is known to me.”

—Guru Jagat⁵

This mantra brings unfathomable beauty to my life. My faith in life began to soar when I experienced my brother making his love known to me before he passed away. Now I can truly say that the Unknown is known to me.

Even with my brother's profound influence from an early age, my drive to build a successful business in Corporate America caused me to lose touch with this spiritual connectedness at different times in my life. Recently, I got to a point where I was more concerned about my business commitments than I was about meditation and yoga. I would go to yoga class and leave before it was over because I convinced myself that a different errand, task, or commitment was more important. What nonsense!

It wasn't my brother's energy alone that created life-affirming experiences for me. Thanks to various heavenly incidents in my life, I have remained open to receiving these divine messages simply by being present. The spiritual practices in my daily routine now keep me aware that I'm aware. What these awakenings have taught me is to open my mind and heart, and then to stop looking at my life as a finite being confined by limitations. For me, merely being aware of this Universal Energy fills me with enormous gratitude. The key for me is to keep in touch with that gratitude so that I can cultivate and live from that joyful center, and to accept that all of the other “stuff” in life is conditional and temporary.

In other words, the magnitude of this power and Universal Energy belittles everything else. This doesn't mean I stop working, eating, or taking care of my body every day. It simply allows me to know that all is well, regardless of the present circumstances. It reminds me that

a superior force is watching out for all of us. In his wonderful book, *The Wisdom Codes*, author Gregg Braden captures this way of relating to one's life beautifully.¹³ During a recent interview about his book on the Hay House "You Can Heal Your Life" podcast, he said, "As we get in touch with our human predicament, we may feel as if we're constantly falling through the sky. But once we surrender to that experience and know there is no ground to be worried about hitting or landing on, the pressure to live a certain way or worry about every decision's outcome is gone."¹³

Years ago, I heard Wayne Dyer say something that changed my life. He said, "When you change the way you look at things, the things you look at change."¹⁰ Now I know that truth! I've changed from being impetuous, to simply being aware of my impetuous side. As a result, I've moved from being impetuous and impatient to being more patient, relaxed, and fulfilled. In other words, I've shifted myself from hyper to happy. I've become less anxious and much calmer. This transformation has happened because I connected with my spirituality and found what I love to call my *Personal Power*.

Now, I look for self-affirming people and messages everywhere, every day. I'm no longer surprised at how well my life works when I simply choose to stay connected to the Unknown and support it with positive energy in return.

Where Religion Meets Spirit

Have you ever had a glimpse of the Infinite? In Church? At a concert? Hiking the Grand Canyon? Touching your granddaughter's cheek? Seeing the sparkle in your partner's eyes? Sailing across the bay? Hugging your child? Giving birth? Watching your wife give birth? Wouldn't life be more fun, fulfilling, and awesome if you could feel that way more often?

We all have the ability to get in touch with the divine. Wayne Dyer, author of *I Can See Clearly Now*, has had an enormous impact on my own personal transformation. He states, "I believe we are spiritual

beings currently living a human existence, NOT merely human beings attempting to be spiritual.”¹⁰

When I reflect upon my most cherished, moving, and truly wonder-filled experiences, I’m sure there is a higher power. The day my brother passed away in 2001 was my first clear sign that I’d been touched by God, or whatever you want to call this great Divine Power. Once I awoke to this way of seeing, feeling, and being in this world, I have felt the power of the Unknown blessing me over and over again.

One can cultivate the practice of connecting to one’s “source” in many ways. Daily meditation quiets most people’s minds enough to start. Please keep in mind that it’s all about practice, not perfection. Meditation is no different than dribbling a basketball. The more you do it, the better you get. At the back of this book, I’ve provided a resource guide and index where you can access an exceptional list of resources. But unless you’re open to changing the way you look at your life and your priorities, you may be drawn back into the same habits, pace, and frustrations.

Ask yourself if the decisions that you’re making are drawing you closer to true happiness and peace, merely keeping you comfortable, or even dragging you down. Keep in mind that comfort and complacency are best friends.

My “spiritual” side enlivens, refreshes, supports, and keeps me focused all at once. Regardless of who or what you believe makes up the Greater Power, I urge you to be more curious about it. It’s through this inner portal that you’ll find your truth, clarity, and a wellspring of energy. Follow these shooting missiles to find new ways of spending your time. In this way, you can turn your dreams into actions that will change your life.

Part IV:

What You Pay Attention to Creates Your Intention to Do

Stepping to the Right

During another recent Hay House “You Can Heal Your Life” podcast, Dr. Jill Taylor talked about brain physiology.²⁶ During a challenging time in her life, she endured a massive stroke and completely lost her control and ability of the left side of her brain.

It took Dr. Taylor four years to redevelop the left side of her brain and be able to do simple cognitive tasks like adding one plus one. However, she was never fearful, anxious, or worried because all of that analytical thinking and deciphering occurs on the left side of our brains. All of her loved ones were terrified—yet she continued to live solely in the creative, feeling-focused right side of her brain, taking in all of the love and wonder surrounding her.

After making a full recovery, Dr. Taylor delivered a monumental Ted Talk, revealing the beauty and power of our brain hemispheres.¹⁴ In a recent podcast interview, she urged listeners to “step to the right.” In other words, her advice to deal effectively with the coronavirus pandemic is to choose to move your thoughts out of the left side of your brain and transfer your brainwave activity to the right.

Only in the left half of our brains do we postulate and worry about the future and dwell in the past. That is also the hemisphere that calls up painful regret, shame, and guilt. Dr. Taylor suggests two simple ways to help ourselves step to the right:

- 1) Take in less data (i.e. news, social media).
- 2) Move your body more! Whether it is dance, yoga, walking, or all of the above, moving your body will help to activate your right brain senses.

The point is that we all have the power to choose how we want to respond and react to any condition that comes our way!

Dr. Taylor’s advice is in perfect harmony with my theory about our employment marketplace. Because we’ve been trained to overanalyze and keep our real feelings to ourselves, our right brain or “feeling side” becomes inactive while in the workplace. The result is a lack of

true interpersonal chemistry, connection, and healthy relationship development with our coworkers.

Dr. Taylor and I come from completely different life experiences, yet we've arrived at the same powerful conclusions about how to find that place within us many experts refer to as our innate wellbeing. The answers we're all looking for can be found within.

By stepping to the right more often, Dr. Taylor says, "We are not just thinking beings with feelings; but actually we're all feeling beings with thoughts."¹⁴ When I'm able to control my thoughts and accept my place within the vast context of life, I am set free.

My personal growth may not seem (or even be) logical. In fact, I look at my life as a perfect paradox. Trying to identify any pattern of step-by-step personal growth is folly. Yet the pieces of my life's puzzle continue to fall into meaningful place at an accelerated pace. I attribute these wonder-filled changes to my recognition of and connectedness with God, Source Energy, or whatever you choose to call "It."

"Fear knocked on my door... faith answered, and nobody was there."

—Anonymous¹⁵

This newfound enlightenment has relieved me of my need to fill my life with busy-ness. I still experience life's ups and downs, as life is not about finding perfection. But my calmer mind is a more aware mind, one that finds enormous joy while meditating, exercising in nature, and basking in the presence of loved ones.

I have always relied on rationale, reasoning, and tangible evidence to make decisions throughout my life. I'm a left-brain dominated thinker. I may always be, to some degree, but what I will say is that this story about me is becoming increasingly more heart-centered. It's amazing how much I've grown since turning off my tendency to analyze everything from my left brain.

The Spectrum of Feelings

To what kinds of thoughts and feelings do you pay the most attention? The list of choices below may help you identify where your attention is resting. The great news is that you have the control and freedom to change your thoughts and therefore how you feel.

Take a look at this guide:

<u>NEGATIVE</u>	or	<u>POSITIVE</u>
Fear		Love
Scarcity		Abundance
Competition		Cooperation
Me		We
Resistant		Receptive
Destructive Thoughts		Constructive Thoughts
Contraction		Expansion
Weakness		Strength
Stress		Calm
Dissonance		Congruence
Trapped		Free
Tense		Relaxed
Scattered		Centered
Uncertain		Purposeful
Revenge		Forgiveness

Pushing	Surrendering
Reaching/Pursuing	Allowing
Forcing	Creating
Defamations	Affirmations
Nervous	Peaceful
Judgmental/Critical	Open-Minded/Accepting
Ego-Driven	Inspired
Cynical	Full of Wonder
Depressed	Expressed
Stuck	Awakened
Angry	Harmonious
Denial	Trust
Over-analytical	Heartfelt
Pessimistic	Optimistic
Doubtful	Hopeful

To enable you to access and stay in the positive side, try this exercise:

Start by finding a relaxing posture in a quiet and comfortable space. Then ask yourself in a cynical way with a skeptical tone, *What do I have to be grateful for?* We can all find issues in our lives or in the news that fill us with fear. Start there. If you feel a negative thought or feeling arise, don't resist it. What you resist, persists.

After about 20 or 30 seconds, take a few deep breaths and try to focus only on your breathing. Then begin to dwell on all of the things in your life for which you are truly grateful. Begin with the smallest, seemingly unimportant events or conveniences like, *I'm really thankful for flushing toilets*. Then build up to the more important aspects of your life. In my case, I conjure up the gifts that I've received and will continue to enjoy as part of my career. I practice this mantra by placing my hands in front of my heart and simply repeating the words *thank you* continuously. I do this exercise until I can visualize my granddaughter hugging me. I'm thankful beyond words for her. I stay there. I marinate in that loving, peaceful feeling.

“Lean toward joy and you will be led.”

—Gabrielle Bernstein, *The Universe Has Your Back*⁷

Then take a look at this list and choose to focus on what word or words make you feel best. Continue to be thankful for the freedom of choice you have in your life. I repeat this exercise often, as it has really helped me choose to support my life with positivity and gratitude rather than fear and negativity.

If you take only one message away from this section, let it be this: your life and how you feel about your life is a choice. To help illustrate this point, gaze upon the list above and decide which side of the table you are choosing to dwell on and live in. You have the choice.

What Work are You Choosing to Do?

By now we know that it's possible for each of us to get up and wake up. What habits are you continually practicing, with or without your attention? Are your habits serving the goals you'd like to achieve? Are you setting yourself up to receive positive thoughts and perform behaviors that reinforce what's most important to you?

In his brilliant book, *Atomic Habits*, James Clear talks about identity-based habits when he says, “The goal is not to finish a marathon; the

goal is to become a runner.”¹⁶ I find this approach to be a much more realistic—and frankly more relaxing—way of approaching habit-formation.

If you’d like to become a runner, practice running. If you’d like to live a life that is aligned with your dreams, create the habits that will get you in touch with your goals as part of your daily routine, whether it be visualizing, meditating, doing yoga, exercising in nature, upgrading your sleep and eating patterns, etc. It won’t be long before you will find satisfaction in these routines.

Discipline-based habits lead to a more enlivened and enriched inner being. From that center, you’ll be set up to receive Shakti (cosmic) energy and clarity. From this clarity, you will start becoming more aware of many “aha” moments and breakthroughs. These breakthroughs are what the Buddhists refer to as “right actions” that will lead you toward your higher self, whoever you’d like that to be.

Once your daily routine consists of more habits or practices that make you feel better, you’ll find yourself becoming increasingly aware of your thoughts. Personally, I realized that I was beating myself up as I became more aware of the negative, ugly, and depressing thoughts that were cluttering my mind.

Then I realized that I don’t need to dwell on these kinds of resistant thoughts. Why not update and upgrade your thinking and feeling patterns too? Put your attention on the thoughts that feel better to you.

If you find yourself in a place of resistance, the key is to get yourself more in touch with a flow of thoughts that invigorates you. I highly recommend that you listen to Abraham Hicks’s *How to Avoid the Coronavirus* on YouTube, where she discusses the momentum that can come when we focus our attention on positive thoughts and emotions.¹⁷

Three Uncomfortable Questions to Reveal Your True Calling

In Rha Goddess's book *The Calling*, Goddess beckons each one of us to ask ourselves, "What is it that I have to force myself NOT to do every day?" In other words, what is it you most want to do every day but may be holding yourself back from doing and enjoying?¹⁸

Here are the keys and clues to finding out where your Personal Power lies. Begin asking yourself these three questions each day:

- 1) What's one thing you recall your friends, parents, or teachers, etc. telling you as a kid that made you feel rejected or like you didn't fit in? What stuck in your mind as you tossed and turned at night? Why or how were you misunderstood? Start there.
- 2) What do you wish you had done, but never tried?
- 3) When is the last time you were embarrassed? The more embarrassment, the better. Stretch yourself. Put yourself in uncomfortable situations and explore what you can learn from these experiences.

If the answers bother you, then that means you're getting in touch with the difference between how you're living today—perhaps based on the way outsiders have shaped you—and the "who" you wish to be. Perhaps this wishful you is who you were actually intended to be.

Allow the pressure to "perform" subside. Try to distance yourself from what others think of you. Get in touch with your inner voice by letting in ideas and thoughts about what you want in your life. As they arise, journal about them, or just dream about them. Daydreaming is highly recommended!

Do not expect these visions to be clear or even practical! If they feel right to you, then you're on the right path—the only self-fulfilling path. We've been conditioned to function as coin operated businesspeople who all act and look alike.

Accept the reality that your course is yours to chart and that it needs no external approval or well-established design.

A Call to Action

If you're seeking inner growth, consider making an action plan based upon these four powerful words of wisdom. According to Yogi Baha'jan, evolving oneself requires four steps of introspection and work.¹⁹ During the COVID-19 pandemic, this is the transformation that I am living:

- 1) POKE yourself, then
- 2) PROVOKE yourself to look at life differently.
- 3) CONFRONT yourself to adopt new behaviors, which will allow you to become
- 4) ELEVATED.

As I've spent more time alone over the past few months, especially while on my yoga mat, I've grown in many positive ways. I've adopted this quote by Allen H. Cohen: "All problems eventually give rise to blessings." I find his podcast, *Daily Dose of Sanity*, to be incredibly uplifting and clarifying.⁸ Give it a listen if possible!

Part V:

Creative Exercises that will Shift and Inspire You

Doing More with Less

Each day, we all have two choices: 1) doing one thing less than what we think we need to do, or 2) doing one thing more than what we think we need to do. Looking back, I believe I've spent too many years convinced that the latter was the more productive—and therefore the better—way for me to live. Which is better for you? How healthy is your relationship with time?

Are you good at discerning which of the items on your to-do list really need to be accomplished, versus the ones you think you'd like to do? Which do you do first and why? Do you feel pressure from someone else's demands for your time regarding your priority list? How do these choices impact your stress level?

I've come to accept that ease, not stress, is my natural state of being. It's very clear to me that when I choose to do one thing LESS than I think I need to do, I'm less stressed. Now, I am able to let go of the list. Most importantly, the more I'm at ease, the healthier I am. We all know that all kinds of data support the links between stress, disease, and sickness. According to Dr. Herbert Benson, forcing ourselves to work long hours in high-stress environments causes a dramatic spike in stress hormones such as epinephrine, norepinephrine, and cortisol. These hormones in turn affect both our minds and our bodies in a negative way, which actually ends up decreasing our productivity.²⁰

When I'm less stressed, I sleep better, wake up stronger, and actually get MORE done with LESS time. Choosing this kinder, more self-nurturing way of operating is simply an improved way of life for me.

My relationship with time is also impacted greatly by the quality, not just the quantity of how I spend the minutes and hours of each day. The two things are always interconnected. If the options come down to stress-reducing versus stress-inducing, the choice is clear for me, and as I choose self-care, I'm amazed at how much better I feel and how much MORE I accomplish.

In other words, I find that when I'm trying to get MORE done each day, I'm compulsive about checking each task off the list, and when “checking off” becomes the priority, it turns into an obsession and

dilutes my focus. However, when I allow and trust myself to know that each task is merely another item or issue over which I have limited control, I approach the “work” of my life more thoughtfully. As a result, I am consciously more grateful.

If “self-care is the new healthcare,” your relationship with time is fundamental to your overall wellbeing. This is a perfect time to consider an alternative way of going about your day by resetting your connection with what matters most to you.

Adopting a healthier relationship with time has been a lifelong challenge for me, and I suspect it always will be. I see the results of letting go of my preconceived notion of each day’s “to-do” list as a gift from my intuitive powers, which we all possess. I encourage you to tap into yours. Paradoxically, I’m learning as I teach, and I’m hoping that you benefit from my experience.

I’ve taken great pride in being a consummate planner throughout my recruiting career, relying on daily lists to get ahead. This discipline has resulted in production measured by search and placement metrics. By many standards, my numbers are impressive.

Now that I see time through a different lens, I wonder how efficient all those lists were. All I’m suggesting is for you to consider trying to inherit a different perspective about how you spend your time. We have so much more potential to create and enjoy time when we’re not boxed into someone else’s priorities.

If you find yourself in a place of resistance, here’s an experiment for you to try that was developed by Kate Northrup, best-selling author of the book *Do Less*.²¹ The premise behind this exercise is that we should figure out what *not* to do, versus creating a list of what we need to do.

Here are the steps:

- 1) Hold a blank piece of paper lengthwise and draw a line down the middle.
- 2) Choose an area of your life that you'd like improve. For example, maybe you want to lose weight and get your body into better shape.
- 3) On the left-hand side of the paper, write down a list of tasks or activities that you're already doing or want to do in that area of your life. If your goal is to get back into shape, you might list taking the stairs instead of the elevator, signing up for a fitness class, going to the gym and lifting weights on a regular basis, finding new recipes that are both healthy and delicious, and so on.
- 4) On the right-hand side, make a list of any accomplishments or wins you've already had in this area of your life. Often, this is one of the most difficult steps for people, since we are not culturally conditioned to celebrate ourselves. To help you move out a place of resistance during this step, try to think of any result, even if it's far in the past, and write whatever comes to you. If getting into better shape is a goal of yours, think back to a time where you felt the most confident about your body. For example, when your volleyball team won the state championship or when you tried out for your school dance team and made it. Maybe after trying a new diet a few years ago, you successfully lost 20 pounds.
- 5) Next, draw a line connecting each of your biggest wins on the right with the activity or task that was most responsible for that result. For example, perhaps you attribute your ability to lose weight with a healthy diet, or making the team was a result of practicing at the gym on a regular basis.

- 6) Now, circle all of the activities and tasks on the left side of your paper that have been responsible for any of your big wins and evaluate what remains. Whatever isn't circled is something that you either need to stop doing altogether, minimize, or do differently. For example, if you attend a lot of fitness classes that aren't contributing to your weight loss goal, maybe you need to spend more time focusing on a healthy diet.

Sometimes we end up putting a lot of pressure on ourselves to fill up our time with activity after activity in pursuit of our goals. With a simple shift, we can do less, and still reach those goals. When we stop and evaluate our to-do lists and how they relate to our goals and our biggest wins, we can take stock of the activities that no longer serve us.

A Counterintuitive To-Do Exercise

If you're still in a place of reluctance or confusion, here's another exercise that I invite you to try. Start by writing out your daily plan the way you always do.

Now, tear it up. Literally crumple and recycle it. Then lie down and relax. Take a few deep breaths. Open your eyes as soon as—but not before—you receive a thought that inspires you to act.

Maybe your inner voice says, *I'd love to go swimming*. Maybe it says, *I'd really enjoy a ham sandwich with lettuce and mayo*. Maybe you fall asleep. Try it. Do it on a day when your to-do list does not have an urgent or critical action item early in the day. Give yourself an hour of YOU time. See how it feels.

Can you make this shift for one hour, or does your mind prevent you from giving yourself even that short amount of time? Either way, it's OK. You're learning to do the work that will set you free.

The Importance of Daydreaming

Do you daydream? What do you dream about? Where do you love to escape to in your mind? I suggest paying more attention to all of the above.

For three to five minutes each day, try throwing all the pros and cons of your goals out the window. Stop judging yourself and spend a few minutes visualizing the dreams you have for your life. Allow yourself to feel vital, big, and bold, by envisioning a world created through your most grandiose choices. You'll be on your way to discovering and awakening your innermost desires by doing so.

Mike Dooley's book, *Playing the Matrix*, reveals the power of this practice exquisitely.²² He asserts that this routine can serve as a tool for your self-actualization as it becomes one of your healthy habits. I had the blessing of hearing Dooley present this topic in depth during a class that I attended in 2017 at the Kripalu Center for Yoga & Health. Those three days literally changed my life. Countless miracles have unfolded for me since, including being greeted by a hummingbird on my front porch when I arrived home to Denver. Dooley's Three Keys to mastering a daily visualization practice are:

- 1) Ask yourself what you most value. In what areas of your life do you most want an upgrade, or as Dooley calls it, a transformation? Keep these answers generic; no details are necessary. Also, don't look to answer how this transformation will happen. For example: *I want to create the world's finest bakeshop!* Or, *I want a man (or a woman) in my life who will rock my world at every moment!*
- 2) Spend some time throughout your day writing about or talking about your dream—or choice—in the most affirming language imaginable. For example: *I keep seeing this beautiful bakeshop taking shape. I possess the perfect skill set for this business.* Or, *The person of my dreams is moving into the house next door.*
- 3) Show up for these visions that you have every day. Start by taking daily baby steps that will bring your dreams to life. Use these ideas to generate a call to a friend who could become

your bakeshop partner or a broker who is leasing a spot you've had your eye on. Keep reaching out to the most supportive people in your life to express your zeal for what's happening inside you. Even if they don't listen or seem to care, this act alone will help to bring your wished-for future to life. You alone will create the future you desire.

Mike Dooley's prescription for daydreaming is where alignment to your vision starts, and where that hectic hamster wheel slows to a screeching halt. New thoughts will arise and goals will begin to take shape based on your intentions. As you put more "work" into these dreams, events will fall into place and more meaning will follow.²²

Life is too short and has too much juicy abundance to sink your teeth into to stay in a job that consumes your time, health, and wellbeing. You don't have to continue to endure misalignment.

If you keep pushing, grinding, and tolerating this unhealthy lifestyle, you'll keep getting more of what you've got. Resisting change and living by others' contrived values is counterproductive. By getting in touch with what matters most to you, life's possibilities will unfold before you. Turning your aspirations into inspiration awakens the essential spirit within you.

How to Make Your own Vision Board

One powerful way to maximize the power of visualization in your life is to create a vision board. Author and entrepreneur Jack Canfield once used a visualization board to manifest more success and abundance into his life. It worked for him in numerous positive ways, and he has since been sharing his methods with the world, including during his appearance in the film, *The Secret*.²³

According to Canfield, a vision board is a very simple tool to help you visualize your life's goals and dreams.

Here's what you'll need to get started:

- A poster board or something similar with a big, white space
- A separate piece of paper or notebook for taking notes
- A stack of magazines
- Markers or pens
- Scissors
- Tape, glue, or stapler

Now, start thinking about the goals and passions that are dearest to your heart. Think about what you would want most if you could wave a magic wand and make it happen. Then start making a list, adding anything that comes to mind as you think about your wildest dreams.

Next, go through the stack of magazines that you've collected and start cutting out the pictures that represent your list of goals. If a picture or word makes you feel good, go for it! There is no right or wrong way to do this. As you're cutting things out, start to place them on your poster board and create your own collage. Once you've secured your images to the board, you can begin labeling your pictures with your goals and add inspiring quotes and messages. Canfield recommends adding words of affirmation such as, *joyful, strong, abundant, healthy, or loving*.

Finally, take a few moments each day to gaze at your vision board and contemplate what it will feel like to have achieved your goals. Try hanging up your vision board in a place where you spend lots of time, such as your office or bedroom. Doing so will help you to remember to visualize more often until it becomes habitual.

These visualization exercises give you a picture of what you're not doing yet, but wish you were. Get to know that vision more intimately, and someday you will experience it.

Part VI:

Exercises to Cultivate Self-Love and Peace of Mind

Meditation for Beginners

Following are the four steps that I'm typically drawn to when it comes to meditating:

- 1) Relax, take a few deep breaths, and generally try to feel better. Reach for a thought, memory, or dream that is dipped in positivity, with faith in what is about to happen next.
- 2) Allow that thought to marinate within until you feel uplifted and served. Stay there for as long as possible. Stop and give yourself positive feedback for what you just accomplished. Feel good about feeling good.
- 3) Draw upon these thoughts and feelings until they become actionable. In other words, to what do these positive ideas lead you? Don't worry about how realistic they may seem. Don't overanalyze any of your inspirations or aspirations. Simply start to create the plans or intentions that reinforce these thoughts. Write a few down.
- 4) Keep your attention on these ideas or plans. Select the one that elevates you most or that you would most like to become a part of your life, and picture it in your mind until you can start to see more detail. Feel the joy coming from the experience of creating your own intentional game plan for your life. Incorporate these ideas, thoughts, and actions into your life. Right there, you're on your way to a better daily experience. Congratulate yourself on journeying inward! Know that you are closer to your destination: feeling good about your life! Savor this moment until you practice again.

The Practice of Mantra Prayers and Breath Work

Yogi Bahjan, the Guru credited with introducing Kundalini Yoga to the Western world, has endowed my yoga teachers with infinite wisdom. One of my favorite affirmations from Yogi Bajan reveals four words to repeat to oneself during the practice of Kundalini Kriyas (similar to asanas), while meditating or practicing pranayama breath work.¹⁹ Here are my interpretations:

- 1) **OBEY** the signs that you're receiving from the Universe, even if you're not sure at first from where they are coming or to what they may lead. You know that gut feeling sensation? That's the one you should trust.
- 2) **SERVE** everyone in your midst. Don't attempt to control or change others. Express gratitude about your life's blessings to others and love others for who they are. Allow life to unfold through service to others.
- 3) **LOVE** yourself first. Despite what others think of your ideas, opinions, and actions, be true to *you*. Remember that you are a perfect piece of a grand puzzle constructed by an infinite source of positive and universal energy!
- 4) **EXCEL** using the disciplined practice of steps 1, 2, and 3, bringing harmony into your life. Excellence will start to become your natural state of being.

Self-Love through Mirror Work

The acclaimed author and speaker, Louise Hay, teaches the art of self-love through mirror work. The more you say these words while you look at yourself in the mirror, the better you will feel about yourself.²⁴

Repeat these phrases four times while in front of a mirror. Personally, I try to do this every night before bed.

I love you.

I want you.

You are special to me.

You have nothing to be afraid of and you are safe.

Mindfulness Affirmations to Read and Repeat

If I see myself as a beggar, I'll dampen my power and feel like I must choose God.

If I see myself as God's servant, I'll feel guilt and shame in comparison to God.

If I see myself as a child of God, I'll be searching endlessly for God's instructions and directions.

When I come to a place of acceptance and love for my being as already whole, I become God.

My Daily Reminder To Myself

As we approach the end of 2020, we're all looking for inspiration and answers. A master yogi said this year that we're being taught to accept our lack of control over many of life's circumstances. I believe we need to surrender to that reality and learn how to ask for God's graces each and every day.

For me to maintain balance it's necessary to overcome negativity and counter fear.

One of the mantras that I've adopted during these challenging times is to repeat this mantra over and over until I am relaxed, grateful, and okay with whatever happens next...

"All is well. Everything is working out for my highest good.
Out of this situation only good will come. I am safe."

—Louise Hay, *All Is Well*²⁴

I repeat this frequently, and it has yielded relief in the short run and miracles within the longer journey.

Part VII:

Making Peace with COVID-19

The Great Reset

Since the beginning of the year, our workplaces have shifted dramatically. Economic, environmental, and health concerns are changing the ways we do business; however, these trends are the tip of a much greater iceberg. In order to thrive in a tense and overcrowded society, each one of us is called upon to find peace of mind. I believe that Empowering Work is the solution to both staying above the noise and to getting ahead.

I knew I needed to make changes when I found myself defining my self-worth by how many placements my company was making. I realized that the natural career ups and downs of my sales figures were ultimately determining my overall sense of happiness. This awareness, along with the “shelter in place” orders during the COVID-19 pandemic, led me to reset and spend more time meditating, doing yoga, and journaling. From there, I began to look at the world differently.

After receiving email after email with requests to cancel our search assignments, a new segment of my life unfolded. I wasn’t overly freaked out about my income or the long-term health of my business. Instead, I felt a tremendous burden being lifted. No one, including me, could expect employment placements to be consummated. This may sound odd, but that compulsion to close ever more deals has driven me to a fault for four decades.

Suddenly, I had fewer expectations when it came to making placements and obtaining new business. Plus, being forced to stay home helped me to refocus my morning routine. Although I’ve been doing yoga regularly for the past four years, my perspective on the practice and its depth has blossomed. Instead of trying to squeeze in one class each day, I now yearn to be on my mat as much as possible. I have no excuses left to prevent me from expanding my spiritual practices.

As I reduced my stress levels, I found more meaningful ways to define myself. This shift now drives me to serve everyone whom my voice touches. Money will come and go; what remains unshakeable is

my belief in myself and my purpose, which is based upon a more courageous and connected relationship to my life's work.

The new habits with which I now begin each day have unfolded more naturally, without the anxiety of scheduled calls and meetings to obstruct the internal view of what energizes me. This approach has led me to undergo several other healthy lifestyle changes that the COVID-19 era has actually helped to facilitate. I drive less now, walk more, and cook fresh fish and veggies for myself on a daily basis... and that's just the tip of the iceberg.

If you find yourself in a job that earns a nice living, but you have felt obligated to keep it for any reason, then you are stuck. I know that on the surface it's impractical to think of your job as an unnecessary burden. But did you ever believe you would be mandated to stay home for months because of a worldwide pandemic? Mother Nature has turned our world upside down and has asked us to reflect. Now is a great time to change your focus from overanalyzing your day job to a heart-centered inward view, allowing you to find harmony throughout your life.

Bad News, Bad News, and Even More Bad News

COVID-19 is a once in forever, wildly infectious virus. But our society-wide acceptance of it as a death sentence is reflecting and magnifying our collective weakness. Oppressive and pervasive media messages make us more prone to the disease's impact. Fear produces stress, which in turn causes our cortisol levels to rise, weakening our immune systems. It's no wonder the coronavirus has ravaged millions!

Government mandates seem like punishment enough. I for one am tired of hearing authorities pile on with messages like, "We need to be worried," and "We should be scared!" Just this week, I glimpsed the stock market scroll on CNBC announce, "DHL confirms limitations and concerns about COVID-19 vaccine distribution."²⁵

Major news outlets are finding ways to turn even the most positive developments into attention-grabbing, nightmarish headlines. But whose attention are they grabbing? Do you truly benefit from staying informed, or is your soul paying a price? If you choose to take control of what you are placing your attention upon, you can maintain have the peace of mind you desire.

I used to make the mistake of dwelling upon the motivations of the masterminds and money behind CNN, Fox News etc. But now, I'm reminded of my own workaholic, greedy tendencies. Regardless of the intent of those who control the TV network airwaves, I'm grateful to have found my own voice and capacity to express my truth. Platforms and outlets promoting mental and emotional health are ubiquitous, and I encourage each reader to seek them out.

The world class author and lecturer, Robert Holden, said it best: "My sociology professor introduced me to three books revealing the truth regarding America's media messaging. They were titled *Bad News*, *More Bad News*, and *Even More Bad News*." For me, that pretty much sums it up. If you're looking for more inspiration, check out Holden's book, *Authentic Success*.⁹ I will always expect the media to barrage me with attention-grabbing stories and brain-numbing data, which is precisely why I will always choose to control my story while simultaneously refusing to listen to or buy into anyone else's.

As the thoughts and words of your inner voice are formed into patterns of belief, your actions and behaviors will follow. Are you choosing your story? Or does your story have control over you instead? Regardless of what you're telling yourself, your inner knowing is listening. As Deepak Chopra puts it, "There is no getting around it; turning bad things into good things is up to you."

When I'm stuck in a place of doubt, fear, or negative expectations, the bad news will always pervade my being. When we choose to have faith in our stories, it will lead us to a wealth of receptivity and grand possibilities. Some call this choice the path of least resistance, and it is here in this place, where the bad news comes and goes. We all have control over that place of being-ness. Yes, staying there can be hard at times when the bad news comes in bursts; however, life is even

more amazing and powerful when we can accept all of our issues with grace.

Learning to Live with COVID-19

As soon as I heard about the potential death toll from COVID-19, I said to myself, my loved ones, and anyone who would listen: *"Since we're going to keep hearing about dying from the coronavirus, let's figure out to HOW TO LIVE with it."*

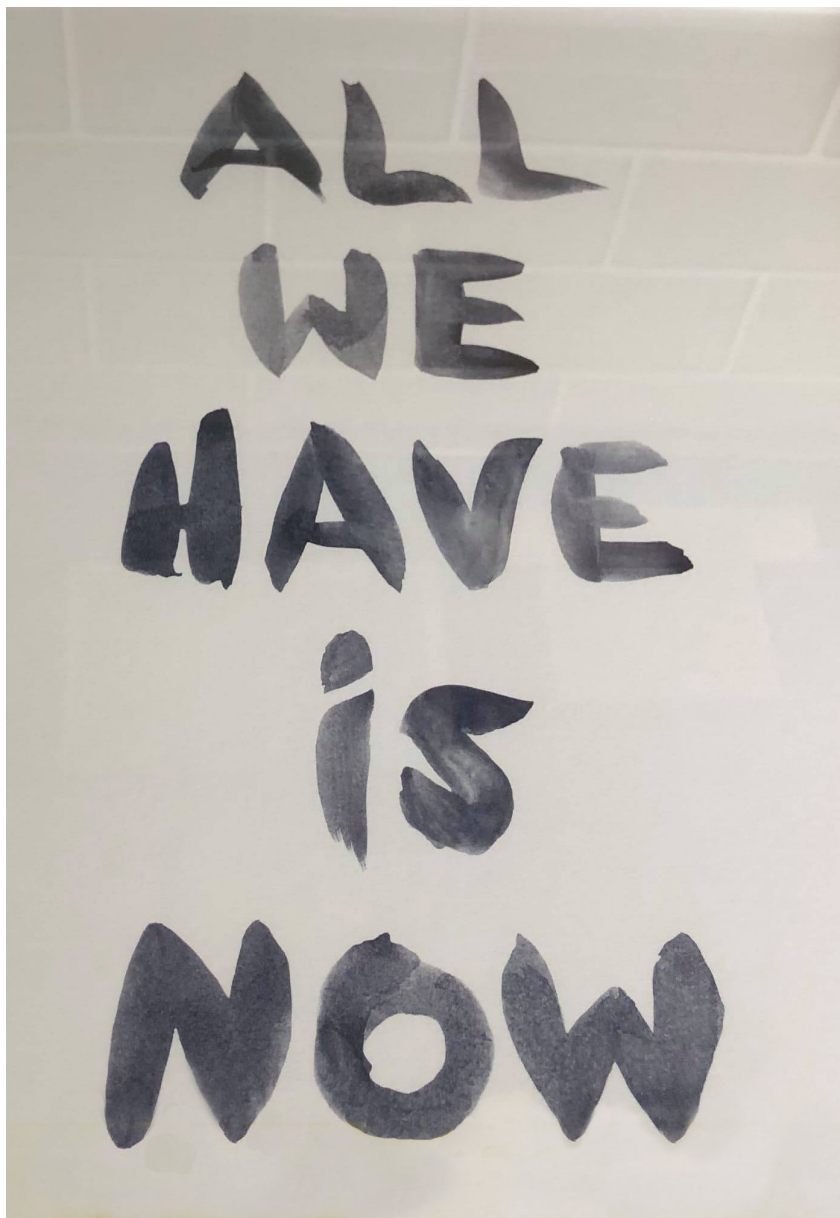
Regardless of what political party you align with, what TV station/social media platform you get your news from, or how fearful/faithful you are, I believe that we all have a once-in-a-lifetime opportunity to learn from this transitional period. The key is to pay attention to the messages being sent from much greater and higher powers than CNN, Fox, or any other opinionated human being.

Mother Earth, God, the Universe, Source Energy, or whatever you want to call "It" has spoken. Following are the two lessons that I've learned as a result of COVID-19. They are immensely distinct and yet interconnected by one vital thread—our heart-centeredness.

The first lesson I've learned is to stop trying to live out every single one of my plans. If we have no plans to travel far from home or attend a big ballgame, concert, or friend's wedding, what are we left to do with ourselves? The answer can be found within the lesson itself. We may not be accustomed to living in the now, but what healthy alternatives actually exist?

If you allow this shift to sink in, you'll discover an enormous wealth of personal freedom. By refocusing our attention away from what's next and towards enjoying the moment, everything that you experience will feel a lot better. This mode of operating has required me to become much more patient in life, and that's where yoga and meditation have come to the rescue for me.

I now find inner peace and joy within, without getting so hung up on what we're being asked to live without. Instead of being fixated on what's coming up, how about spending some time searching within?



I'm not suggesting that consuming your time with self-fulfilling activities is simple at first. I struggle with transforming my own mindset too. No perfect state of being exists. But we all have the capability of accessing our "inner-knowing" and greater self-awareness. Being resistant to change leads to more stress and anxiety. Being receptive to and accepting of the blessings we already have calms the mind and fortifies our spiritual growth.

You can find a sense of solitude and wellbeing however you'd like—through stillness, walking in nature, listening to uplifting music, creating artwork, practicing martial arts, visiting with loved ones, or virtually any activity that inspires and connects you to a feeling of heartfelt gratitude. Once you find "it," you'll be addicted to the joy it fosters. Feed that inner feeling and watch as your former distractions dissipate into relative insignificance.

Connecting to the power of now and the resulting self-love, instead of grasping for some elusive feeling outside of ourselves, is the first empowering message we've been sent.

If you choose to look at COVID-19 statistically, what else can we learn?

The hospitalization and morbidity numbers don't lie. Let's commit to getting in better shape! Excessive BMI, diabetes, and other pre-existing health conditions put us in more danger of a severe coronavirus impact. Getting ourselves healthy—or at least healthier—is within everyone's reach. Free online exercise classes and nutritional education have never been easier to access, nor have they ever been more abundant.

If this is the mother of all viruses; I believe that she's whispering for all of us to strengthen our immune systems. So, if you really want to feel better about your chances of countering COVID, take responsibility for and get in charge of your heart health. Eating well and exercising strenuously every day will also help you sleep better, which is healing in and of itself.

None of this information is rocket science. Yet all we hear and read about is staying home, wearing a mask, and waiting for a vaccine.

These are all fear-based messages! Two important questions to ask yourself are: 1) *Am I playing offense or defense?* and 2) *Does any of the news I'm subjecting myself to make me feel any better?*

You know the answers.

I've been awakened by a lifestyle that everyone can enjoy; I'm not doing anything special. Every benefit that we receive from participating in mindful and physical conditioning is universally guaranteed. The more we practice, the more tuned in we become to our Personal Power.

My takeaway from the first half of 2020 is to slow down, be grateful for what we have in the here and now, and get our butts in better shape. All we know about the coronavirus is that we don't know much about the coronavirus. No one knows what's going to happen tomorrow. But we can learn from the impacts and effects of the coronavirus, and for the lessons I've learned, I am truly thankful!

My biggest aspiration is to counter the fear by fanning the flames of healing. Just know that you have the power within to experience the world in ways you choose to live.

This new sense of awareness leads to freedom of choice. May this freedom lead you to pause and patiently look at ways your thoughts create feelings, beliefs, and consequently behavior patterns. When we worry too much or become consumed by fearful thoughts, we become prone to extreme anxiety and depression. Alternatively, thoughts of hope and happiness will lead us to enlightening, optimistic ideas.

What Stories are You Telling Yourself?

Now for the great news... we're still alive! YES. Can you feel it? Do you appreciate it? I sure as hell do.

I believe that we live in the one of the most generous and beautiful countries on this planet. That's my reality. I'm grateful for our PPP

loans, brilliant scientists, healthcare workers, and the double rainbows that appear over downtown Denver. What else could I possibly want?

I know; the news is depressing. We have the economy to worry about, the virus, the President, the weather, and so on. Since my awakening, I've forgotten—on purpose—to pay attention to any of these matters.

I choose to tell myself a different story; one that consistently makes me feel good. Does this mean all the news I get now is good? No. It means that I'm able to move past the issues that used to bother me. As a result, I'm able to move on to more positive, beneficial opportunities that are always available. I'm consistently finding great news because I'm receptive to and looking for it.

Here's an example: as you've probably figured out, I'm a yogi. As such, during the beginning of the worldwide shutdown in April, I received two emails that could have sent me into a downward spiral. One was from the Kripalu Center for Yoga & Health. Kripalu had just made the announcement that they would be shutting down for the duration of 2020.²⁶ The other one was from a dear friend and operator of my favorite local yoga studio, Zenver Yoga, stating that she would be shutting down indefinitely.²⁷ That news was sad, for sure, but it was also survivable. Most importantly, I had alternatives.

Following these emails, I immediately went online and found a live Kundalini yoga class at Raj Yoga & Meditation to attend the very next day.²⁸ I woke up early, got in my car, and drove up to Boulder. I ended up loving every minute of the experience, including the gorgeous, unpolluted drive. This is an example of the story I choose to live in now—instead of the stories that had me stuck in depression, regret, sorrow, and blame a few years ago.

Here's another example: When COVID-19 first hit, worry and doubt overwhelmed me when I realized that all of our searches were halted, except for one client. I grappled with how the rest of the year would unfold in regards to business operations, payroll, and the health of my employees.

One morning, I received an unexpected business call. It came as a surprise, because we weren't receiving any calls during the first week of the COVID-19 lockdown. The caller said that he needed to talk, ASAP.

The caller was a VC, telling me that although one of our candidates had rejected his offer four weeks ago, he was back on the market. Our client's other suitor had to rescind their offer due to COVID-19.

As soon as I got off the phone, we mounted an aggressive campaign and re-recruited our candidate for the company with which he had originally interviewed. Long story short, he took our offer and we billed that client a huge fee. COVID-19 was our savior in this case.

I cried tears of joy after almost every conversation as I re-constructed that placement. I stayed grateful and grew more faithful and powerful by visualizing a set of positive events. I envisioned them, and more importantly, I *felt* them as I practiced yoga and connected to the Universal Source Energy available to all of us.

The lesson that I've learned is to find inner joy through movement and meditation, and to encourage myself to dwell in that place. There I find hope, instead of conjuring up negative outcomes. The more I meditate the easier it is to recall that place of calm throughout my day. It's within a place of openness and receptivity, where I am less judgmental and less easily disappointed.

It's equally important for me to remember that I'm not alone. I'm very blessed to be surrounded by many supportive family members, friends, and co-workers who choose to see the good in life. We're all grateful for one another and for the simple things in life that COVID-19 has reminded us to treasure.

Does it matter if my story points me toward the road less traveled? Maybe all that matters is that I am both the author and the compass-maker. I take ownership of my story with a passion so fierce that the realities of other people have little effect on me. We all have a strength that comes from our innermost knowing!

“Risk being seen in all of your glory.”

—Jim Carey, Maharishi International University’s 2014
Commencement Speech ²⁹

Either way, I choose to remain strong for the long haul and allow life’s events to wash over me. They’re only events. Nothing and no one is choking the life out of me—or you! Choose to revel in the opportunity to move forward from the power and inner knowing within you!

We are all Universal Source Energy! We can all tap into our inner strength to find light and grace in everything by staying present, hopeful, and loving.

Coming to Terms with Grief

Are you grieving? Almost everyone is. What are you grieving about? It’s OK to talk about it. It’s a very helpful exercise to allow yourself to deeply feel your grief and let it surround you.

To me, the best definition of grief is “change we don’t want.”

We tend to resist change, maybe because too much change feels like grief. Or maybe we use change as an excuse to grieve. Even the most mature and sincere adults I know (including yours truly) sometimes find comfort in resisting change. I’m working on outgrowing this tendency.

It doesn’t matter whether we want change or not; it’s coming. It also doesn’t matter if we perceive the changes to our lives as wanted or unwanted. The key to struggling less is to not overreact to change. Emotional reactions lead to frustration, anxiety, and stress. But if we’ve learned anything in 2020, it’s that we should endeavor to accept the inevitability of uncertainty.

If we see change as growth, our perspective evolves. If we see pain or grief as necessary for adaptation and development, our life unfolds gracefully. There’s nothing unhealthy about getting pissed off; the

challenge for many comes in letting the anger go. I'm now beginning to accept change more easily.

If 2020 is a test, the exam isn't over yet. If you're in a committed relationship or part of a family under one roof, you're certainly getting tested! If you live alone like me, the test takes on a different color. New challenges in all different shades have infiltrated our lives and our psyches.

I see this trend as a positive shift for humanity! We're being forced, nudged, coerced, and influenced to tap into our potential for individual peace of mind. If you see or feel these "unprecedented times" (the most overused phrase of the year) as something being forced upon you, you'll always be in a state of grief.

I have made the choice to see the wonder, mystery, and magic behind it all. I have to constantly remind myself that there is no other way to pass this test, but in truth, we can all find many beautiful and gratifying ways to pass the time.

Part VIII:

Three Paradoxical Life Lessons

Lesson #1: The more we run from ourselves, the less we travel...

About four years ago, I gave up consuming drugs and putting up with negative relationships. Until recently, however, I was still stuck in a daily grind of other distractions. The more I stayed glued to my job, my sports fandom, and associated busy-ness, the less open-minded I became. Once I allowed myself to examine what was going on inside, I realized that I was denying the significance of reoccurring thoughts about my earliest years. Then, the healing process began. I've learned not to force this inner work. Patience and a sense of ease are required to overcome any type of dis-ease, as is acceptance of one's imperfections! The more self-reflective work we do, the more we see what we need to process in order to grow.

“Remember this; what you're not aware of you cannot change.”

—Radhi Devluka Shetty³⁰

My COVID-19 journey has been especially sweet because I've taken the time to get to know my most deeply embedded fears, and I've come to learn that breakthroughs follow breakdowns.

We are all born perfect, but society teaches us to see our movement through life as one mistake after another. We're constantly judged, parented, and indoctrinated into feeling guilt, shame, and inadequacy for not living up to what others tell us to do or be. We're instructed from an early age to conform or be punished.

Is that the life you want to take into adulthood? Or can you take responsibility for choosing a more peaceful mind and therefore a more balanced life? We all have a spiritual guide or intuition that enables us to show up brilliantly. I've spent a lot of time this year tapping into that light. Recently, I've been finding scars, peeling back the scabs, and rewiring myself.

“Wanting to be free and not wanting to let go of your past won't get you very far.”

—Spring Washam, *A Fierce Heart*³¹

I've been learning to see my most painful childhood memories as events that needed to happen so that I could learn from them. Now I see those experiences as the root cause for my insecurities and feelings of unworthiness. I can see my decay-riddled skeletons. Aboveground, I've forgiven myself and the people in my life who inflicted the wounds. I've accepted the whole drama as necessary acts on the stage of my existence. This work has led me to experience self-love.

“The only way you can love yourself, is to invest time with yourself.”

—Radhi Devluka Shetty³⁰

We can all grow by looking within. If you're suffering on any level and are ready to deal with your inner conflict, you will find awakening on the other side. My best advice is to be gentle with yourself and allow the work to happen to you. Simply launch with good intentions. There are no magic bullets to speed up the process. If you're like me, our parents didn't know how to teach us to work within and on ourselves. You'll simply have to stay with it and not be afraid to confront yourself on many levels.

Breathe in curiosity and exhale concern. Fill your thoughts with self-care, and let your higher consciousness be your guide. That's where Divine Intelligence will take over.

Know this: your journey will accelerate and expand with the exercises and teachings that I've chronicled and indexed throughout these pages. Practice the ones that bring you the most joy. Get immersed in the activities that connect you to your passion! That's where you'll find your wisdom and what I call your Personal Power.

“You are the light of the world; don't put a basket over it.”

—paraphrased Bible verse, Matthew 5:15³²

Lesson #2: Less is more

I've heard the phrase "less is more" for years and never really understood it, which is probably why it never worked for me. Until now.

Students of meditation will tell you that the less effort they exert in trying to improve their practice, the deeper attainment of clarity and peace they achieve. That experience of finding stillness and equanimity ultimately carries over to their ability to lead a better life, even if they're not sure how. An effective meditation practice yields enduring clarity that stays with you as you go about your daily doings. reveal that the clarity

Before Mark Benioff founded Salesforce.com, he had a tremendously successful career in sales at Oracle Corp.³³ He, along with one or two others, knew that the idea behind Salesforce would change the way technology could be bought, sold, and implemented forever. So, what did he do?

He went sailing around the world for six months. He knew that he was on the verge of something monumental. He possessed limitless faith, and he trusted himself and the Universe around him. He realized that he needed to completely refresh and reset before plunging into what has arguably become the most successful software company ever. That was twenty years ago.

Today, and forevermore, the same life lessons apply to you and me.

Before the pandemic spread fear throughout America, my company, The Pinnacle Source, was struggling. I couldn't figure out why, nor did I have a solution, regardless of how hard I tried. For forty years, I had convinced myself that the harder I worked, the more I strived and pushed myself, the better my results would be. This mode of operating worked out well at times because I told myself that it could and would work. The power of intention is enormous.

My team was awash in opportunity. Our slate of active and open requirements that companies had engaged us to fill was overflowing. I had exceptionally skilled recruiters who were hungry to close

business. But quantity of activity has its limits, and we had reached ours. Regardless of how big and strong our work muscles were, my heart wasn't in it. I was leading without passion for my work and that lack showed in every communication. My mind and body were at the job, but my emotional being was elsewhere. The effort was there, but it wasn't getting results.

What was missing?

Our services were lacking in value because they were ego-driven and soulless.

Passion is the key element in every endeavor that one undertakes—that's the theme running through this book. We all can redefine work through a connection to our spirit. My love for my work was absent, and whether I could feel it missing or not, my clients and candidates could feel the lack of care. Care, while hard to measure, is a critical ingredient for a professional services company to embody.

As the pandemic took grip, I heard the most brilliant words from my director of research at LJD: "This will be a cleansing."

On March 12th, we had nine searches underway and under contract. On April 3rd, we had one. The abrupt change was shocking and disturbing, but ultimately cleansing.

We were powerless to change our level of business activity. Yet, in the powerlessness, new energies were born. For me, this spark came from stepping back, surrendering, and working within.

I already had a well-established yoga practice, but now it was time to dig deeper. I had meditated on and off, but I began practicing each morning before I consumed myself with extraneous to-dos. I was incompetent at tuning into self-actualizing messages with my iPhone; now I had the time to do just that. All of these daily habits dramatically and eternally changed the way I started each day.

I found myself thoroughly enjoying the new routine. I felt less stress and had more time to myself. What a luxury! Who cares that we had

no business coming in? I was enjoying the discovery of who I am and spending time the way I chose to spend it.

Then I started connecting with loved ones about the plight in which we all found ourselves. I came to realize that I was not alone in my newfound joy and revelation. We talked, shared, and connected in a more genuine, caring, and loving way. These rewards were higher than anything I could have ever received through my job.

Fast forward to today...

Despite the record-setting unemployment and fierce competition, my company is thriving. Everything we “touch” now has taken on a positive glow. We’ve made magical and miraculous placements each month since the lockdown. Quality has replaced and surpassed quantity. Less *really is more*.

In February, my vibrational energies were spurious and diluted. Finding and then sending myself love has reactivated my Personal Power. My heart is now cracked open. My appreciation for the people and events in my life is now supercharged, and my self-love is magnified through every Kundalini yoga class, meditation session, and self-activating message I receive from the Masters to whom I choose to listen. The Universal Spirit has cleansed me.

Lesson #3: Evil has no Roots

According to some of the wisest scholars, we're living in one of the most fearful times. What is at the root this fear? Are we forced to believe that we're going to get sick, suffer immeasurable hardship, and maybe even die from COVID-19? Or do we choose to let these messages overpower us?

If the past four-plus months have taught me anything, it's to stay present and be grateful for everything I have—including my health. I've been learning how to disallow these fear-based projections. I proactively deny any and all negative media messaging, including social media. The media has one goal—to keep you watching and listening, regardless of the truthfulness of their content.

Truth is relative to an individual's life. My mentor, Alan Cohen loves to say that we each live in our own reality bubble.⁸ The key is to seize control over your reality.

I'm not suggesting that coronavirus is a fable. It's real, and I respect its proliferation. But if anything is clear about this pandemic, it's that nothing is clear or uniform. Yet we're told to believe the opposite and to respond as if we're one herd of cattle.

The bottom line is that we all need to make our own decisions about the coronavirus and the fear associated with it. So how do you get clear and committed to those decisions? Are you comfortable with your choices, or do you vacillate according to the morning news? The answers to these questions are less important than the how and the why behind them.

The conviction you have about the choices you make creates the next actions you take!

My life is governed by stronger convictions after unpacking and dissecting my feelings of unworthiness. Through the work I've described, I've gotten to know myself better. This knowing gives me the clarity to act in a way that aligns with my higher self. It also gives me peace of mind when things don't go according to my wishes.

My conviction is to be the best version of me and to not get wrapped around the axle of influences.

“The privilege of a lifetime is being who you are.”

—Joseph Campbell³⁴

How do I know that evil has no roots? Because the deeper I dig and the more real work I do, the more beauty I experience and the more love I feel. Love has roots. Evil may have branches and forces, but love has real power. The power of positive thoughts is monumentally stronger than that of negative thoughts (see *Power vs. Force*, by David Hawkins).³⁵

When we harness this internal strength and Personal Power, we thrive. This is my truth! Choose your innate, unbridled ability to “tap into the reservoir within you that’s filled with a sea of wealth” (Alan Cohen).⁸ Choose to work miracles without fear.

Part IX:

I Don't Believe in Miracles, I Rely on Them

Messages can be found in Messiness

Thank you for allowing me—in any small or greater way—into your life through this book. I am truly blessed to have written it. It serves as the perfect instrument through which my life’s music plays.

No matter where I find myself, I utter this Louise Hay affirmation every morning to start the day with a positive frame of mind: “I am open and receptive to the good and abundance of the Universe, and I thank you, Life.”²⁴

The right thing to do is often the hardest thing to do.

Throughout my life, I’ve always known good to triumph over evil. My theory is that the spirit within each of our hearts shines so bright that evil cannot take root. We are too powerfully lit to allow the bad to overtake the good.

In my darkest hours, I have always had a built-in sense that “this too shall pass.”

When my brother Peter passed away suddenly as a young man, the pain was crippling. At the time, my sister-in-law created a glorious funeral ceremony that was resplendent with so much ebullient, soulful, emotion-filled music that the event became one of pure joy. I am eternally grateful to her and aim to carry that positive energy forward on a daily basis. My relationship with her and my nephews has blossomed every day since, and I feel Peter smiling upon us often.

My faith in the awesome, perfect-in-its-own-non-human-way Divine Intelligence is here to stay. I say *yes* to trusting life.

Healing is a choice, and it starts with the reduction of stress. It is my greatest hope that you have discovered a stress-reducing therapy or two in this book that works for you. From a place of calm, hope is ever-present!

As you read this last story, know that what you most cherish can be yours by remaining faithful, trusting, and hopeful.

With Endings Come New Beginnings

The year is 2015. The mood is nasty. The message I'm receiving is, *This time, it's different.*

My former wife and I had survived many spats during our marriage, but the tension that I awoke to on this raw December morning was palpable. We were both ready for a change.

I spent the next few nights at a hotel, and we agreed that I would pack up my belongings that weekend. It was the beginning of the end of our marriage, a marriage that had been filled with consistent blessings. Despite our best efforts, however, our formal union was doomed by co-dependence and dysfunction.

As the months of separation dragged by, our respect for one another never waned. She helped me through eye surgery; I walked and fed our dogs upon her request.

As hard as it was to accept, we both knew that divorce was the right choice for us. I promised myself that I would never, ever stop loving her, and that regardless of the issues, I would continue to put her needs first. I never lost confidence in her strength, integrity, or toughness.

I am no hero. She made it easy.

Our mediator was a brilliant attorney whom my former wife chose. Once the financial issues were ironed out, they discussed future employment alternatives. I remained optimistic and open-minded.

As it turns out, my former wife became my star recruiter over four years ago. Now, she's the VP. This new chapter produced a brilliant vehicle of collaboration, one that has led to a different, perhaps deeper and richer appreciation for one another (and fantastic business results).

So Now What?

Becoming accustomed to living alone was a challenge. My yoga practice was stale, to put it nicely. But I found comfort on my mat and started attending classes regularly. Then I developed a God-sent relationship with an instructor who agreed to provide private meditation and Vinyasa flow classes at my new home on a weekly basis. My connection to empowering work unfolded and accelerated.

The more time I spent on my mat, the happier I was off of it. The presence I experienced through my daily yoga routines was healing and liberating. I felt lighter, brighter, and younger. I could feel my stress melting away the more effort I put into this inner work.

I signed up for a yoga retreat in the Berkshire Mountains of Massachusetts at the world class Kripalu Center for Yoga & Health.²⁶ I was both thrilled and shocked by an event that took place during my time there.

On the first day, the itinerary called for an initial class following dinner. I had gotten settled into my room, had a wonderful meal, and off I went.

Kripalu has about ten different, sacred studios; I found mine. As I walked into the room, I was both blown away and freaked out at the same time. I was on time, but almost every mat was taken. Forty women and only two men aside from me were in the class, and all but one or two were dressed in white silk from head to toe.

Guru Jagat's Kundalini yoga program was about to begin.⁵ What on Earth had I gotten myself into?

The music was captivating! Sensual. Enticing. Adventurous. I found an empty mat, squeezed onto my rectangle, and looked sideways. The yogi to my right greeted me with a smile that I will never forget.

"Who's new to Kundalini?" asked Guru Jagat. In a room full of beautiful white silk attire, I stood out like a sore thumb in my pink cotton shirt and grey Lululemon yoga pants. I raised my hand sheepishly.

Her second question was, “So, what brought you here?” Without hesitating or needing to think, I said out loud, “The Spirit brought me.” She nodded her head and smiled as if she knew that something special was about to happen.

The next three days challenged me in many extraordinary ways. Everything about Kundalini yoga was unfamiliar, except for the way it made me feel. The power and magnificence of the loving energy I derive from this yogic science is life-enhancing beyond words.

Kundalini is its own genre. It enables me to step into the world in a bigger way. I am forever grateful for having found it, or rather for it finding me.

At the end of the program, the Guru approached me and said, “I sense that you’ve made nice progress and that your meditations have been awakened.” I smiled and nodded. Then she said, “One last thought: when you get home, don’t proselytize or attempt to convince others of the benefits you’re receiving.”

I immediately thought about how I was longing for my for my loved ones to feel the inspiration I had experienced. I said, “Okay, so what should I do then?”

Guru Jagat responded, “Meditate more.”

The next day, I flew home from Boston as if I were the jet: painless, swift, aerodynamic... high!

I showed up for work bright and early the next morning and effortlessly got back into the business mindset. I got home, ate dinner, and attended a virtual class led by Guru Jagat’s team. I devoured the session, meditated blissfully, and slept like a hibernating bear.

The next morning after I arose, I checked my phone and saw an urgent text message from my former wife. She requested that we meet ASAP.

An hour later, we sat at a nearby coffee shop with emotions running high. On this day, she had the amazing courage to look me in the eyes and apologize for her behavior during much of our married life. Tears fell unchecked from all four of our eyes. She told me that she had surrendered to the pain alcohol had inflicted for so many years. I accepted her heartfelt words and thoughts with incalculable relief and pure joy.

Perhaps she was ready for sobriety. Perhaps she sensed my receptivity. Perhaps the Kundalini energy enveloped us in synchronicity.

“To receive good vibes, we must project good vibes.”

—Vex King, *Good Vibes, Good Life*³⁶

Thirty months later, Sherri has remained sober, healthy, and vibrant. She is more loving, grateful, and courageous than ever. Plus, her healing—facilitated through the awesome AA program—has awakened another gift within her: she’s now serving as an inspired sponsor for others in recovery.

My respect for her has never greater—our relationship never stronger!

We define synchronicity as meaningful coincidence, but I know there is so much more to these kinds of experiences than analysis registers. This place of knowing is the same place where my faith in the power of the Universe and the Greater Good resides. It’s this place where you will hear your brand of music playing within you the most clearly. It’s from this place that we can all create the future we desire.

Many of my life’s events are evidence of miracles. Whatever force exists beyond our five senses, *It* responds to our best intentions. I owe it to this force and to everyone I can touch to live the best version of my life.

From this place, fear stands no chance!

Think Less, Feel More

After 39 years of working in the trenches of the search and placement industry, I'm now focused on giving back.

My intention is to share the fulfillment and splendor that can be found through a different kind of work—Empowering Work. I'm committed to revealing the power that comes from pivoting from our traditional, conventional, and ritualistic ways of relating to our jobs back to ones that are filled with individual, spiritual connections.

The Personal Power that I've received from shifting away from obsessively pushing myself is undeniable and boundless! Regardless of what stage of life you're in, I wish you all the benefits of my experience.

The moral to this story is that all the work I've done and written about is akin to weeding one's garden. Gardens, like life, are messy, requiring routine upkeep in order to find the right structure, balance, and ultimately contentment.

The disciplined habits that I practice and have discussed here yield fresh fruits and veggies, blossoming flowers, and life-force energy throughout my yard. Applying myself to these practices has expanded my level of self-awareness beyond measure. These efforts are a never-ending process.

Even during these challenging times, the answers that you're looking for can be found within your heart and soul.

First, you've got to be willing to do the internal work—the inside job—to get in touch with your desires, dreams, and vitality.

Second, be patient with yourself. The wings of grace may take you flying through some dark clouds. The key is to embrace your imperfections as part of the package that is uniquely you. See your entire being as a blessing and your elevated thoughts will return. Find a place of joy and do not lose faith!

Third, enjoy the journey. You may feel lower lows and higher highs as your awareness shines a brighter light on your daily thoughts and reflections. Allow them to take shape.

Wherever you are today is the perfect place to take one more step on your journey towards self-growth. There is no cost. It is the best investment you will ever make.

As you shift your mindset, you will feel better—and as you feel better, your mindset will be shifted. Once you hear your music—share that gift with the world. Shout it, live it, love it. Give yourself permission to feel empowered.

You can achieve wellbeing and financial success by getting out of your head and into your heart, which is where your abundance and joy reside. That's where you'll find your newly defined work to be effortless. Allow this empowering work to clear the way and make room for the work YOU CHOOSE to get paid to do!

The work you were born to live and love is inside of you.

“I don’t believe in miracles. I rely on them.”

—Yogi Bhañjan, father of Kundalini Yoga ¹⁹



NOTES & REFERENCES

1. Mike Valentine, *The Power of Now*

<https://onpurposenow.com/about/>

Valentine has been professionally coaching people from all walks of life for over 25 years. His integral expertise addressing the psychological, emotional, practical and spiritual aspects of life and business awakens dormant energy and harnesses real power.

2. Matt Kahn, *The Universe Always Has A Plan*

<https://mattkahn.org/the-universe-always-has-a-plan/>

In his best-selling book, *The Universe Always Has A Plan*, Kahn articulates the basics of a new and more compassionate sense of spirituality. Kahn is a spiritual teacher and highly attuned empathetic healer who has become a YouTube sensation.

3. The Pinnacle Source

<http://pinnaclesource.com/>

I founded The Pinnacle Source in 1986 to serve Colorado-based technology firms seeking superior sales talent. I've built sales and marketing teams for Oracle, Cisco, Business Objects and dozens of other start-ups in Colorado. For nearly four decades, we've placed all kinds of sales positions, from inside sales representatives to VP-level sales personnel.

4. Zig Ziglar, *See You at the Top*

<https://ziglarsales.com/products/see-you-at-the-top-25th-anniversary-revised-edition-by-zig-ziglar>

Ziglar's best-selling book, *See You at the Top*, stresses the importance of honesty, loyalty, faith, integrity, and strong personal character. It teaches us how to change the way we think about ourselves and our surroundings when it comes to

our goals. Siglar was a popular motivational speaker for over three decades and author of sixteen books.

5. Guru Jagat, *RA MA Institute for Applied Yogic Science and Technology*

<https://ramayogainstitute.com/about-guru-jagat/>

Guru Jagat is the founder of RA MA Institute for Applied Yogic Science and Technology, a Kundalini yoga school with locations in Venice, California; Mallorca, Spain; and New York City, and the author of the bestselling book *Invincible Living: The Power of Yoga, The Energy of Breath, and Other Tools for a Radiant Life*. RA MA TV is an online Kundalini yoga platform providing a library of online classes, meditations, practices, lectures, and lifestyle content.

6. Scott Schwenk, *Abundant Joy*

<https://www.onecommune.com/abundant-joy-with-scott-schwenk>

Scott Schwenk is a meditation teacher and life coach, offering different online courses in breath work, meditation, and life development. He preaches that the fastest, most potent and powerful way to dissolve your tension patterns and transform your life is through practices such as breathwork, meditation, and mantra.

7. Gabrielle Bernstein, *The Universe Has Your Back*

<https://gabbybernstein.com/shop/books/>

In her #1 New York Times bestseller, *The Universe Has Your Back*, Bernstein teaches us how to transform our fear into faith and how to live a divinely guided life. In addition to being the best seller of seven other books, Bernstein is also a renowned motivational speaker and life coach.

8. **Alan Cohen, *A Daily Dose of Sanity* and *Hay House You Can Heal Your Life*® Podcast**

<https://www.hayhouse.com/a-daily-dose-of-sanity-1>

<http://youcanhealyourlife.hayhouse.libsynpro.com/alan-cohen-choose-faith-love-over-fear>

Alan Cohen, M.A., is the author of 27 popular inspirational books, including being a contributing writer to the New York Times # bestselling series, *Chicken Soup for the Soul*. You can find him on Hay House podcasts above, which I highly recommend to anyone looking for some inspiration in their life.

9. **Robert Holden, *Authentic Success***

<https://www.amazon.com/Authentic-Success-Robert-Holden-ebook/dp/B004SA12HS>

Authentic Success examines how to enjoy real, soulful success while living in a manic, busy, and hyped-up world. Robert Holden is the creator of a unique program--called *Success Intelligence*--used worldwide by artists and writers, entrepreneurs and leaders, and also global companies and brands such as DOVE, the Body Shop, the BBC, and Virgin. Previously released under the title *Success Intelligence*, *Authentic Success* examines how to enjoy real, soulful success while living in a manic, busy, and hyped-up world. Robert Holden is the creator of a unique program—called *Success Intelligence*—used worldwide by artists and writers, entrepreneurs and leaders, and also global companies and brands such as DOVE, the Body Shop, the BBC, and Virgin.

10. Dr. Wayne W. Dyer, *Excuses Be Gone* and *I Can See Clearly Now*

<https://www.hayhouse.com/excuses-begone-1>

This book discusses how self-defeating thinking patterns are the very thing preventing us from living at the highest levels of success, happiness, and health. He says that when we can eliminate the need to make excuses for ourselves or explain our shortcomings and failures, we will awaken to the life of our dreams. Dyer was an internationally renowned author and speaker leading the fields of self-development and spiritual growth for over four decades.

<https://www.hayhouse.com/i-can-see-clearly-now-ebook>

In this personal memoir, Wayne shares an intimate account of his life journey, from the time he was growing up in Detroit to the present day. Wayne has discovered that there are no accidents. He says that although we may not be aware of who or what is "moving the checkers," life has a purpose, and each step of our journey has something to teach us.

<https://www.mixcloud.com/hayhousemeditations/dr-wayne-w-dyer-morning-meditation/>

Listen in as Dr. Wayne W. Dyer leads you on a beautiful morning meditation using the universal power sound *Ah*. For full meditations, you may purchase Meditations for Manifesting at HayHouse.com.

11. HubSpot, Meg Prater, *The Biggest Threat to Sales Teams in 2020*

<https://blog.hubspot.com/sales/how-to-manage-a-high-performing-sales-team>

This article, Prater discusses how the average rep tenure has dropped to 1.5 years, which is predominately due low job satisfaction, studies show.

12. Ram Dass, *Be Here Now*

<https://shop.ramdass.org/products/be-here-now-1>

In 1970, Ram Dass' *Be Here Now* became the counter-culture bible for thousands of young people seeking enlightenment in the midst of the darkness of Vietnam. It was a pioneering bridge, written in colloquial language, from the psychedelic 60s to eastern spirituality, and over the years has sold more than two million copies.

13. Gregg Braden, *The Wisdom Codes* and *Designed for Triumph*

<https://www.greggbraden.com/product/wisdom-codes/>

In his best-selling book, *The Wisdom Codes*, Braden discusses his new discoveries in biology and neurosciences which reveal the power behind the language we think and speak. Braden is a five-time New York Times best-selling author, scientist, and international educator— “a pioneer in the emerging paradigm based in science, social policy, and human capital.”

<http://youcanhealyourlife.hayhouse.libsynpro.com/gregg-braden-the-wisdom-codes>

“In times like these, we are all seeking assurance and peace. That’s why Gregg Braden is here to share the incredible power of words, affirmations, and mantras to give us exactly that. His years of research into the intuitive wisdom of our ancestors, combined with modern neuroscientific discoveries, has led to the Wisdom Codes, or powerful combinations of words that allow us to truly feel and process our emotions.”

14. Dr. Jill Bolte Taylor, *Smart Emotions*, Hay House You Can Heal Your Life® Podcast

<http://youcanhealyourlife.hayhouse.libsynpro.com/dr-jill-taylor-smart-emotions>

“We have a million thoughts running through our heads these days, and most of them are uncomfortable. These are scary times, so it's easy to let fear run away with your peace-of-mind. These feelings are real, and natural—but they do not define you. Join brain scientist Dr. Jill Bolte Taylor as she explains how our feelings start in the brain, and how we can control them.”

https://www.ted.com/talks/jill_bolte_taylor_my_stroke_of_insight

“Jill Bolte Taylor got a research opportunity few brain scientists would wish for: She had a massive stroke, and watched as her brain functions -- motion, speech, self-awareness -- shut down one by one. An astonishing story.”

15. The origin of this quote is unknown. Some websites allege that it is an old English proverb. Nonetheless, it is a beautiful personification of the battle between fear and faith. When we have faith in ourselves, we have the capacity to dissolve fear itself. We have the power to move ourselves forward in spite of fear.

16. James Clear, *Atomic Habits*

<https://jamesclear.com/atomic-habits>

“No matter your goals, Atomic Habits offers a proven framework for improving - every day. James Clear, one of the world's leading experts on habit formation, reveals practical strategies that will teach you exactly how to form good habits, break bad ones, and master the tiny behaviors that lead to remarkable results.”

17. Abraham Hicks, *How To Avoid The Coronavirus*

<https://www.youtube.com/watch?v=GMiSZ-R7QNg>

This YouTube clip is an excerpt from the Abraham Hicks Seminar in Sacramento, California on February 15, 2020.

Esther Hicks, often credited as Abraham Hicks, is an inspirational speaker and author. She co-authored has eight books with her husband, Jerry Hicks. Hay House, Inc. has published several of their books including, including #1 New York Times Best Seller, *Money*, and *The Law of Attraction*.

18. Rha Goddess, *The Calling*

<https://courses.movethecrowd.me/the-calling>

“A game-changing book offering a six-step approach on how to find and follow your true calling and redefine success from entrepreneur and soul coach Rha Goddess.” Goddess is an entrepreneur, New York Times Bestseller, and cultural visionary. Her unique methodology has empowered a new generation of conscious entrepreneurs to stay true, get paid, and do good.

19. Yogi Bhañan, *3HO Foundation*

<https://www.3ho.org/>

Yogi Bhañan was an Indian-born-American yoga teacher, spiritual teacher, and entrepreneur. He introduced his version of Kundalini Yoga to the United States and was the spiritual director of the 3HO (Healthy, Happy, Holy Organization) Foundation, with over 300 centers in 35 countries.

20. Harvard Business Review, Bronwyn Fryer, *Are You Working Too Hard?*

<https://hbr.org/2005/11/are-you-working-too-hard>

In this article, Fryer references a study by Dr. Herbert Benson about the negative affects of a stressful work environment and how they relate to our body chemistry.

21. Kate Northrup, *Do Less*

<https://hbr.org/2020/05/want-to-be-more-productive-try-doing-less>

In this article, Northrup explains one of the exercises from her book, *Do Less*. Her book critiques the idea that our worth is equal to our productivity levels and our addition to busyness. *Do Less* offers the reader a series of 14 experiments to try and see what will happen if we did less. Northrup is an entrepreneur, bestselling author, speaker, and mother.

22. Mike Dooley, *Playing the Matrix*

<https://www.tut.com/Education/books>

In this book, Dooley shares his most impactful, transformational program for creating major life changes and shaping our future. "Dooley is a New York Times best-selling author, metaphysical teacher, and creator of "Notes from the Universe" whose acclaimed books have been published worldwide in 27 languages. He was one of the featured teachers in *The Secret* and is the founder of TUT's philosophical Adventurers Club, home to over 900,000 online members.

23. Jack Canfield, *How to Create an Empowering Vision Board*

<https://www.jackcanfield.com/blog/how-to-create-an-empowering-vision-book/>

In this article, Canfield presents several vision board ideas and examples to help you make your own vision board and maximize your visualization practice. Canfield is an American author, motivational speaker, corporate trainer, and entrepreneur. He is the co-author of the *Chicken Soup for the Soul* series, as well as one of the featured teachers in the popular film, *The Secret*.

24. Louise Hay, *All is Well: Heal Your Body with Medicine, Affirmations, and Intuition* and *Mirror Work*

<https://www.hayhouse.com/all-is-well-ebook>

In this book, Louise Hays and Mona Lisa Schulz explore the medical science behind the affirmations in Hay's international bestseller, *You Can Heal Your Life*. They examine the connections between our emotional centers (which mirror our chakra system) and our physical body. Their work encourages the use of new affirmations to counteract emotional weakness, and to listen to our bodies' natural intuition. Hay is considered to be one of the founders of the self-help movement. She was a renowned author and founder of the HayHouse Publishing company and non-profit charity, The Hay Foundation.

<https://www.hayhouse.com/mirror-work-paperback>

Since its publication in 1984, Louise Hay's international bestseller *You Can Heal Your Life* has sold over 40 million copies worldwide. Now, in *MIRROR WORK: 21 DAYS TO HEAL YOUR LIFE*, the popular teacher and author offers the first book dedicated to her signature practice for personal transformation.

25. DHL, *Delivery of COVID-19 Vaccine: DHL Study Shows How Public and Private Sector Can Partner for Success*

<https://www.dhl.com/mn-en/home/press/press-archive/2020/delivery-of-covid-19-vaccine-dhl-study-shows-how-public-and-private-sector-can-partner-for-success.html>

This article is the originally-published study by DHL regarding the future of a COVID-19 vaccine. While the global distribution of a new vaccine comes with its challenges, DHL is largely optimistic that it will be possible. The headline I noticed while watching CNBC has obviously spun DHL's study into a more alarming and fear-based message.

26. Kripalu Center for Yoga & Health

<https://kripalu.org/>

For 48 years, Kripalu Center for Yoga & Health has been a leader in yoga- and mindfulness-based education. Kripalu Center is a non-profit organization, operating as health and yoga retreat center in Stockbridge, Massachusetts. Although all onsite programs are cancelled through 2020, Kripalu also offers a plethora of online resources.

27. Ali Bullano, Zenver Yoga

<https://zenveryoga.com/faq/>

“The physical studio space at 3729 32nd Avenue is closed but Zenver as a brand, a vibe, a spirit, will stay alive through many different avenues. Through Ali’s weekly classes (live-stream/Nurture). Through the online community. Through online content focusing on yoga, mental health, and wellness (follow us on Instagram & Facebook). Through local and international retreats. Through community events, retreats, and trainings.”

28. Raj Yoga + Meditation

<https://rajyogaboulder.com/>

“Raj is more than a yoga studio, it is a spiritual center-here to offer the community a safe place to develop coping skills and to learn about healing tools; That will assist you with connecting to yourself and others in a more present, happier, and healthier way.”

29. Jim Carey, *Maharishi International University's 2014 Commencement Speech*

<https://www.youtube.com/watch?v=V80-gPkpH6M>

This is a YouTube link to Jim Carey's full speech during Maharishi International University's 2014 graduation ceremony. If you haven't seen this before— I highly recommend watching it for an amazing dose of inspiration and laughter.

30. Radhi Devluka Shetty, *Conscious Cooking*

<https://www.radhidevlukia.co/>

Radhi Devluka Shetty is the wife to inspirational speaker, Jay Shetty. She regularly shares information on her website, blog, and Instagram about conscious cooking. She also practices the art of Ayurveda, an alternative medicine system with historical roots in the Indian subcontinent.

31. Spring Washam, *A Fierce Heart*

<https://www.springwasham.com/book>

“In *A Fierce Heart*, Washam shares her contemporary, unique interpretation of the Buddha's 2,500-year-old teachings with powerfully written chapters that get to the heart of mindfulness, wisdom, and compassion. Washam is a well-known meditation teacher, author and visionary leader based in California and Peru. She is considered a pioneer in bringing mindfulness-based healing practices to diverse communities.”

32. Matthew 5:15, *paraphrased Bible verse*

This is a quote that I have paraphrased from the bible in Matthew 5:15. The original verse states, “nor do people light a lamp and put it under a basket, but on a stand, and it gives light to all in the house.” The meaning is how it sounds. We are meant to shine in all of our glory.

33. Mark Benioff, *Trailblazer*

<https://www.salesforce.com/trailblazerbook/>

“The founder and co-CEO of Salesforce delivers an inspiring vision for the future of business — one in which everyone is empowered to change the world. In *Trailblazer*, Benioff gives readers a rare behind-the-scenes look at the inner workings of one of the world's most admired companies.”

34. Joseph Campbell

<https://www.jcf.org/about-joseph-campbell/>

Joseph Campbell (1904-1987) was a professor of literature at Sarah Lawrence College who worked in comparative mythology and religion. His work covers many aspects of the human experience. Joseph Campbell Foundation (JCF) is on a mission to keep alive Joseph Campbell's mythic vision, organizing global conferences, programs, and workshops.

35. David Hawkins, *Power vs. Force*

<https://www.amazon.com/Power-Force-David-Hawkins-M-D/dp/1401945074>

David R. Hawkins, M.D., Ph.D., is Director of the Institute for Spiritual Research, Inc. He is a widely known authority within the field of consciousness research. He writes and teaches from the unique perspective of an experienced clinician, scientist, and teacher. He has been honored worldwide with many titles. His background is detailed in *Who's Who in the World*. Dr. Hawkins has lectured widely at universities including Harvard and Oxford and also to spiritual groups from Westminster Abbey and Notre Dame to Catholic, Protestant, and Buddhist monasteries. His life is devoted to the upliftment of mankind. His spiritual evolution is briefly recounted in the "About the Author" summary at the conclusion of this book.

36. Vex King, *Good Vibes, Good Life*

<https://www.amazon.com/Good-Vibes-Life-Self-Love-Unlocking/dp/1788171829>

In this book, Instagram guru Vex King answers all of these questions and more. Vex overcame adversity to become a source of hope for thousands of young people, and now draws from his personal experience and his intuitive wisdom to inspire you to change the way you think, feel, speak and act in order to begin to change the world.



**“We're all just walking
each other home.”**

—Ram Dass