

A Human's Guide to an NPC World

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1 INTRODUCTION

My wife and I love wings! I love eating and creating wing recipes, like grill honey mustard lemon pepper and deep-fried black cherry honey wings with peanut butter Thai dipping sauce.

On this particular day, we drove to pick up my favorite wings for lunch. These are special: they come with a unique, sweet and tangy black cherry Dr. Pepper sauce and are deep-fried to perfection. But because this day I was eating healthy-ish, I decided to get them grilled.

We pulled up to the drive-thru to place an order.

"I'd like the black cherry Dr. Pepper wings, please," I asked. "But instead of fried, could I have them grilled?"

The response was immediate and flat: "We can't do that."

When I asked why, the person on the other side of the speaker said, "They don't come that way." I tried again, asking if they could make an exception. The response was the same robotic phrase: "They don't come that way."

I asked how they made them. "We deep-fry the wings, then pour the sauce on top."

"Perfect," I said. "Can you take grilled wings and pour the sauce on

top the exact same way?”

In the same monotone voice, the person repeated, “They don't come that way.”

I finally tried one last thing: “Could I just get an order of plain grilled wings, and the black cherry sauce on the side?” The answer was an immediate YES.

Why? Why couldn't this person simply pour the sauce on the grilled wings from the start? Why was a solution so simple completely oblivious to this human being?

The truth is, they were operating on autopilot. They were capable of the task, but unknowingly chose not to see the possibility outside of their basic Program.

If you've ever made a simple request that was just a little out of the ordinary, and the human in front of you froze, looking like they short-circuited before giving a canned response, then you know exactly what I'm talking about.

You were interacting with an NPC Human.

Setting the Stage: Programs and Viruses

If you're not into sci-fi or video games, bear with me for two paragraphs. I promise, it's worth it.

NPC stands for "Non-Playable Character." Think of the movie Free Guy, where Ryan Reynolds' character, Guy, is an NPC inside a video game, living the same day over and over. He didn't know

he was compliant until a new character helped him discover other options. The only communication you can have with a classic NPC are the few basic sentences they are Programmed to say: “Welcome to Wendy's. May I take your order?” They cannot function or take action beyond their base programming. (If you watched Westworld, you know this concept well.)

The purpose of this book is to give you a choice: let your NPC behaviors run you, or break free from some of your programming to choose new possibilities.

Every single day we wake up, our mental operating system turns on, just like Windows on a laptop. As it activates, Programs are loaded in your Start Up menu. A Program is simply an automatic response system—a default setting for how you approach life. For example, is your Program to give thanks for waking up, or does a voice in your head immediately list the top five things you have to worry about?

Unfortunately, with Programs come Viruses.

Your brain's design has two basic goals: keep you alive and reproduce. But then life happens, and the body chooses an automatic reaction to prevent future trauma. That automatic reaction is a mental Virus installed in your system.

A dog bites you as a child? Your brain installs the Virus: “All dogs bite,” making you afraid of all dogs.

You raise your hand in second grade, get the answer wrong, and the class laughs. You feel embarrassed and unsafe. Your brain

installs the Virus: "I'm not raising my hand in public again."

You were honest with a lover, and they left you. Your brain uploads the Virus: "Don't be honest in relationships, or you'll get hurt."

These mental Viruses, created in response to trauma, are stored in a folder in your brain without a name. They hide in the space called "Don't know you don't know." This is the problem. If you don't know you have blind spots that get in the way of your joy, happiness, and success, you don't even know to look!

A computer with no viruses does not second-guess itself or limit itself. Our brains are computers, and we create our own viruses by the meaning our brain assigns to new scenarios and stories in our lives.

Is this intriguing? Then you are in for a journey to free your mind from its constraints.

If you are confused, ask yourself: is it really you that is confused, or is it possible that one of your brain Viruses is the belief that you are "confused often"? What if that internal voice saying, "I don't get it," is just your brain's way of alleviating you of the power you would have if you believed you weren't confused?

Please do not believe anything that I say. Please do not take my words as absolute truth. Read the words and notice what your inner dialogue says. If all human beings are designed the same, why does one person question themselves while another does not? Why does one person fear bees and another doesn't?

If you feel this is complete silliness, then I invite you to accept that your brain is unwilling to consider that you have been in NPC mode. Don't worry—we have other parts of our bodies we can take action from, like the heart and the gut. As you read on, when your brain is challenged, ask your heart and your gut what they say about the idea.

If you are just the slightest bit intrigued, come take a walk with me. This book may change your life. It will definitely challenge a lot of what you have been taught.

Buckle up! You've made it this far... Now let's stay in Wonderland and I show you how deep the rabbit hole goes.

2 WIN-WIN VS WIN-LOSE

As children, we are programmed to love competition if those that raised you were competitive in life. You might play sports, compete against others, or even compete against yourself for a better time on a project. Others were programmed to abhor competition, as they were raised by those who have allowed their brains to develop a brain virus about competition and the body's natural competitive nature. Those people end up giving participation trophies to all kids so their child doesn't "feel bad." Unfortunately, this brain virus will not teach the child how the true world works, and life may be competitive at times. Those parents may wonder why their adult child still lives at home and can't order a pizza for themselves.

As little kids, we were put in races. We are taught about Win-Lose. We aren't introduced to the concept of Win-Win. We had the cleanup game to engage kids to clean up faster. We've been programmed from a super young age that winning is good. I love winning. I love the dopamine, oxytocin, endorphin, and serotonin rush that I get from working hard and winning at something. Also, I like winning at something where I created an expectation in my mind that I would not win or the odds were smaller, like a lottery. And all this happens inside the brain.

The Programming

Let's test your programming... for someone to win, someone else has to _____. Did you say "lose"? I had the same programming. I believed that whenever there's a winner, that means there has to be a loser. That works for some people. It did for me from the age of 1 to the age of 25.

I was programmed by my own brain and others in my life to only look out for myself. When I was 12, my parents put me in a military academy where I was getting mentally and physically abused daily. They were allowed to visit after two weeks, and when I told them what was happening, they didn't believe me and left me there. One week later, I tried to kill myself to get out of there. In the ambulance ride to the hospital, in a heightened state of stress, trauma, and fear, my brain created two viruses. The first was that no one was ever there to help me or protect me, so I'm on my own forever. The second was that someday I would have "all the money in the world" so I could find my abusers and end them.

These viruses had me disconnect from every human I knew, including friends and especially my parents. I still lived at home, but they were dead to me. This was happening in my 12-year-young brain. My commitment to making money and stepping over others to do it ran me for the next 13 years.

The first step I took to free myself from that virus was to complete a three-day seminar experience called the Landmark Forum in January of 2001. It took one powerful friend to invite me to check out the seminar, and it changed my life. I recommend it to anyone who is interested in discovering their own blind spots and breaking free from them.

Win-Lose does not work for me anymore in my path of helping others or living a happy, joyous, peaceful life. What I've discovered is that there is a different mindset that you can choose to try on, which is called Win-Win.

Win-Win is when you think about what way you can possibly benefit the other person while you are making your decisions and responses to something they said or something they did.

The Highway Scenario

For example, somebody drives quickly in front of you when you're driving. You can choose to create two different stories in your beautiful brain. The first is our automatic Win-Lose, which is: "They cut you off!" and you go right into victim mode as you create that story that is Win-Lose in the beginning, as you get to make them wrong. Then you might make some irrational and unintelligent driving decisions based on how they "made you feel" (another brain virus), which then could cause an accident, and that becomes Lose-Lose.

What if you caught yourself about to choose Win-Lose and interrupted that stuck pattern? What if you chose Win-Win? What if you choose to believe that that person just drove in front of you quickly? Maybe you weren't paying attention. It has happened, and it's okay. Maybe they had an emergency to get to. You can believe they cut you off intentionally to make it about you (Win-Lose), or you can consider that your brain isn't always RIGHT, and maybe something else is happening in reality beyond your eyeballs (Win-Win). YOU get to decide to let it go. You win

because you continue with your day, and they win because they get to continue with their day.

Program Check: Are You Stuck in the Loop?

Where in life are you an automatic Win-Lose? Where in life are you an automatic Win-Win? Was there ever a situation where you were stuck in Win-Lose and someone else helped create Win-Win? Was there ever a situation where you were stuck in Win-Lose and YOU helped create Win-Win?

No worries if you don't have the answers immediately. You'll have them when you have them! Or maybe you'll never have them. What does your brain make that mean? Making yourself wrong for not having the answers is a perfect example of your brain putting you in Win-Lose. If you don't have the answers now, you don't have the answers now. That's all. If your brain gives it more meaning, judges you, and tells you how you should feel, you have shined light on a brain virus! Congratulations. And there is no action that MUST be taken. Your brain may have activated and made you wrong for thinking and feeling the way you do. Now your brain believes it is RIGHT!

What about another situation when an adult yells at a child? That is Win-Lose because the adult gets to be right and the child is made wrong and left diminished and upset. Nothing has furthered about understanding what the child's needs are. Usually, children are displaying behaviors to get attention, be seen or heard, or trying to communicate something to the adult. Next time a child displays a behavior, you can choose to get upset, which is Win-Lose, or you can choose to take a breath and think

about how to create a Win-Win situation.

It is not easy to reprogram a brain comfortably set in its patterns and viruses. The end result of a peaceful brain and an authentic, joyous life full of love is absolutely worth it, in my opinion.

Think of a recent decision that you made that didn't work out the way you wanted/expected it to. What if you got to make the same decision again? Would your brain tell you to act the same or different? If you were to imagine your heart had a mouth, what would it say to you about that possible decision? If your gut had a mouth, what would it say about that possible decision? In my experience, when I respond with my heart, it is Win-Win. Please consider re-reading this. And think about a future decision you will get to make. How can it be Win-Lose? How can it be Win-Win? What will you choose?

3 BRAIN PROGRAM VS BRAIN VIRUS

A Brain Program is something that starts internally. You going to the bathroom is a Brain Program. Your body balancing on two feet and not falling over every single time you stand up is a Brain Program. Your brain's message to your body when it's hungry is a Brain Program. These are all programs that have been installed by our designer so that when we are in balance, we continue to live, survive, and hopefully thrive.

We start out with our foundational Brain Programs and then we pick up new ones along the way. Learning to walk is a Brain Program. If someone unfortunately gets into a car accident, they may have to retrain their brain to learn to walk again. A Brain Program, in my opinion, is a program or procedure that helps you move forward in life.

Brain Viruses: Malicious Code

A Brain Virus is a program that has malicious intent. It is designed to take away your responsibility and power and keeps you weaker than before the virus existed.

People aren't born people pleasers. Something happens throughout their life, and they experience it with their brains

and bodies. The brain, in a heightened state with a reaction to something from the external environment, creates a virus that it mistakenly thinks is a simple program.

Whether you didn't people-please someone in your past and had a negative interaction with them after, or at some point in your past you learned to people-please to protect yourself from someone or a group of people—whatever way it happened, it snuck in and stayed running in the background of your brain.

Morning Startup: Checking the OS

How do you wake up in the morning? Do you wake up in gratitude and think of five people and/or things in your life that you are grateful for? Or does your operating system immediately turn on and yell at you, “Top 10 things to worry about today!!”

If you find a pattern repeating itself in your brain and/or you can only act one way or be one way about something, consider you are stuck with a Brain Virus.

You don't have to believe anything. If you always wash your hands before you use the bathroom and you used to wash your hands after in an NPC manner, consider you now have the ability to choose either one.

Common Viruses: The Top Hit List

Here is a list of Brain Viruses that have stood out to me from people I've met personally:

People Pleasing

“I don't get it” / “I'm confused”

I have to do it right

I don't want to be judged

Looking good

Worrying about things you don't have control over

There are many, many more, and there is nothing wrong with having them.

The Deprogramming Challenge

Now, if you'd like to change these Brain Viruses because you don't feel they benefit you, you get to take action. I've discovered in my life that these Brain Viruses are super challenging to eliminate by yourself, which is why I highly recommend a conversation with somebody that knows you that's going to be honest, truthful, and authentic with you.

You'll need to find somebody in your life that is more interested in your greatness than them looking good. My recommendation is: be aware when you have a Program or Brain Virus that stops you from doing something that would make you happy and make your inner child sing.

Consider that it took a while for this Brain Virus to install and it's been running for a long time, so it might take some time for you to deprogram yourself. And again, there's nothing wrong no matter what your brain tells you.

Right now, be aware of your ongoing continuous dialogue in your brain. Maybe choose a brave way of being and start asking people in your life what they think your Brain Viruses are. What did your brain just say about that? What would your heart say if you asked it?

We all have Brain Programs and Brain Viruses! Is one of yours “being oppositional,” which is a challenge with this chapter? Awesome! Do nothing and keep going.

4 IMMEDIATE OPPOSITION

Did you feel something inside you when you saw the line under the words Immediate Opposition? Were you TRACTIVATED because it was different or didn't fit the pattern your brain created? Welcome to immediate opposition. And you have no say in when it happens. It just does!

The Adaptive Supercomputer

When we are babies, our brains and bodies adapt and learn on a consistently amazing basis. The amount of information that our supercomputer brain is constantly processing, learning, and adapting is incredible. Anything and everything in the environment lends to our programming. And we don't even understand what's really happening, so our brain makes up stories about what happens, and that becomes our truth.

For example, Mom and Dad can be yelling at each other about money. As a child, we create a scarcity mindset because of always hearing money concerns and Mom saying things like, “We can't afford that,” or “That's too much money”. A lot of fear-based information is processed by the child's brain, and we learn to fear things from the adults in our environment. Some take on those fears even though we've never actually had to challenge that fear to see if we are really afraid of it.

Think about what your beliefs were as you were growing up as a little child? Where did you learn your beliefs? Consider your beliefs have all been programmed into you, by yourself or others. As we get older, we don't realize that automatic programming affects our actions and reactions to external stimuli.

The UP/LEFT/STOP Test

If I say UP, you say what? If I say LEFT, you say what? If I say STOP, you say what? Did you respond “down, right, and go accordingly”? Did you say the opposite of each one of my questions, or did you respond the same or with a completely different word?

If you respond like 99% of people usually do (the opposite) then you have Oppositional Defiance Disorder. Congratulations! You're human. Did a voice in your head say “No I don't!” Yahoo! Your inner child is wide awake. LOLLOL. When I do my presentations, I ask these three questions, and 99% of the time I get the same answers all in unison. Human beings are stuck in an initial oppositional pattern in this country.

Where Does the "NO" Come From?

My belief is that as young as we can remember, we are taught the word NO repeatedly by those in charge of us. When a child is about to touch something extremely hot, the parent doesn't usually Pattern Interrupt (Pt 1 - Behavior Mastery) the child to immediately get their attention and then slowly hold their hand while slowly easing it towards the hot item, explaining to them that the closer to it her hand gets, the hotter it becomes. Then the child gets to choose when to take the hand away; in turn, they learn not to go near hot things. That is a Win-Win way to create

a teachable moment. Most of the time, adults are triggered and activated and repeatedly say no multiple times at the child, which could be one reason why being oppositional is ingrained in us from a young age.

With me, it has stayed my entire lifetime. I consistently find myself immediately saying no to things and then, through 20-plus years of training, have taught myself to ask my heart the same question. This has led to me “eating crow” when my brain had me say stupid things that I didn't really feel with my heart. So I try to catch myself and end up saying, “I'm sorry, I didn't mean what I said. I don't know why my brain said that. I actually mean the opposite”. Know anyone who would say something they didn't mean and, instead of immediately correcting what they wanted to say, they stuck with it and double-downed, just to not try to “Look Bad”?

The Driving Lane NPC

When you are driving and you see your exit is two miles on the right-hand side, what do you do? Do you immediately go over into the right-hand lane or do you keep driving until you get to the exit and then go into the lane? Most people's NPC activates, and they go into the right lane without even thinking about it and then sit in traffic for 20 minutes while other cars move over when they are actually near the exit. If that NPC behavior works for you, then 100% choose to do it. Did you know you had a choice?

Did a voice in your head make you right and made all the other drivers passing you wrong? I'm wondering if you are someone who gets in the right lane immediately to continue your NPC

behavior even after reading this. OR will you one day, whilst sitting in the right lane for the next two miles, pull back into the next lane and drive two miles while smiling at all the others waiting in line?

Awareness is Power

You might... now that you are aware of it. The awareness you get when a light is shined on an NPC behavior is truly valuable as a window of opportunity to try a new/different behavior.

Have you ever been driving and you zone out for ten minutes until you realize you're ten miles up the road and you don't even REALLY know how you got there? Do you have to tell your body to move the left leg and the right leg for you to walk, or does it become automatic? If you can become aware of a pattern/virus/trauma, then you can determine if the pattern benefits you or not. Once you become aware of it, then you have the power to choose to change it.

If I ask you the same questions I asked you in the beginning of this chapter right now, how would you respond? If I say UP, you say? If I say LEFT, you say? If I say STOP, you say? Did you say the opposite like you did initially, or did you say the same word or something completely different? If so said the opposite again, no big deal. It's actually perfect as you see that some patterns are really ingrained in our subconscious so much that it will take time until one day you see the stuck pattern.

Once you shine the light on it, you can choose to keep it going or change it... even once just to see what happens... like imagine

one time NOT people-pleasing when someone is trying to take advantage of you, and you actually stood up for yourself and said NO! Try it once, just to see their face... Why not?

If you said words other than the opposite, nicely done. You became aware of a pattern, and now you got to choose to break out of that pattern and make a different choice. You can do that from now on for the rest of your life. Now that you are aware that you are initially oppositional, next time an opportunity comes up and your automatic "NO!" flies out of your mouth, consider taking a step back and saying "YES!" and allow for the limitless possibilities to appear.

Is one of your patterns to read books and take the actions suggested, or is it your pattern to read and procrastinate and make yourself wrong about it? There is no judgment from my end either way. Is there judgment from your end on you? Break one pattern and feel that sensation. You might like it. It could be the best feeling you have all day! I believe in you.

The Uncomfortable Truth About Change

Quick chicken (check-in) with you... is this weird? Are you uncomfortable? Whether you are or you aren't, your brain is activating your body as new ways arise, and neurons are firing in your brain. Where you are and how you feel is perfect. Even if your brain says differently. The brain and body are oppositional to change... initially.

Have you ever started a physical fitness routine at a gym, and for the first two weeks it's uncomfortable to change your patterns,

get to the gym, and move your body in ways that you haven't for a long time? Then two months go by, and you are in a groove, you feel amazing, you're seeing positive changes in your body, and then you get sick, and it's uncomfortable for you to not have gone to the gym for three days. That's the body for you. Going through this book is going to make you feel uncomfortable. That is when you know you can either try to push through, or put the book down and let your brain and body process what you just read. There's no right or wrong way to read this. Feel free to skip around to different parts, as that is how I created this book in the first place.

5 BEING RIGHT OR BEING HAPPY

Do you like to be wrong?

What do you like to be wrong about?

Do you like to be right?

Which do you prefer: Being right or being wrong?

Do you know why?

I didn't for a long, long time. Although I still loved being right to the point that it cost me relationships with friends. Did you have an adult in your life that loved being right even when they knew they were wrong? Did they say something knowing that they were wrong but almost went to their grave doubling down on that one thing?

Dopamine: The Internal Drug Dealer

Have you heard of dopamine? It's a magical chemical in our body that drives us and fuels us and makes us feel good immediately. We have other chemicals in our body like dopamine, serotonin, and endorphins that have similar effects depending on different situations. We feed off these chemicals and get motivated or not with or without them. I know that I love my dopamine, and I get that when I play my video game and I beat a boss after 32 tries (I don't quit often) or get laughs from someone from the audience.

On the few occasions I've gotten a standing ovation, my dopamine levels were through the roof, and my inner child was screaming with joy because my inner child needs to be seen a lot more than an average person.

The Math Problem Test

Math problem time! I want you to notice how you feel after you solve it. Did a voice in your head already make up a story about the math problem? Isn't it interesting how we get activated so quickly when in reality there's nothing wrong. Ready? Here we go!

$$2+2=?$$

Did you say four? Amazing! Give yourself a high five! Pat yourself on the back! Give yourself a hug! Do you still feel wonderful, or did a voice in your head kick on and put you down by telling you that was an easy math problem and you shouldn't feel as happy as you feel? I have a voice in my head like that. It sounds a lot like my mother.

Speaking of my mother, she is a powerful and unstoppable human being when she puts her brain towards a task. Unfortunately for me, love, compassion, and attention were not something that she grew up with in her household in Israel. Growing up as a child myself, I would see her fight with my grandparents as the stress levels increased! I would rarely get hugged, and the concept of saying "I love you" did not exist.

I've learned through my travels that there are people in life that

have trauma and have unknowingly shut off their hearts due to many reasons, some of them as simple as the more open your heart is, the more you can possibly get hurt. My mother and father are perfect examples of NPC humans... and it's not their fault! How can you blame human beings who at 17 years young must go into the military for three years while under constant fear of attack from enemies all around?

Choosing Dopamine Over Connection

I discovered that being right was one of the few ways my mother could actually feel. It didn't matter about what! And in the Landmark Forum, I realized that I was being right and making them wrong about how they were supposed to be. I wanted the Bradys and in that seminar I realized I had the Bundys. End of story.

When I realized how much I was making them wrong for not being who I had expected them to be (Expectations are coming up and they are a doozy), I went to their house after the seminar at 11:00 PM at night on a Sunday and cried and sobbed and apologized to them for treating them the way that I had.

I realized something extremely important that still to this day has a huge effect on my daily life: When you make someone wrong, you cut off love. When you make someone wrong, you're choosing your dopamine over connection with a human being. We are our own drug dealers, and we get high on our own supply. From that point, I realized I would rather have love than dopamine more

often. Don't get me wrong! I love to be right, and I am all the time, and I'm positive about it! LOL

Next time that you make somebody wrong and you are right about it, AFTER the situation has happened and you fed yourself your dopamine drug for the moment, consider did that high make the disconnection from the human being that you got high off of worth it? If it did, then rock on and be right about them and get that dopamine. I'm serious. Why not? But if being right is costing you happiness, then consider choosing something different just one time to see if it's better.

Are you making me wrong? Are you being right about making me wrong? Well, you're right!

Seriously though... being right is a horrible brain virus that isn't your fault for having. The planet has it. Is the cost of being right worth it?

The Will Smith Example

During a recent UnProfessional development in-service, I shared a powerful video by Will Smith (pre-Chris Rock assault) about fear that he made over a decade ago. Search "Will Smith on Skydiving - Fear" on Youtube to watch the video.

Most people appreciated the message and laughed along with the video. But one person got to choose to ruin the next 85 minutes of their morning by making me wrong for playing the video because he assaulted Chris Rock a decade later. I 100% took Chris's side (like it mattered to anyone including Chris) and he got the bully

(Will) back in his next comedy special. Some bully with hands. Some with words.

It's obvious he has trauma. We all do. If you don't think you do, then how is your life going? Are you madly in love? Are you making a living doing something you are insanely passionate about? No? Maybe consider your hidden trauma is getting in your way and your pity parties move you deeper into anger and sadness.

Many people make mistakes in life, including the traumatized human who was so triggered/activated by the video that I played, they powerfully chose to be right and spend the next 85 minutes talking to themselves and completely not allowing themselves to laugh, stretch, or dive into their heart to see that they are stuck in a dopamine loop that they'll never get out of without help. I hope that person found help and a path to happiness. I wonder how many people they told at the school after? I wonder if they are still mad at me? I wonder if every time they hear any Will Smith song, they don't go into a sadness/rage experience?

6 I WONDER WHAT MY NEXT THOUGHT WILL BE

I want you to try something with me. All you have to do is ask your brain one question. When you see the question in quotes below, try not to let your brain activate and start thinking. Try to quickly ask yourself the question and then wait to see what happens. Ready?

“I wonder what my next thought will be?”

What happened? What did you notice? Did all the voices in your head go silent? That's what happens for me. If it didn't happen for you, then skip this chapter and come back to it another day. Seriously! Today may be a day where you have a lot of chatter happening and a lot going on, which may mean that you need to get some things handled. Or try it again...

For me, the voices in my head go quiet. It is super peaceful, and I enjoy the few seconds that it lasts. The gift in being able to do this is that you will have an opportunity for your voices in your head to be quiet, so you'll have just enough time to take a breath or two or three and get you out of your body's fight, flight, freeze, or fawn state that it was activated/triggered into.

Think of the last time you reacted in a heightened state, and you still think about it and regret your action. Imagine if you knew this one brain hack then? Well, you know it now! Rejoice!

When you asked yourself the question and the voices in your head went quiet, how did you feel? If you don't remember, then ask yourself again.

“I wonder what my next thought will be?”

Transferring Focus to the Heart

I think it's absolutely magical how it works. My interpretation is that the brain is not designed for wonder. The brain is designed to prove you right, keep you safe, and get you to procreate. When things like wonder are introduced, then the brain transfers that message to where wonder lives, the heart.

I wonder what I'll have for breakfast?

I wonder what amazing person I'll meet next in my life?

All these questions exist in the heart. So next time you want to shut the voices off in your brain for a moment, ask yourself the question “I wonder what my next thought will be?”, step into the opportunity your quieted brain gave you, take two breaths, and now your heart is ACTIVATED for you to use it as a resource. Ask your heart what to do and see if it's different from what your brain says.

7 THE BODY'S DECISION MAKERS

In 1993, Dr. Andrew Armour, a Canadian scientist, discovered that the heart has its own internal intrinsic intelligence system. Try saying that three times! He named it “the little brain”. The heart sends more messages to the brain than the brain does to the heart. You know you've made decisions with your brain. Have you made decisions with your heart? Have you made decisions with any other parts of your body? Know any men that make decisions with a certain body part in the center of their body? That's right! Their stomachs! What did THAT inappropriate and fun voice in your head say to you instead?

The Three Decision Makers

Consider that you are using only one of your three decision makers. Confused? I was too. That's your first decision maker, your brain! Think about what happens when you have a thought, read a text, or hear someone's words. Your brain processes the information and then gets ready for an action/decision. I have learned that we have at least three decision makers in our body. The main ones are the brain, the heart, and the gut.

Brain vs. Heart Response: The Classroom Example

Think about a child that craves attention and adult reactions. That

child looks at a teacher and says, “I don't love you!”. A teacher could hear those words and then immediately hear her brain say something unproductive like “How dare that child say that!”. Some teachers would respond immediately by getting upset or even worse. Her brain could remember a past experience when someone said something similar, and then the brain reverts into past emotions, and she reacts like she did back then. Until that teacher works through her experience and leaves it in the past, it will always be in her future.

A teacher who understands their body and knows they have multiple decision makers can choose to move their mind (area of focus) into their heart. When they hear their heart say, “You know he loves you. He cries when you leave the room! He's trying to get your attention again! I wonder why he needs more attention today?”. Then they can make their decision based on if she wants the outcome to be Win-Lose by reacting from the brain or Win-Win by responding with their heart.

How would you react if your own child did this? How would you react before being introduced to the three-decision maker concept? How would you react moving forward if you wanted your life to be more joyful and upset-free?

Try asking all three decision makers now what they think about what you just read. My brain rolled its eyes at me. That's why I make many more decisions by looking at what my heart and gut agree with, especially when they disagree with my brain!

P.S. Knowing how the brain works, I humbly ask you to read this

chapter again, now knowing what you know and see if the chapter feels different. I choose being bold. What way of being could you choose before re-reading this chapter?

8 BREATHWORK

Do you know that it is important to breathe? Is that a silly question? Of course, you do! How do you breathe regularly? Do you breathe in through your mouth and out through your mouth? Do you breathe in through your nose and out through your mouth? Try to take a moment for yourself and check in with yourself about how you breathe. Do you feel you are a deep breather or a shallow breather?

Let's take a test and see what kind of breather you really are. Do you have a moment to check in on how you breathe, or did you notice your brain telling you something different? Mine often says "You can do it later. You'll remember." I rarely remember, so I've learned to notice when my brain does that to me and either do it in the moment or put it on my phone's calendar so there is a chance! What did your brain say to you?

The Big Belly Breathing Test

Ready? Place one hand on your chest and one hand on your stomach. Take three deep breaths in and out slowly and notice if your shoulders and chest rise up and down when you breathe, or your stomach goes in and out when you breathe, OR a combination of both.

Now take both of your hands and put them on your belly and take a deep breath in intentionally using your stomach muscles (yes, you have them). Try breathing in for four seconds and out for four seconds three times. This is called Big Belly Breathing. How do you feel after taking three breaths? Do you feel the slightest bit more relaxed? If you do, consider taking three more breaths for yourself right now or any moment throughout the day.

The challenge in life is that we get busy and distracted by external situations, and we don't schedule time for ourselves. I offer you an opportunity to pause reading this book, go into your phone's calendar, and put in a reminder to breathe and have it repeat seven days a week. I know this may sound silly, but many people I meet have brains that tell them that they don't have to write things down and they'll remember, and if they ask their heart they would know they won't remember. This is just the brain's way to sabotage you from getting into your body and into your heart instead of staying there and feeding your addiction to being right.

Advanced Breathing Techniques

Cold breathing - Put your tongue behind your bottom teeth. Breathe in like you're sucking air through a straw. What sensation do you feel? Do you feel a cooling sensation as you breathe in? If you do, then you did cold breathing correctly. Cold breathing is one way to trick your body into calming itself down when you are in a state of fight, flight, freeze, or fawn.

Fire breathing - Place your hand over your mouth and take a deep breath in and out with your nose only. Try breathing in four seconds and then out four seconds deeply. The second part of

the fire breathing is when you breathe in and out quickly with your nose only. As you blow air out of your nose, your body will automatically suck air in. Now let's put it all together. Hand over your mouth, breathe deeply in and out three times. Then start breathing in and out quickly with your nose only for ten seconds and try not to give up. Then after ten seconds take the deepest breath that you can and breathe out and then be present to how you feel. Do you feel a little loopy? Do you feel like you just left a Cypress Hill or Willie Nelson concert? That is the beauty of breath work.

Wim HOF breathing - Wim Hof is an amazing man known as the Iceman who shows people how to climb Mount Everest in only their shorts with the power of breath work. I highly recommend looking him up online and trying the breath work with the videos that he has. With this type of breathing, you are breathing in and out deeply for 30 seconds and then as you breathe out you hold your breath for as long as you can. You are better off going online and watching his videos to get specifics.

Jellyfish breathing - With your hands at your side, take a big breath with your belly for two seconds and raise your hands 45 degrees out. Now breathe out and drop your hands. That is part one of three. Part Two: breathe in and raise your hands like your body is an X shape and breathe in for a full four seconds using your entire belly and part of your chest and lungs. Now breathe out and drop your hands for four seconds. Lastly, breathe in for a full six seconds and have your hands go all the way up in the air as you try to inhale and open up your lungs deeply as much as you can. Then breathe out for six seconds. That six-second in and out

breath is the full jellyfish breathing. Now try this in your chair or running around the room like you are a jellyfish getting chased by Spongebob.

There are many different types of breath work, and I invite you to try one or all of these and then look up more to learn about them and how you can help your body and feel wonderful.

9 CREATING EXPECTATIONS

Have you ever created an expectation for another human being, never shared the expectation with them, and when they didn't fulfill the expectation that they didn't know anything about, who were you immediately activated or triggered to get upset at? Does that make sense if you actually thought about it with your heart?

Do you have people in your life that have created expectations for you that have nothing to do with your goals, wants, or dreams? Creating expectations is an NPC Program that doesn't make sense, and it creates upset, sadness, and frustration in ourselves every time we do it.

A regular computer does not create expectations; it would just respond and react to whatever problem comes at it, living in the moment and being in the now. We, however, as human beings want to try to feel safe, so we try to predict the future, thus creating expectations.

The problem is that the expectations that we create for other people are rarely ever shared with that other person, and then for some reason, when that other person (who is completely unaware of the expectation put on them by us) does not fulfill that expectation, then for some reason we think it's okay and makes sense to be upset at them.

Put yourself in the opposite situation. Imagine somebody else

being upset at you because you didn't do something that they wanted you to do in their brain... that they never told you about! It's amazing how often that virus runs in our subconscious. It's continuous and it sucks away our happiness and joy because we have been programmed to truly believe that our expectations are real and significant. We believe that expectations should be fulfilled, and when they're not, it's everything and everyone else's fault but our own.

That is NPC programming. And when we combine the brain virus of “creating expectations” with the brain virus of “not taking responsibility for our own thoughts,” a human gets to sllllludge through life blaming everyone and everything and choosing to be a victim in every aspect of life. I knew people like that and successfully removed them from my life. Do you know someone like that?

Back to reality... WE are the only ones at blame for our upset because WE created those expectations.

Happiness = Life - Expectations

The Unspoken Text Message Expectation

Have you texted someone and didn't tell them how much time they had to respond back to you? Then they don't respond in the time you created in your brain that they should, and you start making up stories about them and why they haven't texted you back yet? You get mad at them because you think they are doing something to you. They aren't. You are. You are upsetting you.

Does this sound familiar? Think about a famous person that you do not like. What don't you like about them? How should they be? Why should they be that way? If you're saying they should be that way because of an opinion that you have, then those are your expectations put on that person by you that is not in reality, only your brain.

Traffic and the "Should" Alert

What about an expectation for a situation that you do not have control of, like traffic? Do you leave the same time every single day for work and then when there's traffic you are upset at “traffic”? Isn't that kinda silly?

What if instead of chancing being late and upset, try on this different brainset: “I could leave 15 minutes early every single day just to ensure that I'll get to work on time. And if I get to work on time, I'll have 15 minutes to spare. Then I can listen to some music or relax in my car or get myself a cup of coffee.” That 15 minutes is not going to make a difference to the amount of quality sleep you get, and it won't make a difference if we wake up 15 minutes earlier. However, we create an expectation that there shouldn't be any traffic, and then once there's traffic because somebody got injured in an accident, we are upset at everything else when we're the only ones at fault. And if this sounds like an idea you want to try, set your alarm clock 15 minutes early right now on your phone. If you DON'T immediately set your alarm clock 15 minutes early this very moment, it's okay and consider you have another hidden virus stopping you from taking this beneficial action. Back to expectations! Did you expect me to stay on track? Notice as you read this book what emotions come up for you, sometimes

out of nowhere! You'll be introduced to new viruses and patterns as your brain processes the words written in this book. Some may be in this book, and they may resonate with you. Everyone self-programs differently. Some may surface from inside of you when your brain gets triggered. There is a chapter on the current education system's horrible handling of bullying in schools. If you were bullied or were a bully, you may have a hidden virus emerge. I was and am always triggered when I see someone getting bullied, in real life or on a screen. There is nothing to do and nothing is wrong. Becoming self-aware is the first step.

The Should/Could Deletion Tool

Just in case we have done a disservice to every single person that we know and every single situation that exists when we put expectations on it, we also put expectations on ourselves and drive ourselves crazy when we don't fulfill our own expectations. Do you create an expectation that you should know how to get in the exact shape that you want to be and get mad at yourself when you can't do it? Have you ever created an expectation for your children that they should follow your directions because (insert whatever story you made up...for example "I'm the adult...I know what's best for them...They should...blah blah blah". How is that working for you? Do you get upset and they still do whatever they want and smile and laugh? Consider they don't follow your directions because they don't want to and they benefit more from doing whatever they like. You may have yet to discover how to get them to change their behaviors because THEY want to.

An easy way to catch yourself when you create an expectation is to be aware and put what I call a mental alert like a Google alert

in your brain when you hear yourself say the word should. The second that you say "he should be this way" or "this situation should be this way" or anything in the realm of should, just get that you created an expectation not based in reality and only exists in your brain, and that completely set you up for upset. The good thing about these expectations is that when you actually become aware when you create them then you finally have the power to make a choice and choose to change your expectations. The way to clean this virus is to replace the word should with could. "He should be this way" is now "he could be this way" and also he could not be this way. AND you letting people know what your expectations are is the only way that they can fulfill them. One more thing...consider giving up the concept of having control over anything else other than yourself. That will help clean the virus of expectations and allow you access to happiness!

The N.I.C.E. Process

Another tool to use when you're done being upset is consider looking inward and being NICE to yourself.

"N" stands for Notice. Notice in the moment if you are feeling any way you don't want to, or after when you got upset. Just be aware. Some people aren't present to half of the things that happen to them during the day. If you get triggered and are aware of the way you feel and say "I just got upset," N is achieved. You noticed. Many don't.

"I" stands for Investigate. Investigate what expectation you created for that person, place, situation, or YOURSELF and ask yourself two questions: Does this expectation benefit me? How is

this working for me? If you find that creating this expectation and feeling this way benefits and works for you, then do it. If you find that creating this expectation does not benefit you and does not work for you, then consider a Change.

“C” and “E” stand for Change the Expectation. Change the expectation in your brain just to play it as a game. No one will know you did it. Try it. What could you lose? You can totally create that expectation again and have it stay with you for the rest of your life. And what would happen if you changed the expectation? Would that not only bring you back to joy and happiness, it would also reconnect you with that person that you might have disconnected from because of your beautiful brain and what it does.

Let's review.

Be NICE to Yourself.

Notice when you were not in full happiness and joy.

Investigate what expectation you created for this person, place, situation, or YOURSELF.

Change the Expectation by changing the SHOULD to a COULD and notice how you feel.

Then step into that new expectation.

Expectation Exercise

Try it now. Think of a human being that you have an expectation for. Out loud, say their FIRST NAME should expectation you created for them. Give the feeling you feel when you say that name: Upset, sadness, frustration... pick one of them or pick your own feeling. Out loud, say their FIRST NAME could expectation you created for them. Notice how you feel? Do you feel heavier or

lighter? Did you feel a weight lift off your chest and/or shoulders? Wasn't it wonderful? Do you know what that sensation was? It was YOU finally removing the heavy burden YOU put on yourself when your brain unknowingly created the expectation instead of choosing to be okay with reality. YOU did that... and YOU released it. This is your power if you choose to be responsible. Did I just use the R-word! Be responsible... NOOOOOOOOOOOOO!

10 TAKING RESPONSIBILITY

I was watching a documentary about a 15-year-old boy who wanted to become a scientist. He got bitten by a radioactive spider and started shooting webbing out of his hands! OK, the movie was Spiderman.

With Great Power Comes Great Responsibility

If you've watched any of the Spiderman movies, there is a famous line that is said each time a main character dies: "With great power comes great responsibility". That has become such an important part of the challenge of staying in your heart as opposed to becoming more and more an NPC. Since we are brought up to believe that other people make us upset, we don't have a true grasp of our power. We have been trained to alleviate ourselves of the responsibilities of our own happiness and put that on others. I believe you get to choose how much power you have in your life, and it is all based on how much responsibility you choose for your life.

The Responsibility Check-In

If you went to a personal trainer or nutritionist and they gave you a program that you should follow, when you didn't follow it did you blame them and remove all responsibility from yourself, or did you make choices to hinder you from reaching your goals? Think about areas in your life that you have chosen not to be

responsible for. It could be your health. It could be relationships. It could be your job or career. Are you miserable at your job because you gave the responsibility of your career to the people in your environment instead of being bold and brave and taking on the career that truly made a difference for you? Are you in a relationship right now that you don't want to be in because you decided to marry someone that others wanted you to marry instead of looking somewhere else for someone who you truly connect with? And don't worry, you don't have to make any changes now. The seed has just been planted. Hopefully one day you'll start taking responsibility for those areas of your life and start making choices or decisions that lead you to more happiness and less of other people being right about what's best for you.

11 POLITICAL CORRECTNESS

Let's have a conversation about political correctness. I completely dislike that concept myself personally because it has the word politics in it, and I don't get involved with anything having to do with politics and other popularity contests. That simply is my opinion.

I understand that as a society we are learning to be more loving, caring, and considerate of other people. However, the problem lies in that every three to five or so years we learn that new types of politically correct terms arise. The problem is that the people that fit the description of the new politically correct term CHOOSE to get offended when those that don't agree or accept them are now putting their thoughts and feelings in the laps of others. I am a loving human being, and I believe that anybody can do whatever they want as long as it doesn't hurt others.

Expectations vs. Reality of Acceptance

For example, if you are a person who has a different gender identity other than heterosexual, people are still learning that this is okay and now being slowly accepted into society. If you create an expectation that all of the sudden other people will be respectful of you, then you are going to get upset and put the responsibility and the blame on others.

We are humans. We are learning. We are evolving. It simply won't

happen in the timeframe you created in your brain because your brain is in a different world than reality. There are also humans that have been alive a lot longer than you, and they're set in their ways. Nothing will change them. We can only change ourselves. Have you ever had somebody try to convince you to change your beliefs or opinions? How did that work out?

The way to truly have joy and happiness on our planet is to continuously teach future generations of children that there is a different way to be and that respecting other people's opinions is a noble way of being a human being.

The NPC Society Program

"Society" wants political correctness, and we want people to change, but we want them to change themselves and their beliefs at our pace instead of their pace. I believe "Society" is an NPC concept designed to make NPC humans feel connected to others if they don't fully access love.

If all you want is people to be more understanding of each other and be more accepting of each other, then keep teaching children how to love each other and love other people and wait for the people that are set in their ways to die. It might take 10-30 years. It's not going to be on your time frame, and it will happen as long as we keep working together. Educate our youth and wait for old mindsets to disappear.

The challenging part is that more and more disrupters that don't

buy into the PC silliness arise—like the creators of South Park, Family Guy, and stand-up comedians like Ben Bankas—who make fun of the things that sensitive, irresponsible people want to disappear because they weren't taught that nothing and no one upsets them since they are the ones who choose to get upset without being responsible for it. Be upset. Then change your way of being to something that actually benefits you. Axl Rose said it best: "All you need is a little patience."

12 HUMAN BEING?

We are human beings, not human doings. When we make a decision, whether reactionary or thought out, the decisions are made from information the brain brings up from our past. This means that a human can become stuck in their automatic patterns and decision making without considering an all-out different decision possible.

Choosing Your Way of Being

This is where ways of being come in to help move life forward. Think of a situation in your life that you have made a decision about: "Do I do this or do I do that?" or "Do I take action or not?". What way of being were you being without even thinking about it? Did this way of being benefit you? Being in the past keeps humans stuck.

Consider choosing a way of being that actually benefits you. And you can pick one that inspires you. Instead of being indecisive, you can choose to be confident and then think to yourself, what would a confident person do in this situation? If being confident doesn't light you up, keep trying on with other ways of being until one hits for you and you feel a spark inside.

I choose being bold!

13 COMFORT ZONE

When we talk about comfort zones, what do you think in your head? Write down or think of five words that relate to your comfort zone... Did considering actually doing my request make you uncomfortable? Did blowing it off make you comfortable? You realize this is all happening inside your skull and body, and it doesn't change how we make ourselves feel... ain't this meat machine we reside in so interesting?

A comfort zone is what is designed by our brain, mind, and our inner child to have us be as secure and safe as possible. Some components of your comfort zone could be looking good, being in control, being right, and/or being safe.

Looking Good (And Avoiding Judgment)

Human beings have this desire to look good in front of other people. We want to look good in front of our family members, and we want to look good in front of our friends. The interesting part is that most people would rather look good in a room full of strangers that they're never going to see ever again than only caring about looking good in front of the people that actually know them.

If I asked you to raise your hand if you care about looking good, what would your response be? Now what if I ask the same question and you were in a room full of people? Would you raise

your hand or would you keep it down? The people that would really be concerned about looking good the most wouldn't raise their hand in a group of people because they don't want to be judged.

People spend their lives working at jobs they hate and doing things that they don't want to do because they are afraid of being judged and want to look good in front of people like their parents and friends who created expectations for them... in THEIR brains. Their parents may not even be here on this planet anymore, and they still are worried about looking good. If you try to avoid being judged, then you are going to have an impossible task. Everybody judges everybody from the moment they meet them, and they're judging each other when they are not even around each other to their friends. That's just the way that we are. You are being judged by someone right now!

Consider what you're NOT taking on because you are afraid of being judged is actually you getting in your own way of happiness. JP Sears has an amazing Ted Talk about being weird. It is very powerful, and he talks about why people have been trained to pretend to be who others want us to be... without even asking them. I'll say this in a different way: **We pretend to be the person that we THINK someone else wants us to be...** instead of being yourself! Imagine if you actually asked your significant other how they wanted you to really be instead of inauthentically pretending to not be your true self... yes... even THAT part of you.

The Illusion of Control

If I asked you if you like to be in control, what would your

response be? What do you like to be in control of? Now here's the real question... what are you really in control of? Are you even in control of yourself? Is your brain answering all these and being right about it?

Do you do every single thing that you commit yourself to doing and be your word and be in integrity, or do you also break your own word occasionally? There's nothing wrong or right about it. It is just what it is to be a human. You telling yourself you shouldn't lie or you should be able to do something that you haven't done yet is all the same control BS that your brain is feeding you.

Consider that while you're trying to control things, you don't take actions that benefit you. Try on there is no such thing as control. Control is not real... it's in the brain. Trusting that things will go the way that they're going to go is the best way to be free from that AND take actions to get out of your comfort zone.

Also consider this... if you made a list of everything that could go wrong that you worry about, what percentage does that actually happen? Melanie Greenberg, author of *The Stress-Proof Brain*, says about 85% of the things people worry about never happen. If worrying a lot benefits you somehow, feel free to continue. If wiping and cleaning over and over give you some illusion of control, then go at it. And if you now believe worrying does not benefit you, give over that control is just a WORD and let it go.

Your brain will try to control you by trying to convince you there is something to control, and you can't control it. Ask yourself "I wonder what my next thought will be", take two deep breaths in

and out. Let the universe guide you to your purpose. Welcome to temporary relief from our ego. Even a breather or two is nice.

Being Safe

The most important thing for the body is to stay alive and be safe. This is also factored into your inner child that may have had some sort of trauma when it didn't understand something in the environment. That inner child mixed with the mind and brain creates stories about how unsafe you may be in certain situations and just wants you to stay in your house with the doors locked and the lights off.

Consider that you're always safe. Think about how many minutes, hours, days, months, and years of your life went by when you WERE safe. If events in your life happened that were traumatic, think about the actual amount of time of that event and compare it to the vast time you were safe. If you consider the facts, consider you may have been safe a lot longer than you thought... or not. I don't know your life. Safe is a state of mind more than a physical response to fear. Will Smith has a great video on YouTube about fear and skydiving that will have you see a unique perspective on fear... from an open airplane door!

Being Right (The Biggest Comfort Zone Culprit)

Another comfort zone culprit to think about is the one that human beings love the most. Human beings love to be right. Do you? Do you like to be wrong? Do you like to be right? Does it matter what? Or do you just want to be right? Do you know why it's important for you to be right?

Why we crave being right is because when we feel we are right, our brain releases dopamine, oxytocin, endorphins, and serotonin into our body. It is an immediate gratification response, and if you don't believe me then be right that I'm lying to you and then check in to see how you feel. We are our own drug dealers. And we get high on our own supply.

Have you ever thought of the consequences of being right? Think about a time in your life that was traumatic that you were right about something, and then think about after you were right, what was the cost? Has a relationship ended? Was trust broken? Was there upset from you or someone else? When you choose to be right and make someone else wrong, in that moment that you are doing it, the energetic connection between the two human beings is severed.

Think about a person from your past, whether they are a platonic, family, or friendship relationship. Did you love spending time with them when things were wonderful? Why don't you speak to them anymore? Could it be that you don't speak because of a need to be right about something from your end or theirs? By the way, it's 100% OK that you chose being right over your relationship as you didn't know what you were doing at the time. This is an opportunity for you to reach out to that person and apologize and ask them to meet you.

Next time you are given the opportunity to step out of your comfort zone, consider choosing a way of being brave and trying on that thing in real life... reality is a much more beautiful place than the mind. And regret is horrible! If this chapter calls to

you and you feel emotions coming up, don't be the typical asleep human and wait until someone in your life passes or something horrible happens for you to make up a story about "Now is the time to get out of my comfort zone and take on your life!" TAKE THAT ACTION NOW!!!! NOW!!!! NOW!!!!

14 BEING / NOT BEING HEARD

Imagine that you are in a conference setting and the room has 500 people in it. You happen to be sitting at one of the corners and someone from across the room is talking after they were called upon by the speaker. What if you couldn't hear the person from across the room? What would you do about it? What are your options?

Taking Action to Be Heard

You could raise your hand or shout, "I can't hear you! Can you speak louder?" and that would let the person know that someone couldn't hear them. Another option could be to create a story in your brain that the person across the room should know that YOU can't hear them and they should know that they should speak louder, and when they don't, then it's their fault and YOU get upset and don't get to hear them.

If you have the TV on in front of you and the volume is too low, do YOU sit there and get mad at the TV for not knowing how loud you want it to be, or do you raise the volume using the controller? You use the controller as you take action. Consider taking an action next time that a situation similar to this comes up.

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Imagine how many people around you are thinking the same thing and they are not brave like you and won't say anything. You letting that person across the room know that you can't hear them will help them provide their information for everyone around you because you spoke up. Good for you.

The Peanut Butter and Jelly Experiment

In addition to my own work in early childhood, I also worked within an organization called My Life My Power. The founder, Daniel Puder, is an amazing human being and has a similar

perspective with me on how to help provide value for students grade six and up and the adults in their lives instead of telling them what to believe and do.

One of the experiences that we run has the students partner up. We have one student be Peanut Butter and the other be Jelly. Peanut Butter (PB) is instructed to repeatedly ask Jelly the same question for one minute. The first question is "What's your vision?" The response can be anything Jelly wants to say about having a vision for their life. For example, "What's your vision?" is asked by PB and Jelly responds "To make a lot of money". PB asks again "What's your vision?" and Jelly responds "To travel around the world!" PB asks them again and again as Jelly gives a different answer and does some good mental searching to find these answers until one minute is up. We repeat that with other powerful questions like "What are your greatest gifts?" and so on.

The interesting part is when we switch, and the other partner starts asking the same question, they are coached a little differently. Jelly is coached when they ask the question "What's your vision?" to PB, PB was instructed to immediately start ignoring PB. We coach them to take out their phones or start walking away as they ignore PB as PB is trying to tell them about their visions for their life. Most people, when ignored once or twice, stop telling the other person what their vision is. It's like they created an expectation of how the other person was going to respond, and when they responded differently, they unknowingly chose to stop sharing their vision.

The Unstoppable Daniel Puder

After this is done, Daniel then demonstrates what he would do when he was asked what his visions are for his life. One student asked Daniel "What's your vision?" and started to ignore Daniel by turning away. Daniel ran around to the other side and stood in front of him and told him "I want to shift the education system in this country!". The student then asked him again "What's your vision?" and started walking away even faster. Daniel sprang around again and the student bent down to try to ignore him. Daniel sprawled and dropped to the ground, rolled over and looked up at the student and Daniel said "my vision is to bring value to everyone I meet."

When the teachable moment presented itself, Daniel asked, "What are you willing to do to make sure that other people know what your visions for your life are? Are you going to stop once people ignore you? Do you know how many people didn't believe in my vision? And I was a WWE superstar and an undefeated pro MMA fighter."

The moral of this story for YOU is, if you want to hear someone else's words, thoughts, or visions, then it's up to you to take action for it to happen. They may not know they aren't being heard. And if you have a vision, dream, or goal in your life and you want to share it with the world, expect to be ignored by some. Just because some won't be interested doesn't mean that others won't. Hall of Fame Hockey Icon Wayne Gretzky said it best: "You miss every

shot you don't take." Think about that one.

Moving forward, will you let your brain suppress your voice, vision for your life, and dreams, or will you be unstoppable with your words and heart? how many people around you are thinking the same thing and they are not brave like you and won't say anything. You letting that person across the room know that you can't hear them will help them provide their information for everyone around you because you spoke up. Good for you.

The Peanut Butter and Jelly Experiment

In addition to my own work in early childhood, I also worked within an organization called My Life My Power. The founder, Daniel Puder, is an amazing human being and has a similar perspective with me on how to help provide value for students grade six and up and the adults in their lives instead of telling them what to believe and do.

One of the experiences that we run has the students partner up. We have one student be Peanut Butter and the other be Jelly. Peanut Butter (PB) is instructed to repeatedly ask Jelly the same question for one minute. The first question is "What's your vision?" The response can be anything Jelly wants to say about having a vision for their life. For example, "What's your vision?" is asked by PB and Jelly responds "To make a lot of money". PB asks again "What's your vision?" and Jelly responds "To travel around the world!" PB asks them again and again as Jelly gives a different answer and does some good mental searching to find

these answers until one minute is up. We repeat that with other powerful questions like "What are your greatest gifts?" and so on.

The interesting part is when we switch, and the other partner starts asking the same question, they are coached a little differently. Jelly is coached when they ask the question "What's your vision?" to PB, PB was instructed to immediately start ignoring PB. We coach them to take out their phones or start walking away as they ignore PB as PB is trying to tell them about their visions for their life. Most people, when ignored once or twice, stop telling the other person what their vision is. It's like they created an expectation of how the other person was going to respond, and when they responded differently, they unknowingly chose to stop sharing their vision.

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Moving forward, will you let your brain suppress your voice, vision for your life, and dreams, or will you be unstoppable with your words and heart?

15 ENERGY

This chapter is about my experience starting back in 2001 when I met my first love, Meg. She introduced me to the world of energy and everything outside of this dimension. She is an intuitive empath, an amazing massage therapist, and one of the sweetest and most wonderful women that I've ever met, alongside her mom, my mum... We had our first pet cat together, and she is now in a beautiful loving relationship with an amazing man living in Canada... BRRRR.

Her energy and meeting my reiki master at a networking meeting was what had me really understand the first step into what I now call future science.

The Reiki Journey

Meg and I took a level one reiki class together. I was skeptical going in, and I trusted Meg. The experience was interesting, to say the least. Before I took the level one class, I went to a reiki share where you would lay down on the table, and people would put their hands over you, and you would feel different sensations. Some people's hands would become blazing hot while others would be cool like air conditioning. This peaked my interest, and I signed up for the level one reiki class where I started to understand how energy flowed.

At the end of level one class, the reiki master gives you an

attunement. My reiki master created symbols of energy over my forehead, and that energy went into me. It felt like an unlocking of a door in my mind and right into my third eye. Level 2 Reiki was what sold me 100%.

This was when we learned how to send energy to anyone on the planet. Energy is super-fast. Think how fast light is. Light is energy and can travel around the planet in a microsecond. Notice if your brain is talking at you while you read this. Light is real. Energy is real. The wind is real. We can't see some things, yet we feel them.

We were asked to bring pictures of people in our lives. We exchanged the pictures with other people in the workshop. I got a picture of a gentleman who looked about 60 years young. We were also asked to bring in pillows or teddy bears to use during the workshop. I was instructed to put my hands over the pillow, which I was using as a proxy, and started thinking about him and breathing deeply. Soon I felt the pillow start to rise and fall like it was really taking big breaths.

Not understanding what I was feeling, I peeked out of my right eye to see if someone was moving the pillow or maybe I was subconsciously moving it. It wasn't moving. It felt like it was moving, and it wasn't moving according to my eyes.

I then took a breath and closed my eyes and focused on the guy's picture again, and all of the sudden, the pillow felt like it was taking deep and challenging breaths again. I opened my eyes when we were told that the exercise was over, and when it was my

opportunity to share, I mentioned that I felt that it was a person or the pillow was trying to breathe in deeply. The person that gave me his picture said, "That's my uncle. He is having a major challenge with emphysema right now." My jaw dropped. I picked it up. Wow! I felt that. Soooooooo cool!

When I realized that I was feeling what he was feeling, it all connected for me, and I have been talking about energy work and introducing it to people for years. I introduce people to energy in a real way. I tell them to rub their hands then knuckles together really, really fast until the friction is super-hot. Then I have them cup their hands and pull their hands apart about a foot away from each other and feel what they feel in between their hands.

Try it right now, and when you feel it, take a breath in and out and feel it more. Is there a magnetic or pulling and/or pushing sensation in between your hands? I offer you the opportunity to introduce the adults and children in your lives to this. Welcome to the wonderful world of energy!

16 “I CAN DO THIS BY MYSELF”

There's nothing wrong with achieving goals, being successful, and working hard by yourself. My question to you is... Do you feel like it's better if you accomplished it by yourself as opposed to being happy that you accomplished the goal at all?

Life is full of opportunities for learning. Internships and apprenticeships are there to teach people how to succeed in real life in the areas that they have an interest in. Why is it that some people have the virus of I can do this by myself and make up a story that if they ask for help that it means something about themselves, like they are less of a human being or they are not able to do things?

The Team Mindset

What if you were on a football team and somebody on your team said I could do this by myself? That would be silly. You would never consider something like that. However, in life some people say that and then they're OK with it. And then they sincerely and innocently wonder why their lives are not going the way that they want. It's done in the blind spots so they can't be blamed.

If you discover a blind spot, you get to shine a light on it. Then you can find a mentor to help you in your goals. Mentorship is huge. Being a mentor to somebody fast forwards their life. It allows them to understand the mistakes that you made so that they don't

have to make them themselves. Having a mentor is also a great way to make a difference in someone's life and will also help the mentor. Win-Win.

Even if you think of one of the most successful actors in the world, the higher up you are in life and the more professional you become at your dream job/career, the more people you have on your team. When you become a professional athlete, you have six different coaches that cover speed, agility, conditioning drills, and everything else that you need to know.

My Mentorship Experience

Personally, I fumbled around in my speaking career from 2009-2016 until I met Daniel and really saw the power of mentorship. I immediately started reaching out to other successful speakers, in and out of early childhood, for advice. Their knowledge helped put a rocket on the back of my speaking career, and by 2018, I was getting booked a lot more!

There ARE things that you can 100% do by yourself. Other than getting a hit of dopamine, do you get any other benefits? And you asking for help and allowing others to contribute to you helps everyone. Win-Win.

17 ASKING FOR HELP

Answer the following questions out loud... READY?

Do you like to help other people?

Do you know people that like to help other people?

Do you like to ask for help?

Do you know people that like to ask for help?

Isn't it interesting that many people love to help, but not as many people like to ask for help? Shouldn't it be the same amount of people so that there is balance? Did I just "should" myself?

The Power of the Ask

I ask for everything that I want so that I can have a higher chance of getting that thing that I want. I've discovered in my life that people can't read my mind, and if they don't give me what I want, most of the time in my experience, it is because I never asked for it! Go figure. To me, it sounds like a no-brainer, and unfortunately, we have become accustomed to creating expectations that other people should know what we want. And when they don't give us that thing that we never told them about, we get mad at them. That doesn't help our relationships at all.

Overcoming the Fear of "No"

Back in my teenage years, I was a lifeguard at a small pool. There

was a girl from my high school class who lived at the development where I was a lifeguard. I wanted to ask her out to go see a movie, so I walked up to her and asked her. She responded with a "no." My shoulders immediately slumped down, and I walked away with my head and chin down towards the lifeguard stand.

Luckily for me, one of my mentors was a 21-year-young lifeguard named Chris, who was wise beyond his years. He asked me why I was upset. I told him that I asked the girl out, and she said no. He asked me if I walked up to her and asked her if she wanted a \$20 bill, what would her response be? I responded that she would most likely say yes. Then in his wisdom he asked me: "Is she saying no or yes to you, the human being, or is she saying yes or no to your request?"

This had me thinking, and it clicked! They're saying yes or no to whatever I'm asking them about, and not me as a human soul with feelings and emotions. Once that clicked, I started asking for everything and anything that I wanted, and it was amazing. I loved getting "No's" all the time. It became a game.

Some of my friends didn't like it. One friend would get livid when we would go to a restaurant with the same event on every TV and I would ask the waiter to change the TV in front of me to something I wanted to watch. My ex-friend would get heated and tell me not to bother the waiter and would be absolutely triggered to the point he would get red-faced. This wasn't the behavior of an adult. This was his inner child freaking out about looking good, being embarrassed, or any other of a number of brain viruses. Remember, other people's brain viruses want to spread to your

brain. You are the only one who can stop that. My ex-friend's trauma as a child was being activated, and it had nothing to do with me!

Your Power of Choice

Do you ask for what you want in life, or do you let life dictate to you what you get? Do you choose to be responsible for your brain's actions, or a victim of them? What is the value of that to you? Does it work for you? Does it benefit you?

If it doesn't, consider asking for something small as a first step and seeing the joy in the other person's eyes when they can contribute to you. Try asking someone for a piece of gum without them offering it to you. See what happens. Whether you get the gum or not isn't the point. You asked. You are not alone, and it's okay.

And you may be stuck in another program that runs alongside this one. The virus of "I don't need anyone's help. I can do this by myself!" is a deep one, and someday you'll get to go back into your past and discover why it may be a challenge for you.

Try asking for help. You get what you want, and they get to help you. Win-Win.

18 THE SABOTAGING AND FAILING AMERICAN EDUCATION SYSTEM IMO

When I was growing up, I hated school. I attended preschool, elementary, middle, junior high, and high school. Yes... hated. It felt like prison to me. I had to ask for permission to use the bathroom. That was crazy to me from the beginning. I was forced to learn things I had no interest in, and I wasn't allowed to be myself. Whenever I would joke around and make people laugh and feel wonderful, I would get in trouble.

Now understanding that the American education system is focused on diminishing the creativity of children and getting them into life-sucking jobs that weren't fun was the intent and design of it, I rebelled further. Just to have you understand, it wasn't just public school; I was also forced to go to Hebrew school like all Jewish kids. There they tried to brainwash me another way.

School was boring to me, and the information that they were telling me to memorize didn't seem like it would be beneficial to me growing older other than things like math and science. Calculus? Algebra? Really? Just trying to fill time with anything

they can think of other than real life skills that would benefit you. In both schools, everything was about the teachers being right. There's only one way or solution, and if you are oppositional and ask questions that go against their teaching, then you are put down and made fun of by the teachers. Luckily, I figured out a way to get expelled from Hebrew school so that I never had to go back. I finally had my Tuesday and Thursday afternoons and Saturday and Sunday mornings back for what I wanted to do. And the beating that I took for my mom was well worth it!

The NPC Parent Program

Now NPC parents still send their kids to school even though they know that it won't benefit their soul. Think about this for a moment. Children need to be with their families to thrive and feel love and joy. So what do NPC parents do? They watch as their flesh and blood get on a bus with no seat belts with a bus driver that looks like they shouldn't be around kids (Ms. Crabtree), and then they get wrangled into lines like cattle while adults yell at them and blow whistles. Oh, and here, carry these extremely heavy books from classroom to classroom because we cut down the time between classes so you can't go to your locker often to switch the books out.

They cut the time for classroom transitioning because they don't want kids socializing in the hallways. And they can't talk to each other in class. But NPC parents say kids that are homeschooled don't learn socialization skills. LOLLOL. Homeschool groups have many weekly meet-ups and group activities. Remember how you were programmed around homeschooling? What was the NPC programming you were taught? Do you know anyone who is

homeschooled? Are they anti-social? Are they social? Why are we programmed to believe the only factor in determining whether a child is social or not is their environment and not their own authentic feelings? I am social when I'm presenting at events, and I am anti-social at the airport. Why can't it be both? Two things can be right at the same time. Why can't public school be for the future worker bees and gifted kids go to microschools, homeschools, and places where they can flourish?

There are a few billionaires who funded unique schools so their own children will thrive and learn how to follow their passions and dreams.

The Passion vs. Grades Conflict

My passion growing up was dinosaurs. When you ask a child what their favorite dinosaur is, they'll typically say "T. Rex". If you would have asked me, I would ask you back if you're talking about an omnivore, herbivore, or carnivore first? Are you talking about the two-legged dinosaurs like the Tyrannosaurus rex, Allosaurus, and Velociraptor, or are you talking about some of the four-legged dinosaurs with a long neck like the Brontosaurus and the Brachiosaurus, or the ones with plates or spikes on their back like the Stegosaurus or the Ankylosaurus?

I would have been the world's youngest paleontologist or Indiana Jones if any adults cared to engage with me and ask what my passion and vision was for my life. Unfortunately, my parents and teachers were stuck in their robotic programming and conditioning of focusing on school work and getting good grades. Even the dream killers of high school a.k.a. guidance counselors never asked. This never made sense to me back then.

Work Isn't Supposed to be Fun

My dead grandfather came to the United States around 2010 and asked me what I did for work. (Were you aware that I wrote “dead” instead of “late, deceased or not with us”? Good to note.) I told him that my company teaches preschoolers life skills through martial arts, yoga, and sports. I continued to explain that I play with preschoolers and they learn respect, teamwork while building self-esteem and self-confidence. He looked at me with confusion and said “that sounds like fun!” and I responded that it's amazing. He asked what do you do for work? I told him “that is my work”. The look of true confusion appeared across his NPC face. He said “that doesn't make sense. Work isn't supposed to be fun. You're supposed to have fun after you work.” I proudly said to him “This is America. You can do whatever you want!” Thinking back to that moment made it all make sense to me. He is simply trapped in his own brain's programming.

My parents wanted me to get a job as a manager of a company with my business degree. Then get a job in any company and be a manager. I understand now that their brains can't. I got a Bachelor's of Science in Business Management. Sounds fancy? I call it my BS in BS. My degree is 100% worthless in my opinion since I learned nothing about real life business and had to take Calculus three times to graduate. Calculus? C'mon. I spent an extra six months and \$4,000 trying to pass this class that I'll never use or need in real life business of any kind. Does that make sense to you? Does it make sense to take two full years of classes that have nothing to do with your future career? When you go to real estate school, do they make you take electrician classes? When you go to

beautician school, do they make you take math classes? Of course not. Are you waking up yet? Don't you agree? Do you disagree? That is wonderful either way. As long as you are questioning and thinking.

Google what successful and significant multi-millionaires like Elon Musk and Gary Vaynerchuk say about college for a different opinion. And it's okay that you chose not to because you'd rather believe your opinions to justify the time and money you wasted as you were brainwashed like every other adult including my parents and myself. And it's okay. You were taught to believe in Santa Claus, the Tooth Fairy, the Easter Bunny, and so many other fun and silly things. And now you think differently. Things change. Life changes. We change. A caterpillar changes... or dies.

Mentorship Over Marketing

I notice that I tend to use the word “brainwashed” occasionally, and that could be activating something inside you. What if I changed the word to “marketed”? Marketing is about getting a message or product into your view so that you can possibly choose it. If you only saw Coke ads and commercials your whole life and then went somewhere else that introduced you to Pepsi, that would now be in your subconscious. Then they get you with the jingles and fun stories and try to get you to feel a certain way when thinking about their product. Many NPC behaviors become programs because they are marketed to you by others, and we are programmed that similar and familiar things are safer.

I learned “real life” marketing and management as an assistant manager of a GNC nutrition store from a successful manager

(mentor). I learned about contracts, negotiating, and human behavior in real estate from my real estate coach (mentor). I learned sales, lead generation, and human interaction at a gym by my sales manager (mentor). Are you seeing a pattern? Consider getting a mentor for your child's passion and maybe even one for yourself. Imagine the example you'll be to your children when you become successful at YOUR dream.

With my "degree" in business, I started my preschool enrichment company. Just kidding. The only two classes I found value in and actually enjoyed were "Negotiations" and "Entrepreneurship," where I created my first business plan for a Big Ass Gym called B.A.G.

I really started my company by saying "Yes, And!" to every opportunity that came my way. I was running a preschool karate birthday party, and a director of a preschool was there. She asked me if I could teach karate in a preschool. "Yes, AND!". Two months later, I walked into the Goddard School in Dayton, NJ. From there, I expanded into 80 preschools and dozens of amazing instructors teaching karate, sports, yoga, and eventually Yogarate™. From there, I started training the teachers in the behavior system I was slowly creating and testing on the kids. This eventually became Behavior Mastery, and I have been flying around the U.S. presenting laughter-filled and heart-opening trainings and keynotes called "UnProfessional development".

To my parents, I didn't have a JOB. It didn't matter that I was making more money than them because they are stuck in their own programs and afraid of taking on their own dreams and aspirations, and they tried to program me to be like them. I

remember having a conversation with my father about why he didn't take on the real career that he wanted his life and he told me that statistically the chances are so low so he didn't want to try. That is the perfect response from a human who came from living in fear. Luckily, I was an extremely resistant child, as most alphas are, and went against their wishes, concepts, and patterns, and now I'm happy.

Dream Killers: Guidance Counselors

Children that have dreams of being creative and outside of the box sometimes don't work well in traditional industrialized education and butt heads with the people stuck in that program. And try your best to have your children stay away from dream killers a.k.a. guidance counselors. Ask most guidance counselors about their vision for their lives, and they'll say they didn't want to be a guidance counselor as their final career and ended up in it. Now since they didn't try or they gave up on their dreams, they try to shut down the dreams of others, like my guidance counsellor did when I told him I wanted to be a professional wrestler. The real person that made an impact on my life was my academic advisor, Elizabeth Pajauis from Middlesex County College in Edison, NJ, in 1993. She listened and heard that I didn't want to be in school and wanted to be a professional wrestler, and a week later sent me a letter with information from three different wrestling schools' information in New Jersey. She was one of the few people that listened to me about what I was passionate about, and I will forever be indebted to her. Maybe you can be the One for the children in your life.

That's why you could get those kids out of traditional

industrialized school as soon as possible in my opinion. YouTube “RSA: Changing Education Paradigms by Sir Ken Robinson” to understand why public schools are the way that they are. Find them a mentor in the area of their life that they want to pursue. Elon Musk says he hires people without college degrees or high school diplomas if they have a skillset he needs. The piece of paper that gets you into debt is not a guarantee for anything other than money down the drain.

Your Final Choice

Discovering what the passion of the children in your life are will help them accelerate their goals and be able to share their gifts and knowledge with the world. Ask yourself the following questions:

Are you following your dream?

Are you in the field that you wanted to do ever since you were a little kid?

Did you go for that job and not achieve it, or did you settle and not even try for it?

Are you happy about your choices, or do you still have regrets?

Do you want to keep modeling that for your children?

You can NOW make a difference in a child's life by helping them expand on their vision and purpose for their life. Make your relationship with the kids in your life about them. Ask them about

their passions in life and what they want to do when they get older. Consider listening and learning about what they want to do instead of assuming that you know about it, when most likely you don't. Being right isn't Win-Win. Being right is Win-Lose, and the loser is the child. Win-Win is for both of you if you are helping a child follow their vision. Do you want your children to resent you or love and thank you? What will you choose?

19 BUGS & BEES

Why is it that when some people see bugs, they feel like they have to kill them? These are creatures on this planet just like we are, and my belief is that they have every right to live here just like we do. If you kill bugs and spiders, what do you think the energetic karma of the universe will bring to you? If that isn't part of your belief system then that silly threat didn't work! Reminded me of the silly things our parents would say... Anywhoo! Bugs are our friends. There's nothing wrong about them just because they look weird.

Some humans like to take bugs from the bottom of the ocean, boil them, crack their shells, and dip them in butter. Yummy for them. Ugh for me. Do you eat seabugs a.k.a. Lobsters and Crabs? Comedian Jim Gaffigan has a wonderful routine on them that had me choose a new mindset and never ate a cartilage crunchy shrimp again!

If you feel like you have to kill a bug, it's okay. Consider you have an inferiority complex and feel like you are a person that needs to somehow gain some sort of rush by killing another creature. It starts with insects... It's okay, and I hope that one day you'll do good inner child work and work through your sadness and

anger so that you can be free of those stagnant emotions that are causing your deep internal hurt. All I ask is that the next time you see an ant or a spider and if you are not stuck in your feelings anymore, I offer you the opportunity to just let the bugs be or help them outside. I know... I'm weird!

The Bee Test: Fear vs. Presence

Speaking of weird, why is it that when a bee comes near most people, they freak out and start waving their hands frantically, which in turn has the bee become aggressive and potentially sting them? Their immediate responses are to be fearful of a creature 100 times smaller than us, and if you're not allergic, why do we freak out? Have you ever been stung by a bee? Yes, it hurts. So does a splinter or a papercut.

If a bee comes near you, the bee is looking for a brightly colored flower to get some pollen from and fly away.

We don't smell like flowers unless we're wearing perfume, so if a bee lands on you, it's going to land on you, know that you're not a flower, and fly away. If you don't understand the importance of bees to this planet, I invite you to Google it. Of course, now that I invited you to look it up, most people won't do it because of their oppositional pattern that they're stuck in.

If you have broken or broken away from that pattern, then I invite you to try a different way of being. This different way of being is always Win-Win. That way of being is being LOVING. You'll get to breathe through the love. I have done what I'm about to suggest

to you in front of multiple preschool classes that I was teaching in their playground area.

If you see a bee, stop and breathe. That's it. That's all you have to do. The bee will fly near you. The bee may land on you. The bee will walk on your skin, realize you are not a flower, and fly away to find a flower. That's it. And I get your hesitation. Your brain, run by fear, is creating a story with pictures and emotions from your past about what could possibly go wrong. And? Yup. That's it. AND. And nothing. It's not happening right now, and notice how you feel. Let your brain create whatever it wants. It's OK. There is nothing wrong. The machine is running its program. As long as you remember that you can make decisions with your mind, heart, or belly, you can choose where to choose to respond from. BUZZ BUZZ.

The Win-Win Choice

Close your eyes and think about yourself outside right now. You are feeling the warm sun hit your face. The smells of flowers fill your nose. Bees fly about from tulips to roses. One bee lands on your left upper forearm, right under your wrist bone. Now we check in with all three decision makers...

What does your brain say to do?..... Got it.... Breathe in and move your mind into your heart.

What does your heart say to do?..... Got it.... Breathe in and move your mind into your belly.

What does your belly say to do?..... Got it.... Breathe in and consider what you want the outcome of your action to be.

Your options are:

Lose-Lose (Make sudden movement, bee thinks it's getting attacked, stings you, and you kill the bee)

Win-Lose (Make sudden movement, bee thinks it's getting attacked, stings you, bee wins)

Win-Win (Breathe in and consider falling in love with an insect that creates honey. Honey is amazing, and this beautiful yellow striped wonder creates intricate honeycombs that look like architectural masterpieces. If bees died off, the entire ecosystem of the planet would shift. And by the time you are done being present to the greatness of the little bee that Jerry Seinfeld played so wonderfully in Bee Movie and taking one more breath, the bee will be gone. Flying through the air like we only wish we could. Going home to an amazing and supportive community to pollinate the planet again the next day all over again. Bee cool. Let it bee. Win-Win. The earth thanks you.)

21 JUST A BLANK PAGE

The page before this one was simply a blank page. That's all. What story did your brain make up about it? What story was your brain immediately "right" about? Just a quick check-in to become more aware of automatic programs. The blank page was a blank page.

Notice your brain makes up stories about everything. A child could be crying because (insert story here). A conference participant could be yawning during my keynote because (insert story here). When my brain makes up stories, I get upset. I don't want to be upset as much as my brain wants me to, so I reprogrammed myself to see reality. A child is crying because... the child is crying. No story. The person is yawning because... the person is yawning. No story.

Try it with something in your life from the past. Then try it after an event happens when your brain insisted on being right about something or someone.

22 COMMITMENTS VS CIRCUMSTANCES

We are programmed to do it backwards. Try this on...

People are committed to a goal, and they take action towards this goal. Then a circumstance arises, and we push aside our commitments to handle the circumstance instead of focusing on what you are committed to first and dealing with the circumstance later.

Prioritizing Commitments

For example, if you were committed to working out five days a week and then you were inundated with extra work or additional responsibilities that you chose to take on, your NPC program may have you skip the workout for that day.

What if you chose to get a workout in no matter what and somehow figured a way to do that by taking the stairs instead of an elevator, or maybe taking an extra flight or two and then walking down some? What about some push-ups on the floor on your knees, or off if you are able to do a push-up? Even if you held a push-up position, your body would start to shake, and you would realize that it would be a workout as well.

Next time you are committed to doing something you said you would do and a circumstance arises, see if you can create a game and fulfill the commitment no matter what the circumstance was. Why not? If it works, you'll rewire your brain to take on your commitments first moving forward.

23 THE POWER WE GIVE WORDS

What is a word? A word is a group of letters. What do letters symbolize? Letters symbolize sounds. Words are sounds. And then the human brain kicks in. It gives the words meaning, and then we give those words power.

The problem is that we have been trained to believe that other people's words have power over us when we don't realize that when we hear other people's words, we are choosing to give them our power and become victims of our own brain. Bear with me and please re-read whatever you need to. I reread this four times already after I wrote this sentence. Why does the brain do this and how does this make sense? Great questions!

The Preschool Program: "You Made Me Feel..."

This backwards approach to understanding words came from when we were young children. Imagine that you are a teacher in a preschool and you have your version of a Tammy Tattletale. Tammy Tattletale loves to get attention by tattling. She has learned that every time she comes up to you, you give her attention by reinforcing her behavior.

Tammy comes up to you and says Billy called me a poopyhead.

You as the teacher have been trained to try to teach the children empathy, so you go with Tammy over to Billy and you say these words to Tammy: "Tammy, tell Billy how he made you feel when he called you a poopyhead." Tammy says, "You made me feel sad!" If the teacher is stuck in her NPC programming, she'll tell Billy to "say you're sorry." And he'll say "I'm sorry" in a monotone voice because he didn't mean it.

Twenty minutes go by, and Tammy wants more attention, so she comes up to you and tells you that Jennifer said she couldn't come to her own birthday party. You then go to Jennifer with her and say "Tammy, tell Jennifer how she made you feel when she told you you couldn't go to your own birthday party." Tammy proceeds with her NPC programming and says "you made me feel sad, mad, and bad." Then the teacher walks away with her head held high, successfully feeling like something was accomplished.

Was anything accomplished? The teacher may feel like something was accomplished. And that's her wonderful NPC programming taking her away from reality.

Now if she was a teacher who wanted to truly make a difference and an impact on the lives of these kids, she would consider that she is unknowingly programming these kids with two extremely negative and disempowering programs. The first is obvious. What programming do you see the teachers doing with her interactions with Tammy? Did you say "telling the children to say I'm sorry?" You are correct! That's one of them. I have an entire chapter about the power of I'm sorry and other words.

The other programming is so deeply ingrained in your brain that you may not be able to process it initially. When I first learned about it, I was extremely resistant until I understood it, let it settle in my brain, and then realized the reality of it. Ready?

The Truth: You Choose Your Upset

What we don't realize is that we are programming these children to believe that other people can make them feel a certain way. When the teacher has Tammy say to Jennifer, "you made me feel mad!", she is unknowingly programming all the children within earshot to believe that other people can make them feel a certain way.

That's not how the brain and body works. We teach our children that other people can make them feel a certain way. They believe that programming into their teenage and then adult years. As humans, we don't really understand how our brain works, and we see and feel emotions and don't really understand where they come from. When someone says words to you (talks to you) and then you in half a second have an immediate response that is emotional, it's very hard to consider that your brain did all of that to you after they said their words.

In reality, the brain hears words, processes the words, gives them meaning, and then responds / reacts to the words. And this happens in less than a second because that is how amazing the chemical computer inside your skull is. The challenge is that when we have an emotional response to someone's words, we're not taught that something inside of us activates that response. Could be a hidden trauma trying to ensure you aren't traumatized

the same way again. Could be a brain virus that got stuck in a loop. Who knows! What we do know is that we are the ones that can alleviate ourselves of that trigger because we were the ones that unknowingly installed it.

This is how we are as a society as a whole. Trying on that you have been taught to believe that other people can make you feel a certain way and in reality YOU react and unknowingly choose how to BE as you give up your power and become a victim to your brain. We all do it. We all don't know we have a choice... until NOW.

Let that seed settle and grow as you move forward in life, noticing when your brain and body are activated by the environment and the people in it. Consider living from a perspective that your brain tells you how things are supposed to be, and when reality is different, you're not trained to change your brain thoughts so you want reality to be different, which is absolutely crazy. And I do repeat this in multiple chapters because this is one access to how to truly achieve joy and happiness. Your inner child is tantruming and upset and doesn't understand that is being taught the wrong information.

The Microsecond Process

Now we step into the realm of reality, and I invite you to read this a few times.

In reality what happens is... People say words to you, your supercomputer in your brain hears the words, evaluates the words, processes the words, gives the words meaning, and then

you react in a microsecond and don't even understand that this whole process happened.

Once again for the ones whose minds resisted my request. Gotta love our mind sometimes!

In reality what happens is... People say words to you, your supercomputer in your brain hears the words, evaluates the words, processes the words, gives the words meaning, and then you react in a microsecond and don't even understand that this whole process happened.

How many times do we hear it in the conditioning of TV's and movies? He made me upset. She made me mad. She made me jealous. They made me frustrated. This is all inauthentic and not real in the world of reality. To us, this is really happening, and that is all in the brain, which then triggers emotions in the body. Unfortunately, we've been taught to believe what the voices in our head say and give them more weight than what is actually going on in reality.

Is it empowering to know you know where your anger, sadness, and upset comes from in reality? When I first got that, I felt like shit. How could something so powerful be so hidden from my view?

Do you feel triggered if I say statements like, "No one ever made you mad, sad, or upset. No one ever made you jealous. You made you mad, sad, or jealous." For your future power and the ability to access your dreams, could you be open to believing that no one has

the power to make you feel any way when you get that and take your power back? And you don't have to DO anything or take any action. You've already done it by reading this. That seed is planted into your brain to start working itself out. Why do you think there is so much depression and anxiety in this world? We believe the voices in our head and what they say about us instead of checking in with real live humans to ask them about the opinions of their brain. I know this is crazy... so crazy it just might work!

The "And?" Shield

Expectations exist because of words. You become upset because your brain says words, and YOU give those words meaning. If somebody said mean words to you in English, how would you respond? Now what if they said the same words to you in a different language that you didn't understand? Would you still get upset, or would your brain not understand the sounds coming out of their mouth? You wouldn't get upset. You are the one choosing not to get upset. It's that easy. (Your brain may be yelling at you or saying words to you like "I don't get it" or other words that don't have you be empowered. You don't have to take action. Keep reading. You're doing great!)

What power have you given to other people's words?

One of the most powerful words that I found to stop any verbal attack is the word "And" with a question mark after it. Say "And?" to someone trying to trigger you with their words. Saying "And?" is like using a shield to deflect the verbal attacks, and that deflects the responsibility back onto the verbal attacker. Watch how they

get confused as to why you keep putting the responsibility of the bullying back on them.

What words have you recently heard that had you choose to upset yourself without you even knowing it? Next time someone says words to you and you know this person is looking for a reaction, consider using your "And?" shield instead of getting upset. You won't get upset, and they don't get their dopamine rush from your reaction.

The Final Challenge

In the past, we have all set an expectation for somebody that was unfulfilled. We most likely didn't tell them what the expectation was, and since you are not taught to look internally and offer yourself a reprieve of upset by being able to change your expectation, you stay stuck and create unhealthy brain chemicals a.k.a. emotions. Now this may be a shock to the ego, and the voice in your head is going to fight this with everything that it has because this is your programming from as young as a preschool aged kid.

All I ask you to do is just be present in this conversation and consider moving forward since you cannot change the past. For the sake of your own happiness, your inner child, and the happiness of every child that you interact with for the rest of your life, what are you willing to do? Can you be brave? Courageous? Ready? Here we go... Tell your phone to set a timer for one minute and think about the following questions... oh, as you are thinking about them, notice if a second voice chimes in to give its opinion on your thoughts.

What would your life be like if you fully took on the responsibility that any future upset is caused by yourself and not anyone else? (Breathe in deeply and ponder)

How would you feel if you chose to believe that no one can make you feel anyway in reality, and you from this point on get to choose how you feel? (Breathe in deeply and sit quietly)

YOU are choosing to get upset at words a.k.a. sounds in reality. If you believe the above two statements now and choose them now as a mindset to practice, you will be taking your first step into having your power over others' words towards you!

That doesn't mean that anger and upset and sadness are going to disappear. Emotions and feelings are wonderful, and I've been taught to lean into them instead of numb them. Feeling is an essential part of being an emotional human being.

Even as I was dictating this chapter into my phone, I lost everything that I said and had to dictate it again. I could go back to my old programming and choose to be irresponsible and say that I had an expectation that my phone would act perfectly the way I wanted to and then blame my phone, which would lead to tightness in my chest and an overall unpleasant feeling in my body OR I can evaluate the process in my brain and say to myself, "I expected the phone to be perfect, and the phone is not perfect, so I alleviate my expectation in my brain, and now I'm going to start again."

There is nothing to do right at this moment other than to be present and notice in the future when you get upset. And if you want to stay upset, you can stay upset. My recommendation would be to pick a time frame for how long you want to be upset because being upset affects our bodies chemistry in reality, and then when you're done being upset, consider looking inward and being NICE to yourself. Win-Win. YOU got this!

24 BLAME

Have you ever been in or witnessed a car accident, and immediately people start yelling at each other trying to blame the other person? Has there ever been a time when something broke in your house or on your car, and immediately our brains go into thinking who can we blame for this? You get a flat tire, and someone's got to be the blame! "It's somebody's nail!" or "The township didn't fix a pothole!", we sometimes think to ourselves.

The Blame Virus

Blame is a virus that separates us from our fellow humans because sometimes we can't just be with the simple fact that accidents happen. If you consider that accidents happen, you give up control, and control is something that human beings do not like to give up, even though it's already not real! That is a different virus all by itself. Blame will never be Win-Win. Always Win-Lose.

The intriguing part is that human beings love to relieve themselves of responsibility. However, when something happens to some that isn't their fault, their programming is to make up that it was their fault. For some reason, they choose to take on the responsibility like they had something to do with it.

Imagine having an argument with someone and they leave mad, get into a car, drive angrily, and get into an accident and get

injured. You had nothing to do with the accident. You had nothing to do with the person driving away mad. The Choice to drive away was the Choice of the person that left your house and drove away. The accident happened, and that's why it's called an accident.

However, your brain tells you something like “it happened because of what you said in the argument”, “if you wouldn't have said it then...” or “if you would have said something different then this event wouldn't have happened”. It's all words and sounds. You have the power to make those thoughts the absolute truth and get a steady stream of dopamine, or you can make those thoughts ridiculous. They are YOUR thoughts. You get to do what you want with them.

Now that you have more awareness of this, you have the opportunity to be more responsible that they are your thoughts, which leads to more power, as you can now choose to react to, observe, or attempt to change your thoughts instead of being a victim of them in the past.

Accidents happen. That's it. You can't go into the past because we haven't created a time machine yet. Other than being right, there is no benefit in trying to think about what you did or didn't do or what your choices were in the past, because unless you intentionally caused that accident, then you didn't cause it.

The virus of blame comes up so that we try to figure out what changes we can make in future behaviors so that this negative event does not happen again. However, most times in situations where there's a negative event, you are mostly reacting and

responding as opposed to being able to think "well, this is how I responded last time, and it didn't work so now I Choose to respond differently." I offer you the opportunity to try on this mindset, and if you are blaming yourself for anything that happened in the past, please reread the last two paragraphs and consider it's time to forgive yourself for blaming yourself for something that wasn't your fault. Take a breath in and let a breath out. One more for you. Nicely done... now back to our regularly scheduled programming...

Accepting Responsibility for Upset

How do you know what others are triggered/activated by? They get activated based on their own traumas and past. You have no control over any of that at all, and your brain races to solve problems on how an accident can be avoided—what you could say or do differently in the future to avoid another similar situation that you really don't have a lot of control in avoiding. This puts you in a state of upset. Now being even more responsible with my words... You put you in a state of upset. Read that again and notice if you get activated. You put you in a state of upset. Try to keep re-reading it. You put you in a state of upset. Keep re-reading it until you choose it for a moment. Then you can choose to let that belief go and continue believing the program of “others make me upset”. Now the seed is planted, and moving forward in life you get to choose which mindset/belief you want. One gets your dopamine, and the other gets you the power to stop being upset whenever you choose to.

The Uninsured Driver: A Win-Win Example

The virus of blame can be deleted by thinking about the other person in the situation and making sure that they are taken care of to the best of your ability. Consider a Win-Win way of being instead. Years ago, I was broadsided at a medium speed on my driver side by a person who was driving a truck who was uninsured. He drove away immediately (hit and run), and somebody saw the driver's license and came back and gave me the information. I gave it to the police officer, and they then showed up at the gentleman's house one hour later and gave him four tickets.

I was supposed to appear at the courthouse a month later to testify to help the prosecutor give this guy tickets totaling over \$2000. Before the scheduled court date, I had his address from his police report, so I went by his house to talk to him. He wasn't home, and I saw a baby crib in the living room of their house. It was a small house. Baby toys and chaos everywhere. My heart turned on immediately.

I could completely 100% blame him for what happened, and that wouldn't benefit anybody, especially him and his family. My insurance covered my car. It doesn't make a difference. I don't know what world this person lives in that they could not afford insurance or chose not to pay it. I didn't care. Accidents happen. It was unintentional. I chose not to appear in court.

You get to choose how you respond. Blame helps your ego and keeps you angry, which means you are choosing Lose-Lose. Letting it go and thinking about the other person in their situation is Win-Win. Accidents happen. Let it goooooooooo. For

you.

25 OPINIONS

Do you have opinions? Are your opinions right? Of course, they are! How dare I even ask!

Have you ever met somebody else in your life that has different opinions than you? And they have the nerve and audacity to think that their opinions are right over yours? Now I don't know if you can sense my tone but I'm being sarcastic and silly.

The Opinion Program

How many times have you heard somebody else's opinion and you automatically got stuck in a triggered program and thought "I need to tell this person my opinion even though they didn't ask me AND I need to take my time and energy to get them to change their opinions!"

You may not have said it out loud, but your actions said otherwise, or you wouldn't have engaged them in the first place.

The program of us needing to change somebody else's opinions to match ours is one of the most time and energy consuming programs that exist! Everyone has their own opinions, and their opinions are just their opinions in their brain and not in reality. Reality is reality and the brain is the brain. How many of you have spent one minute of your life trying to change somebody else's opinion? Two minutes? An hour? Your whole marriage?

Everybody has opinions, and their opinions are valid to them, and if you can just get that the following sentence can alleviate you of this painful program then you will have more freedom.

The Win-Win Exit Strategy

Ready? Here it is. "Let's agree to disagree." If you say that to yourself and drop your mind into your heart, all of the sudden it's over and it's done. You can go on with your day! Get the front door! That's it! You can start a hobby or read a book or go on a date or watch a TV show or do anything else that you want instead of finding a reason to argue with someone. And that's my opinion. Doesn't match yours? If it doesn't then let's agree to disagree!

Do you find yourself still wanting to change my opinion? Does that benefit you at all? It doesn't for me. If it does for you, watch how stuck you are... ready? The best color is blue. I'm right. Say it! C'mon... LET'S AGREE TO DISAGREE! We ROCK and we can agree to that instead!

26 THEY!

With all the misinformation in the world and so many people having opinions, why is it that instead of being responsible and having their own opinion and researching, we humans have come up with the concept of "they"? "They" say this and "they" say that. My question is: who are "they" and why do you believe them?

TRY ON: it's not "they", it's your brain that is being irresponsible and putting the responsibility of making a choice or decision on somebody else so we blame "they" or "them".

You can do your own research and make up your own mind, and that would consist of you doing more work. So instead, you may choose to just say "they" say this or "they" say that, and most of the things that "they" say don't make sense. When people say that's just common sense, in reality it's not. Common sense is very uncommon these days. But then again, that's what "they" say.

27 CERTIFICATES AND DEGREES

How many degrees do you have? How many diplomas do you have? How many certificates do you have? Got it. Do you now work in the field of study that you got your degree in? If you were to sit back and think about the people in your life, do the degrees that they have match their current jobs or careers?

Do you know people that are still paying off their college loans after a decade of being in their field? Do you know people who got degrees in their field without ever actually being in that field and then they discovered afterwards that they didn't actually like what they were doing. Unfortunately, they still have to pay back the college loans. This chapter is very challenging to some people, especially if they were the ones that got into debt because they were told to or they thought it was their only choice to be successful. Remember how important being right is to some people. For some people, it's the only thing that they have.

The Cost of College: A Personal Scam

Being the first person from my family to attend American college was indeed an adventure into reality and the amazing machine that they have created here. Expectations of education should definitely get in the way of how it really was. The only thing

I wanted to do was become a professional wrestler. I had no interest in going to college, however my parents told me that my grandfather would pay for it so I took them up on it, secretly working out eventually while I was a freshman in college.

As I was filling out the course selections for my first semester, I started to wonder why as a business major I had to take classes like Anthropology, biology, and Calculus. When I brought this to my mother's attention, she yelled at me for choosing courses that had nothing to do with business. I agreed with her and told her to call the academic advisor, and when she got off the phone with them, she looked more frustrated than she'd ever been with me. She proceeded to yell about how stupid it was that I had to take classes I had nothing to do with business and that most likely I wouldn't be taking business classes until the third year of college. "What was I wasting my money for?" And after listening to her tell me about her college experience which was only two years, I understand why her expectations of college here would be the same. Where I was born, the military is mandatory after high school so she spent the first three years out of high school developing herself mentally and physically.

Real Life vs. The Classroom

As I miserably attended classes that I had no interest in, one academic advisor introduced me to my first pro wrestling school. This was a rundown store at the end of an abandoned strip mall with a low ceiling and no wrestling ring to be seen. They had a boxing ring with padding, and that's where I spent the first two years of my pro wrestling career actually learning how to be a wrestler.

What was interesting was I needed to make money because I dropped out of the first semester so I went to bartending school to be a bartender as I heard they make a lot of money. I spent 40 hours learning how to make and memorize 50 different drinks. I was extremely surprised that the first job I got as a bartender I was told I would just be pouring beers, and the most complicated drink I would be making was a rum and coke. That was my first taste of understanding that what you learn in education doesn't help you in real life. It's just a way, in my opinion, to get a certificate or piece of paper that also doesn't prove that you have the actual skills. The job that I found once I dropped out of college for the first time was working at a GNC Nutrition Store. Within four months, I became assistant manager, and I learned about sales, marketing, customer service, and so much more on the floor of that store. Nothing that I would learn sitting in a classroom. I was offered a manager position at a store that was 45 minutes away from me, and I told them no. They said that if an assistant manager is offered a manager store and they don't take it, then they are fired. So I quit. I loved working out so I figured why not get a job at a gym. I found nearby me that wasn't like a big meathead gym and had a really calm vibe. They also had a preschool and a Senior Center connected, and I got a job doing orientations for the gym. This gym was super cute and had a basketball court and a camp that they ran in the summertime. Working there, I eventually became a personal trainer, camp director, and manager. All these different skills were learned on the job. Getting my personal training certificate was a joke as well. I had already been helping people for at least a year, and half of the questions were nothing to do with personal training. This was my second experience at seeing how

certificates and reality are not aligned.

The third time I learned about certificates versus reality was when a personal training client made her real estate life seem so simple that I went to get my real estate license. I spent 40 hours learning about laws and statutes, and then I got my first job at the number one Century 21 real estate office in New Jersey. On the first day, the owner walks into the meeting and says forget everything you learned in real estate school. It's about For Sale by Owners, expired listings, and being a listing agent. This is getting to be ridiculous.

The Worthless Piece of Paper

I eventually finished my Bachelor's degree of science for business management from Rutgers. The only two classes that I feel I got value from were Entrepreneurship, where we were taught how to write a business plan, and Negotiations, where we actually negotiated with each other in live interactions. It took me an extra year to graduate because I had to take Calculus three times. Calculus when in the beep beep beep are we ever going to use calculus in business? That's when I realized 100 percent that college is a scam. I had to threaten my teacher with me showing up at their office hours for eternity so that she would take pity on me and eventually give me a C grade so I can pass the class. The college enjoyed taking my money over and over again. I eventually threw out the degree. As it is worthless to me.

What is your degree to you? Has it helped you in any way? Personally, I tell my friends and people I meet to lie about their degree. Save yourself the time and the money. No one ever checks. And what happens if they do? You wouldn't have gotten the job

that a close-minded NPC wouldn't give you because you didn't have the words degree on your resume?

The Master's Credibility Program

Currently, my world is the world of early childhood. After building a successful keynote career, I heard the universe whisper in my ear to go get my Masters in Early Childhood. I knew that once I got the letters “, M.Ed.” after my name, that would have more NPCs to give me credibility, which then led to an even bigger career, leading to me keynoting one of the largest early childhood conferences in the country. Check! What I learned from my adventure into pursuing my masters had nothing to do with early childhood education. I learned that people that choose to be college professors do it for their need to be right. Their belief that there is only one way to do something and that instead of learning from children in the present, I should focus on archaic textbooks from people who haven't been in a classroom in a decade was ridiculous. I quickly learned that arguing about behavior management with someone who had the power to pass or fail me was a waste of my time and energy. They were an NPC like most of them. Over the last 15 years of working in preschools, I have had many underpaid and overworked teachers around me. To overhear a conversation between two teachers about the one with the bachelor's degree is considering going back to school for a master's degree so that she can make more money was mind-boggling, and I understood it is programming 101. The higher the education you have, the more money you can make. I believe in reality the higher the education you have, the more you'll be in debt.

Do the Math First

The amount of time and energy and money that a person is going to spend in the tens of thousands for a degree so that they can get a \$2-\$2 an hour pay bump may or may not make sense monetarily or financially in the real world. Instead of assuming you need to get another degree, do the math first. It may or may not.

Here is the formula to calculate if it's worth it:

Calculate More Per Year: Hourly Raise multiplied by 40 hours multiplied by 52 weeks equals Annual Raise.

Calculate Break-Even Time: Cost of Degree divided by Annual Raise equals Years to Break Even.

Example:

\$2 Raise multiplied by 40 hours multiplied by 52 weeks equals \$4160 more a year.

\$30,000 Degree Cost divided by \$4160 Annual Raise equals 7.2 years to break even.

After 7.2 years, I'll be making \$4160 a year more than before the degree. At least this way you'll know if the decision to go back to school is really worth it financially. And if you feel like you'll learn something instead of wasting your time, then that's another added benefit. Please don't be swayed by my opinions. They are just mine.

The Power of the Mentor

I have yet to attend a school that teaches you how to do something better than actually doing that thing with a mentor at your side. Even when I went to pro wrestling school, I truly didn't learn how to get a feel for a crowd or to understand timing until I actually wrestled a match in front of a crowd.

YouTube, LinkedIn, and other social media have become incredible resources of information and an incredible way to connect with people. When I had interns in my previous career, I would interview them and ask them what their next career is going to be or what they're in school for. I would then ask them if they had a mentor or if the only person advising them was their academic advisor, who I assumed was not a professional in the field they wanted to go into. They were just professional in college classes.

I was lucky enough to have interns reach out to future mentors through Linked and connect with, which in turn saved them time and money and got them closer to directly getting where they wanted to go. I had interns who were completely in the wrong major, and they were told they were in the correct major by the academic advisor. This is my opinion and my opinion only. Academic advisors and guidance counselors are two of the worst people to take advice from. I have never met any academic advisors or guidance counselors that this career is the final career choice for them. I believe that they subconsciously try to ruin people's lives by misdirecting them so that their brain can be the right child while their inner child is truly sad inside. I eventually got my master's degree and took a picture of it as I placed it in the garbage can and never saw it ever again.

The one item that I still keep is my first testimonial back in 2005 from my first preschool that I worked in. That experience and that knowledge that I learned from the kids in reality is priceless. The moral of this chapter is to consider that the people advising you about your career that are not in your career field don't really know what they're talking about, and you're better off reaching out to professionals and asking them. Why waste time and energy in college when you can get an apprenticeship and make more money with no student loans. What if you took this new knowledge and helped your kids figure out how to access their dreams faster and connect them to the right people that are in the field that they want to go into instead of watching them struggle. What if?

28 I'M SORRY

The words "I'M SORRY" have been given tremendous power by our brains and society. We have been programmed to believe that if someone makes a mistake, everything is fine as long as they make the specific sounds that form the phrase "I'm sorry." Because we are conditioned to accept these sounds as a "fix," people often stop working to regain your trust the moment the words leave their lips.

Words vs. Action

Have you ever been on the phone with an NPC at a large corporation? They mess up your account, inconvenience your life, and their only response is a scripted, "We are very sorry for the inconvenience." They say it over and over. But these are just sounds. They don't mean anything unless they are backed by a change in reality. If a company ruins my day, I don't want their sympathy—I want a solution.

I applied this philosophy to my preschool enrichment business. Mistakes are inevitable, especially with new instructors. Sometimes a child wouldn't be picked up for class, or a registration error would happen. When that occurred, an NPC parent or director would usually rush in, eager to be "right" and make us "wrong" to feed their own dopamine needs.

The \$24 Apology

Instead of giving them a scripted NPC apology, my first response was always a Win-Win action. I wouldn't just say I was sorry; I would provide an immediate, tangible benefit. If a parent paid \$12 for a class that their child missed due to our error, I didn't just offer a refund, I sent them \$24 back.

I coupled that refund with a clear explanation of how the mistake happened and exactly what we were doing to ensure it never happened again. This made the parent feel heard and seen. The typical NPC response is: "I'm sorry, we'll try to do better next week." That costs the business nothing and yields the parent nothing. My goal was to provide Customer Service, not a script.

Demanding More Than Sounds

You see this in restaurants, too. If the service is slow and the manager takes a drink off your bill, that is a start, but it's also the bare minimum. True customer service is when they bring out an unexpected dessert or go above and beyond to shift your experience from "bad" to "surprised and delighted."

If you continue to accept "I'm sorry" as a substitute for action, you stay stuck in an NPC loop. I offer you a new program: the next time someone offers you a hollow apology, ask for what you want. Demand a solution or an action that actually balances the scale. Don't let someone "over-sorry" you while you get no benefit. Turn off the program, demand real service, and watch how much better you feel when you stand up for your own time and energy.

29 UNSAFE DRIVING

Have you ever been driving on the highway and someone cuts you off? Or maybe you are in the fast lane and the person in front of you is going exactly the speed limit. What is your immediate reaction? Most people shift right into an NPC program of anger, tailgating, or aggressive gesturing. We feel like the other person is "doing this to us" and we want to be right about how bad of a driver they are.

The Myth of the Aggressive Driver

We create stories about the person in the other car. We assume they are being rude or that they don't know how to drive. In reality, you have no idea what is happening in that vehicle. Maybe they have a medical emergency. Maybe they just received horrible news. Or maybe, they are simply stuck in their own NPC fog and aren't even aware you exist.

When you choose to get angry, you are the one suffering. Your heart rate goes up, your blood pressure rises, and you ruin your own mood for the next twenty minutes. The other driver has already moved on and likely has no idea you are upset. By staying angry, you are choosing a Lose-Lose outcome where you suffer physically and mentally while the situation remains unchanged.

Taking the Remote Control Back

I offer you a different way to handle the road. Instead of letting the

other driver control your emotions, take the remote control back. When someone cuts you off, try on the thought that they might be having the worst day of their life. Take a deep breath and give them space.

This is a Win-Win approach. The other driver gets the space they need, and you get to keep your peace of mind. You are choosing to be a "Human Being" who responds with grace rather than a "Human Doing" who reacts with rage.

Responsibility Behind the Wheel

Remember that you are responsible for the energy you bring into your car. If you are tailgating someone because you are "right" that they are going too slow, you are putting yourself and others in physical danger just to satisfy your ego. Is being "right" worth a car accident?

Next time you feel that surge of road rage, ask yourself if this person is truly worth your health and safety. Choose to let them go. Choose to arrive at your destination happy and relaxed. You have the power to decide how your commute feels. Drive safe and stay in your own lane of joy.

30 WASHING HANDS BACKWARDS

You wake up in the morning and begin your routine. Most people jump in the shower to get perfectly clean for the day. You scrub down, dry off, and then put on layers of clothing to tuck everything away. In this setup, the parts of your body covered by the most layers are technically the cleanest because they have the least exposure to the outside world. This makes your private region the most pristine part of your "meat machine" as you start your day.

The World Gunk on Your Hands

Now think about using a public restroom. You walk in, look at the sinks, and what do you do? Most people walk right past them. Think about what you have touched since you left your house. You handled cash at the coffee shop. You gave your kids high fives. You shook hands with colleagues, hugged friends, and touched every germ-infested doorknob in the building. Your hands are covered in the bacteria and "gunk" of the exterior world.

Why is it that we walk past the soap and water with those filthy hands just to go touch the cleanest part of our body? It makes no sense when you look at it objectively. Yet, we do it because we are stuck in an automatic NPC pattern. We bring the world's dirt to

our cleanest areas, finish our business, and only then do we wash our hands on the way out.

Flipping the Pattern

Wouldn't it make more sense to wash the world off your hands first? If you wash your hands before you use the restroom, your clean hands are only touching clean body parts. This is a logical shift that your brain might resist simply because it is different from how you were programmed.

If you are a parent or an educator, you probably ask children "Did you wash your hands?" only after they come out of the stall. What if you changed the game? What if you had them wash their hands before they used the restroom? In my opinion, if you wash before, you don't even necessarily need to wash after.

The Brain Fix

Did your brain judge me just now? Did you feel that one second dopamine fix of being "right" about how "gross" that sounds? Notice that reaction. That is your programming fighting a logical argument. We are so attached to our habits that we don't even question why we do things backwards.

If we are so concerned about hygiene in the restroom, why don't we wash our feet in there too? They've been on the ground all day! It is all about what we have been told to believe. I offer you the opportunity to try washing your hands first. Break the pattern, keep your cleanest parts clean, and see if you can handle the look the NPC in the next sink gives you.

31 THE POWER OF ONLINE REVIEWS

We have all been there. You pay for a service or a product, and the company fails to deliver. Maybe the food was cold, the contractor disappeared, or the customer service agent gave you the "NPC shrug." In the past, you might have just grumbled to your friends or vowed never to go back. But today, you hold a massive power in your pocket: the online review.

From Victim to Influencer

When a company wrongs you, your brain usually wants to go into a rage program. You want to be "right" and you want them to be "wrong." While that anger feels like a dopamine hit, it doesn't usually get you what you want. The goal isn't just to be loud; the goal is to be effective.

An online review on Google, Yelp, or social media is a digital footprint that stays long after your anger has faded. Companies spend thousands of dollars on marketing to look good, but one authentic, well-written review can cut through all that noise. This is your leverage. It is the one thing that gets a manager's attention faster than a raised voice in a lobby.

The Tactical Review

I offer you a way to do this that is Win-Win. If a company fails you,

don't just go for the "one-star" attack immediately. First, give them the opportunity to make it right. Remember Chapter 28? Ask for the \$24 refund instead of the \$12 apology. If they still refuse to take responsibility, then you use your voice.

A powerful review isn't just a list of insults. It is a clear, factual story of what happened. When you write from a place of responsibility rather than pure emotion, other "Human Beings" reading it will trust your word more. You are no longer a victim of their bad service; you are a consultant for the rest of the world, warning them of a potential Lose-Lose situation.

The Response Program

Watch how the company responds. Do they give you another NPC apology, or do they take action to fix the problem? If they take action, you have successfully shifted the energy. You got what you wanted, and they learned how to be better.

Don't underestimate the weight of your words. You are the one in control of your spending power and your reputation. Use your reviews to reward excellence and to demand accountability. It is your contribution to making the world a more "Human" place, one star at a time.

32 BULLYING AND THE ROLE PUBLIC SCHOOL PLAY

When I was 12 years old, my parents sent me to a naval academy military school to become more disciplined. I was labeled with classic NPC phrases like "underachiever" and told I couldn't focus. In reality, government school was just boring, taught by people who often weren't successful in their own fields. At the time, I was overweight, wore thick glasses, and had braces. I was the perfect target for a bully.

The Farragut Nightmare

I arrived at Admiral Farragut Academy excited to play soldier. But before my parents drove away, my mother left me with a threat instead of a goodbye. she told me that if I got into one fight, I would be expelled, they would lose their twelve thousand dollar tuition, and I would be sent to Israel to join the army immediately. It was 1987, and I believed her.

The school was a nightmare. The commanding officers were just high school students, some of whom were only there because they were too slow to graduate. There were no adults in the dorms. On my second day, I was forced to run until I collapsed and threw up. Because I couldn't keep up, the rest of the platoon had to do push-ups while they watched me. That afternoon, a student twice

my size told me he would kill me if I ever made him do push-ups again.

For two weeks, I was beaten, pushed into shelves, and punched with combination locks. I cried every night and wrote letters home that my roommate, who was there for assaulting his own mother, tore up before I could mail them. When my parents finally visited, they didn't care about the bruises or the terror. They were just happy I had lost weight. When they left me there, they became dead to me. I realized then that I was completely alone.

The Breaking Point

The bullying escalated until I was threatened with a "blanket party," where students hold you down under a blanket and beat you with locks and bars of soap inside socks. Terrified and feeling like I had no options, I walked into my room, grabbed a bottle of metal cleaner, and drank it in front of my roommate. I was rushed to the hospital and finally taken out of that school.

When I returned to public school two months later, I made a choice. I decided I would never be bullied again, so I became the bully instead. Today, I choose to believe that experience happened for me so that I can help others navigate this pain.

The Failure of Zero Tolerance

In the 1990s, government schools introduced "Zero Tolerance." It was a program designed to avoid responsibility. It is easier for an administrator to suspend both the bully and the victim than it is to actually investigate a situation and find a Win-Win outcome.

In states like New Jersey, laws were passed that gave victims the same consequences as their attackers. If you ask your child what their school tells them to do when they are hit, they will likely say "keep your hands down and tell a teacher later." This creates a society of victims. If you were hit at your job, you wouldn't be fired for defending yourself. Why do we expect our children to accept a lower standard of safety?

The Four Questions for Your Child

I offer you the opportunity to have a brave conversation with your children. Ask them these four questions to clear up any confusion about your expectations versus the school's NPC policies:

1. **What do you want me to do if someone is making fun of me?** Training them to handle this mentally is the only way to stop the cycle.
2. **What do you want me to do when someone is hitting me in school?** This is where you tell them that you will stand up for them if they defend themselves, even if the school threatens suspension.
3. **What do you want me to do when someone is hitting me outside of school?** Ensure they know they have the right to be safe in every environment.
4. **What do you want me to do if someone is making fun of me on a screen?** Cyberbullying is a silent predator. Open this line of communication before it turns into a crisis.
The bottom line is that the world is full of people who express

their pain through mean actions. If your children aren't trained to handle these situations, they will be victims their entire lives. Martial arts are the ultimate solution to bullying. It builds the self-esteem and the skills necessary to walk away proudly or defend themselves if necessary. Raise your kids to be powerful, not powerless.

Note: You can find the song I created for kids regarding self-defense here: <https://www.youtube.com/watch?v=VsH0wQK1rZ4>

33 MISINFORMATION ABOUT THE BODY

One of my favorite shows is "Adam Ruins Everything" starring Adam Conover. He has a team of fact checkers who blow apart myths that have been marketed to us for years. They tackle everything from the fake value of diamonds to the real value of college. I love this show because it gives people the perspective they need to make an actual choice rather than just following what was marketed to them.

Real Fitness vs. Marketing

When I started as a personal trainer at 22 years young, I focused on the typical weight training everyone was taught. However, my clients were mostly between 40 and 80 years old. They didn't want six pack abs. They wanted to be able to squat, climb stairs, and pick up their grandchildren without pain. I moved my business into their homes and shifted my focus to longevity and joint strength.

Looking back, I would highly recommend a yoga practice. I started yoga at 29 so I could feel great at 49. I do yoga now at 49 so I can feel amazing at 69. Back then, the fitness community never suggested yoga, and that didn't feel right to me. I needed to know what was truly beneficial versus what was just a lie being marketed to us.

The Water Weight Fallacy

At GNC, women would come in looking for diuretics to drop ten pounds for a wedding. They didn't understand that the body is two-thirds water. If you are dehydrated, your body holds on to water as a survival mechanism. That is why people look puffy. Instead of a pill, I suggested drinking one gallon of water a day. Once the body realizes water is consistently coming in, it allows the excess to be released. Many people tried this and came back a week later to return the pills because they looked and felt better.

Breathing for Bliss

We forget how important our breath is. Most people are shallow mouth breathers and don't pay attention to it. Whether it is sport, yoga, or meditation, the focus should be the breath. Try taking two deep breaths for yourself throughout the day. Inhale for four seconds and breathe out. Twenty seconds can change your life. You will feel an immediate sensation of bliss. If you still choose a dopamine hit over that love, keep going until you are ready to choose differently.

Knees and the Over the Toes Myth

I saw high school athletes with surgery scars on their knees before they were even adults. Most trainers tell you "Don't bring your knees over your toes" because they believe it causes injury. This is just programming passed down by people who don't understand how the body works. In the Far East, people squat traditionally with their heels off the ground to eat, and it is a perfectly comfortable position.

I injured my own knee three times before I learned the Hindu Squat. My sensei introduced me to Matt Furey and his system called Combat Conditioning. I stopped lifting weights for a month and focused on Hindu squats, Hindu pushups, and the back bridge. My pain disappeared, my flexibility exploded, and my cardio increased. My knees are stronger now at 49 than they were at 25.

Neck Strength and Survival

The neck is almost always left out of training. In high school, I tried out for football after working out all summer, but I had never done a single neck exercise. The first time I put on a ten pound helmet, my head bobbed and my neck spasmed. That was my wake-up call.

In Combat Conditioning, I learned nose bridging to strengthen my neck. This likely saved my life later on. I have totaled three cars in my life (none were my fault) and having a strong neck allowed me to brace for the airbag impact in that one second window. For daily maintenance, I suggest pressing your hand against all four sides of your head for five second bursts. Also, if you go to a chiropractor, ask for exercises to strengthen the muscles around your vertebrae so your adjustments actually hold.

The Truth About Fevers and Doctors

When you get a fever, your body is raising its temperature to kill a virus that cannot survive the heat. The typical "asleep" person pops a pill to reduce the fever so they can be "comfortable," which actually feeds the virus and keeps them sick longer. Let the body work.

Similarly, many doctors suggest cortisol shots to mask pain. Pain is the body's message to rest and heal. I once had bad sciatica and multiple doctors wanted to perform exploratory surgery. My chiropractor used applied kinesiology and discovered my right quad wasn't "firing," which threw off my hips. He told me to do leg extensions. After three weeks of building up my right leg, the pain disappeared completely.

Consult with many people and ask a lot of questions. Consider if your doctor wants you to heal or if they just want you to keep coming back for more adjustments and shots. Make decisions with your heart and gut.

34 HOW DO YOU NOT KNOW THAT?

Have you ever been asked if you knew something, and when you didn't, the person looked at you with total surprise and asked, "How do you not know that?" This reaction is amazing to me because humans don't know things until they learn them. It is that simple.

The Dopamine of Being Right

I have watched teachers look at children with total confusion because the child didn't know a specific fact. This is a powerful way for the teacher to engage their dopamine addiction. They get to be "right" while making the child feel "wrong." From the child's perspective, the person just looks mean or ignorant.

Next time you encounter someone who doesn't know something that you know, you have a choice. You can make them wrong and get your dopamine hit, or you can recognize a teachable moment and share your knowledge.

Teachable Moments

Your thoughts do not have to become your actions. If you make someone feel bad for not knowing a fact, you are creating a negative experience for them. Instead, consider that you just

taught them something new. You created a connection rather than a wall. Choose the teachable moment over the ego boost.

35 IT'S FINE

If you were to ask someone how they are doing and they said "I'm fine," how would you respond? Would you just say "great" and walk away or would you be concerned and ask what is really going on? Most of the time in my life when someone says they are fine or "it's fine," it never is. It is usually a cry for help that remains unaddressed.

Breaking the Fine Program

I am simply planting a seed here. Think about the times in your life when things are just fine. Is fine really the goal? Or would you rather things be good or great? Now that this seed is planted, the next time someone tells you they are fine, I offer you the opportunity to break out of your NPC programming. Ask them what is really going on and if they need someone to listen. I know that feels weird and outside of your usual programming, which is exactly why you are still reading this book.

Authentic Sharing

This goes for you too. The next time you catch yourself saying "I'm fine" to a question or a statement, see if you can stop in that moment and say what you authentically feel. If you choose not to, then it's fine. Get it? Take a step back and ask your observer to notice when you use that phrase. Ask yourself why you won't

consider asking for help. To have an even greater impact, share this with the people in your life. Give them permission to call you out when you say "it's fine" so they can help you handle the situation or lend an ear.

36 DENY & SUPPLY

Whenever my wife and I go to yoga, my ADHG (Attention Deficit Hyperactive Gift) always activates. I have to ask my brain to be quiet while I focus on difficult poses or hold a stretch for five minutes to release stuck energy. Sometimes the instructor's music is too relaxing for me, so I put an earbud in to play music that gets me into the right mood. One day an instructor asked me about the blinking light in my ear. When I told her it was an earbud, she said "we don't allow those in class," then paused and said "but for this time I'll allow it," and walked away.

The Three Dopamine Hits

My wife and I had a similar experience at a comedy event. We tried to leave early to avoid the rush, and an employee told us "this is not an exit." Then they paused and said "but you can go out here this time." This is a classic NPC program called Deny & Supply. It provides the NPC brain with three specific dopamine hits:

1. The first hit comes from shutting down a human request by saying "No."
2. The second hit arrives when they see the requester's face get upset or disappointed.
3. The third hit comes when they act like the hero by "allowing" you to do the thing anyway.

By making you wait for their permission, they feel chemically better about themselves. If they were aware of this program, they could choose to hack their brains and just create a Win-Win outcome from the start so everyone stays happy.

37 DEACTIVATING NPCS

Once you have the clarity to see your own NPC behaviors, you can accelerate your development by learning how to deactivate the NPCs you meet in the real world. As we saw in the last chapter, an NPC needs those dopamine hits to feel powerful. They tell you something is against policy, watch your face sink, and then come to the rescue to make an exception so you will be in awe of their power. It is a sad cycle, but it is true.

Disarming the Power Trip

You can deactivate an NPC by removing their ability to get that second and third dopamine hit. If someone tells you they can't do something because of policy, simply say "I'm sure you couldn't do anything about it if you wanted to," and then turn around to walk away. This immediately strips away the fake power they think they have. It starves them of the "hero" moment they were looking for.

Controlling the Interaction

If you time this correctly and control your facial expressions using the Power Look (Part 5 of Behavior Mastery), you might find that the NPC goes above and beyond to give you what you originally requested. They might even give you more just to try and re-

engage the cycle. This is how you get the best tickets at an arena or move to a better table at a restaurant.

You would be surprised how much a twenty dollar bill can also assist in deactivating an NPC. If you can turn an NPC from an oppositional power seeker into someone who looks at you with appreciation, you win. They will go above and beyond for you because you have become a source of dopamine for them. If you can find ways to open your heart and receive true love instead of playing these head games, that is the ultimate goal. But for now, when you have to deal with the system, just give them what they need and create a Win-Win for everyone.

38 WRAP UP

Welcome to the end... or is it the middle... or is it the beginning if you start this book again? Who knows. Does it matter? Did you enjoy reading what you read? Do you think this information will help you in the future? Or do you want to simply be put back into the Matrix, enjoy your steak, and believe that “ignorance is bliss”?

Breaking the Matrix

If you haven't seen the movie “The Matrix,” the reference pertains to having the brain wiped of all new powerful knowledge, including everything you've learned about being responsible and falling back into NPC programming. I am truly honored that you got to this part. I am thankful that there are human beings who sense that something is off, take on self-growth, and work through challenges, including breaking old programming.

When I did the Landmark Forum in 2001, I broke free of many patterns and decided to shift my life towards pursuing my happiness and being authentic. I was in awe of the presenter on the stage and felt the impact that their words, combined with my actions, achieved. I always recommend that seminar to anyone and everyone. I felt like my role was to be on a stage providing these same opportunities to others, especially those who work with children. This has been my career from 2010 until now.

A Final Request

I have a small request for you to consider. Would you please share this book with anyone else who you think would benefit from it? This creates a Win-Win for everyone. Take one action today that your inner child would want you to take. It could possibly spark and ignite the catalyst for decades of future joy and happiness.

It is your life and you are the only one responsible for it. Will today be “one day...” or will today be DAY ONE? What will you choose?

Proof