

P~P~S Success Mastery Program

Lesson Overview

Learn more about the **Personal~ Professional~ Spiritual Success Mastery Program** now. Visit us at www.ppssuccess.com

Lesson 1: Determining Your Legacy

How to create income and energy with your Unique Identity—and grow your legacy!

Legacy: Your legacy is a basic right that each of us is entitled to from birth; we are each entitled to live our dreams! In this lesson, P~P~S Success Practitioners go through a series of introspective drills that activate both left and right brain processes to identify and/or confirm their legacy. For many, recognizing what truly makes them passionate and excited to be alive is an important first step to unlocking and releasing their creative potential.

When we live our legacy, we are perpetually invigorated and need only channel our energy/efforts with intelligently structured goals and sound planning. When we live our legacy, we quickly learn to recognize honestly which skills we have or would enjoy acquiring as part of our journey, and which skills or services are best acquired through the services of others. Merging forces with others who are living their legacy as they help you live yours is a mastermind principle that dramatically increases your chances of fulfilling your goals. This lesson alone could change your life forever!

Personal: Your personal life will come alive with bountiful energy when you find your legacy. Your legacy is the source of your desires, and we always find reasons to support our desires.

Professional: For many, their legacy and their profession become one and the same, giving them great willpower to complete each day as they move to fulfill their legacy. For those whose legacy and profession differ, finding your legacy makes professional pursuits a joy and a breeze because, ultimately, you realize that your profession is a means to achieving your desires.

Spiritual: The spiritual life is a life of creation, of manifesting the Divine in the physical as reality. Anyone living their legacy is expressing Divinity, fulfilling their co-creative potential with, through, and in the Divine!

Lesson 2: Your Health ~ Your Legacy – Managing Your Self

Let's suppose for a moment that you were living your legacy, had an effective goal strategy, a good business plan, and were financially liquid. What would all that mean to you without your health? Wouldn't it be frustrating to have great ideas and a great business vehicle for executing your dreams, yet everyday you woke up tired, relying

on prescription drugs and addicted to sugar and caffeine? Unfortunately, even the most successful businessmen and women in the world are typically overstressed, overweight, and unhealthy. The difference is only that they can afford better doctors and designer drugs. Many times in my career I've had millionaires and billionaires as clients who were at their wits end because they had everything they wanted in life, except their health! They could afford to buy anything for their children or grandchildren, but didn't have the energy to travel to see them, or even play with the little ones once they arrived.

Many of you are still in the creative process of identifying and building your legacy. This is a process that requires optimal health for optimal creative and rational thinking. In fact, all the great Socratic philosophers included a strenuous exercise regimen in their training because, as Socrates said, "You have to be fit to think." Think about it: If you give a great builder lousy wood to work with and lousy tools, what percentage of his potential are you limiting him to? If you gave Michael Schumacher a Formula 1 racecar with dirty oil, insufficient water in the cooling system, hydraulic leaks, and too much weight, chances are good that even with his amazing driving skills he wouldn't be able to outperform the other drivers in fully functional vehicles. You are no different!

In this lesson, you will gain all the basics from my book *How To Eat, Move and Be Healthy!* as well as many other tips for learning to manage your Self (self being a possessive here). This lesson will be an introduction into what you must know to enjoy your journey and your legacy. We will look at the many layers of physical ~ emotional ~ mental and spiritual development that are directly linked to your health and how your entire being is optimally supported by optimal health. This one lesson alone could save you more than the cost of the whole year's training in drugs and related medical expenses!

Personal: As Byron Katie states, "We only sit, stand, or lie down in life." So the question that begs to be answered is: How do you want to feel while you do it? I regularly tell my students that you can't give what you don't have. Your own rational mind will soon realize that if you have a family, have important relationships, have a business to run or goals to accomplish, your health must come first!

Professional: Most professionals, by the nature of business, are in relationships. It is unlikely that anyone who is perpetually unhealthy will maintain good relationships because "like attracts like." If you want to fulfill your dreams, I will show you how to prevent your body from being a limiting factor on your otherwise solid plans.

Spiritual: Your body and your health are both spiritual manifestations of your dominant thoughts and choices. For some, that is tough medicine to swallow, yet a little introspection will reveal that this is a reliable truth. The successful executive knows how to how to manage the Self and attains peaceful detachment from having to achieve. While there are many paths to enlightenment, in this lesson I will show you how to chart a direct journey that does not include unnecessary segues into illness!

Lesson 3: Goal-Setting (Physical, emotional, mental, and spiritual goals)

Many people say that they don't like to set goals because they have repeatedly failed to achieve them in the past. This leaves them *feeling* like a failure. I have analyzed the goals of hundreds of patients, athletes, and students in my career, people who had given up on goal writing, and I can assure you that with coaching on how and why to write goals, their interest was renewed and their capacity to achieve was magnified manifoldly!

In our third lesson we look at the different types of goals that can be written. We also look at different methods for effectively reinforcing your use of energy so that it facilitates accomplishing your goals. If you think of your legacy—the source of your willpower and goals—as a means of focusing and steering your creative forces, it quickly becomes clear that without a legacy, you lack a wellspring from which to draw energy. Without goals, you have no means of guiding and directing your energy. The result can be seen every day in the news when reading about athletes, movie stars, rock stars, and flash-in-the-pan business successes who acquired massive wealth (energy) only to lose it all due to lack of direction (goals) and a legacy!

Personal: Your pride in being human, your flow, the very bounce in your step is influenced by having a legacy and goals to direct your life~force (energy). When you love yourself, you love your legacy and achieve your goals. When you love your legacy and channel your energy with your goals, you have plenty of vitality passing through your Self, and so your personal experience is that of being truly alive!

Professional: Any professional endeavor is first a personal endeavor. Once you have your personal life tuned to your legacy, your professional life is but an expression of your personal life. Remember, first you are a human being, and only then are you a professional!

Spiritual: Effective goal-writing always improves your creative ability and your ability to manifest change. The ultimate source of all energy, all that is, is Divine energy. That said, having goals and knowing how to effectively execute them merely allows more Divinity to pass through you, fulfilling your spiritual objectives. All that is physical is first spiritual!

Lesson 4: How to Write a Business Plan

"But I'm not in business, I just have a job," you may be saying. Or perhaps you're thinking, "I've already got a business going and don't need a plan (or another one)." Let me assure you, everyone needs a business plan!

If you have a job, then you are a sole proprietor, and your boss is your best customer! For the sole proprietor working as an employee, or for those of you in business under your own license, having a business plan serves to channel your

life~force and your business life~force in the same way your personal goals do. In fact, many people's personal goals are related to the lifestyle they want to live, the type of work they want to do, and how much money they want to make with their business or livelihood. Your business plan is essentially a subdivision of a well-developed goal structure. P~P~S Success Mastery Program Mentor Christine Perakis is an expert in business management and a highly successful consultant and businesswoman. I have chosen Christine to assist me in developing this lesson plan so that we can offer you the very best training in practical, effective business plan development. Together, we will help you to write a business plan that is synergistic with your personal, professional, and spiritual goals.

Personal: Your business planning lesson will teach you to write a business plan that fits seamlessly with your personal goals. By effectively channeling your energy as it emanates from your legacy and through your personal goals into your business plan, you will find yourself vitalized on a personal level, making each day an exciting expression of your intentions.

Professional: Approximately 95% of startup businesses are gone within five years. One of the main reasons is that they don't have a plan—a structured means by which to regulate the accumulation and dissemination of the life~force of their business. This will not be the case for P~P~S Success Mastery Practitioners!

Spiritual: To be truly spiritual is to contribute to the evolution of humanity. The very best way to do that is to give others a good example to follow. Our businesses say just as much about us to others and the Universe as our personal relationships and religious or spiritual affiliations and convictions. Money is energy, spirit is energy. Managing energy intelligently means your business practices are in fact spiritual practices!

Lesson 5: Money Management

To create your dreams, you will have to learn to manage energy in all forms, be it physical, emotional, mental, or spiritual. Money is energy. Energy always wants to create. Since money is an energy form that affords the ability to shelter, feed, and entertain ourselves, mismanagement can be devastating to our very sense of survival. Today, as you are probably aware, a great percentage of people with advanced degrees from universities all over the world are living lives that are out-of-sorts for the level of training they have. Often this results from an inability to determine when your expenditures are no longer improving your quality of life, at which point you are no longer gratified by your expenditures.

In this important lesson, P~P~S Mentor Christine Perakis and I will introduce many simple, practical methods for managing your money. We will talk to people who have demonstrated mastery with money management, and your P~P~S Success Mastery Program Mentors will share their success methods with you. By applying the principles of this lesson, you will feel uplifted by a confidence that you can manage your financial energy.

Personal: Having money to energize your needs, wants, and desires is one of the most liberating experiences we can have as human beings. When your money management skills allow you to rise above the mere need to survive and feel the personal freedom afforded by managing your financial energy, you may actually stop working to get to heaven because you are already in heaven!

Professional: When we know how to effectively manage money in our personal lives, we know how to manage it in our professional lives and vice versa. Your personality and personal skills are what you bring to your business as a contributor or as an owner. This money management lesson will facilitate professional freedom as it grows vertically out of skillful personal-money-management skills.

Spiritual: Another way of thinking of spirit is to use the term interchangeably with energy. When we are effectively managing money, we are managing energy. Effective management is always a stress reducer because it means that we are in control of energy, not being controlled by it. Because it is true that all we experience in life is spiritual, the beauty of this money management lesson is that you will learn to have a positive spiritual experience with money.

Lesson 6: Marketing Your Services

Marketing is an area where many professionals fall down and many individuals participate naïvely. In this important lesson, I will share my experiences with marketing myself, my many businesses in the past and now, as well as my knowledge of the importance of the self as the source of your marketing efforts.

For example, by realizing that marketing is merely *telling the truth attractively*, a tremendous burden is lifted. This is because marketing has a stigma of being strategic bragging combined with programmed deception. While this is true for those who feel they have to trick people into buying their product, it is an unnecessary concept for those with healthy marketing objectives. For example, once you begin to live your legacy, create well-structured goals, generate a business plan, and know how to manage your money, you will also know:

- exactly what you are marketing,
- just how much marketing is needed, and
- exactly how much you can afford to spend to make it a worthy investment of your life~force and money (energy).

If you don't currently have a job or a business, chances are good you are looking for one. Every time you go for an interview you are marketing yourself—from the moment you respond to an ad, call a potential employer on the phone, or go for a job interview. If you buy new clothes to look sharp for an interview, you are marketing. If you can write an engaging response to an employment query, you are marketing more effectively than someone who can't. If you go for an interview in an attempt to get a job position that you don't really want, but think you can't do

better, you are marketing to yourself, your family, your friends, and your community. You are reinforcing that you can sell what you don't want!

When you work for someone else, if you are not working toward your own goals, you are only working toward theirs. If working for an employer is a step to your own independence, you will need to market yourself effectively to get promoted and make steps toward your goals and the fulfillment of your legacy. In my program I will show you that every minute you are on the job, you are marketing yourself. Anytime you are in the same room as someone you work with—or someone who knows someone that you work with—and they can see you, hear you, or read your writings, you are marketing yourself! The question is, Are you selling what you really want your boss to buy?

I look forward to sharing my experiences with marketing so that you may take advantage of what I have learned. After completing this lesson, you will be well informed as to what is, and what is not, effective marketing.

Personal: We are marketing (projecting) ourselves into our internal and external environments constantly. What we project internally and externally literally acts like a magnet, attracting stuff that sticks to those particular magnetic thoughts. The foundation of any effective marketing plan is You! Therefore, we must get things organized so that first things come first.

Professional: Once you understand the implications and methods of personal marketing, you will be ready to expand your marketing efforts and put yourself into your business marketing program. You will learn to attract the right customers to your business through an effective marketing strategy. When you do that, you will find that your stress levels are significantly reduced because you will attract what you want, not what you don't want.

Spiritual: Truth is the highest form of spiritual reality. Marketing is telling the truth attractively. Whenever we perpetuate any form of truth, we are increasing spirituality in the world and perpetuating spiritual awareness by the mere fact that truth always displaces deception. Whatever in life is really good and true, we need more of!

Lesson 7: Education ~ How to Learn

Did you know that the great majority of the world's millionaires don't have college degrees and that approximately 98% of the world's wealth is owned by approximately 2% of the population? Did you know that a high percentage of college graduates don't work in a field related to their degree? Did you know that 95% of the information imparted to students in academic environments is presented in a format (mathematical/logical) that is appropriate for only 5%–8% of students? By any academic standard, these are not good statistics for you, nor for academia.

Let's face it, the grand majority of academic institutions are there to teach because their business is selling information; they are not there to teach you how to learn! If they were, it is very likely that the above situations would not exist. It is, by default, your own job to learn how to learn. In this important lesson, I will share the methods

I've learned for learning. Having only completed the 9th grade, I chose to teach myself to learn by studying people who had demonstrated mastery. To do this, I spent time with many masters and observed how they acquired their knowledge and applied it. I also studied scores of biographies so that I could better understand the great producers of the world. In addition, I paid attention to myself so that I could develop a learning style that worked for me. I will teach you how to do the same so that you can be as, or more, productive than I am!

Some of the many areas we will explore in this lesson involve how to:

- identify your personal learning style;
- use your whole brain to enhance your learning process;
- use emotion to improve learning effectiveness (retention);
- choose whom to learn from;
- learn quickly; and
- *unlearn* ineffective learning habits!

Personal: To learn is to grow. For anyone in touch with their soul, there are few greater sources of pleasure than personal growth. When you learn and grow, you have more choices in life. Greater choices make life more fun, and having more fun means you will be more passionate about what you do. Passion is the primary fuel for the successful mind. The learning, growing individual is rarely ever sick, is typically full of life and fun to be around, and is the greatest teacher for those who have not learned to learn or express their passion!

Professional: Professional success of any kind is directly linked to your ability to learn, a fact that runs from the top white-collar business to blue-collar workers. In fact, in the sweatiest, stinkiest boxing gyms in the world, you will find athletes learning how to:

- manage themselves effectively;
- perform their craft more effectively and efficiently;
- measure the strengths and weaknesses of their opponents;
- market themselves; and
- learn from the successes and hardships.

The business owner's success is directly linked to the ability to both learn and ensure that employees learn.

Spiritual: Some great masters say that we are not here to learn, but that we are here to remember. What they mean is that we already contain all there is to know within our Soul and that we needn't go outside ourselves to find answers that already exist within. Yet, this form of self-realization is, in fact, learning. In my life experience I have found that the more I learn, the more I re-member (meaning to put back together again). With applied knowledge comes wisdom, which serves as an attractor for inspiration. Here we see a self-induced cycle of learning ~ applied knowledge ~ wisdom ~ inspiration ~ re-remembering. The more self-realized we become through the process of learning, the more we do for humanity and the world. What can be more spiritual?

Lesson 8: Time Can't Be Managed!

Earl Nightingale, a great teacher and master of getting things done, said, "Time can't be managed, only activities can." He was right. We all have 24 hours in a day to get things done, yet clearly some are able to get much more done than others. In this lesson, I will share the many methods I've learned for getting things done as efficiently and effectively as possible. I will share:

- methods for prioritizing your objectives;
- how to allow your energy to flow from your legacy, through your goals, and into your daily objectives; and
- the importance of keeping yourself vitalized so that you have enough energy to focus and project into your objectives.

One need only look at the works of great artists, musicians, poets, thinkers, builders, writers, athletes, and businessmen and women to see what can be done in a day—what can be done in a life. We are all going to be here for a lifetime anyway; why not make a legacy of it!

Personal: When you have a legacy and goals, you will need to manage your objectives efficiently to move yourself toward your desired end-product. With effective management of activities comes effective use of time. The result is always greater power to select what you want over and above what you don't want. Nothing can be more personally rewarding.

Professional: There is an old and painfully true saying: "time is money." Any professional, knowing this essential truth is faced with a 24-hour day, yet most of them feel like the sun rises and sets like a yo-yo, and are perpetually chasing their tail to get everything done. While this may never change, what can change is your level of anxiety over what must be done. The most effective way to reduce anxiety and increase productivity and relieve stress is to effectively manage activities, an objective we will accomplish in this lesson.

Spiritual: Do you find yourself in church, in meditation, doing yoga or Tai-Chi, or playing with your children, only to have a head full of what you've got to get done today? Why not learn to effectively manage activities so that you can be transcendental in your spiritual practices instead of being grounded in your earthly concerns. How about being able to manage your activities well enough that you can actually be present with your loved ones. There is nothing more spiritual than to be with yourself, and then with your loved ones!

Lesson 9: Don't Get Your Feathers Wet!

The expression "Don't get your feathers wet!" can be loosely translated to mean:

- Don't sweat the small stuff!
- Don't make other people's baggage your own!

- Don't make your baggage the responsibility of others!

It is very common for people in family, romantic, and professional relationships to find themselves stressed over what's going on with so-and-so. . . . While hard to resist at times, particularly with family and loved ones, allowing other people's negative energy or concerns to become yours is never productive; it doesn't help them, or you!

In this powerful lesson, I will teach you the many techniques I have learned in my career as a husband, father, trainer, coach, Holistic Health Practitioner, teacher, and businessman for being an effective catalyst in relationships. You will learn how to have healthy relationships with unhealthy people so that you don't get your feathers wet. When a duck's feathers get wet underneath the surface of their down coat, they sink and drown! This critical lesson will give you the tools to lead others by example into a healthy, happy existence, giving you the ability to love others without being gobbled up by life.

Personal: Above everything, medical doctors are trained to: "First, do no harm." Part of the modern Hippocratic Oath also states, "I will apply, for the benefit of the sick, all measures which are required, avoiding those twin traps of over-treatment and therapeutic nihilism." When we are in relationships with others, we must also live by such guidelines; we must, first, do no harm. Second, we must avoid over-treatment by over-involvement, which often produces nihilism (belief that life is pointless and human values are worthless). When we cross the point at which our involvement in a relationship is producing pain, further interaction only diminishes both parties. When anger and destructive language are engaged, your feathers get wet and now you and your fellow human being sink in the ugliness of the situation. We must remember that we can only bring into any relationship what we are.

Professional: Most any professional will face the challenges of social interaction—be they challenges of others' ill physical, emotional, and mental health, or the challenges of differing opinions. Often we will be criticized for our best efforts and, at times, because our efforts were lacking. When we learn to see each situation for what it is, building upon self-integrity we see that every relationship offers growth to both the professional and his/her client.

Spiritual: Managing ourselves effectively and professionally in relationships is our spiritual work. When we get into managing things outside our legitimate control, we are dabbling in God's work. When we play God, we are often shocked at the amount of energy and level of responsibility it takes to manage everyone else's stuff, not to mention the management of the Universe. In this lesson, I will show you that we each have an offering to each other; when we are done learning each lesson, the offerings change, but they always match who we are and what we need.

Lesson 10: Understanding the Great Polarities

As creatures of the Universe, we are bound in and subject to the laws of the relative. It is typically human to express ourselves in relative terms; yet, being atypical, the P~P~S Success Practitioner will learn to understand and effectively navigate through the great polarities. Some of the most challenging and least understood of the great polarities, which we will explore for your self-empowerment, include:

- Yin~Yang
- Heaven and Hell
- Good and Evil
- Men~Women (male~female)

By understanding the history, use, and abuse of the great polarities, the P~P~S Success Practitioner will be relieved of the burden of dogmatism. This necessary relief will allow your energy to flow into your own life~force and into meaningful relationships. And it is fun to see how people just get stuck adhering to some very old, outdated, ineffective ideas, even when there are better options around!

Personal: Your personal development is the seed of all relationship development. When you free yourself of unwanted dogma, you will serve all humanity.

Professional: Understanding the great polarities will allow you to understand the great majority of humanity. You will feel empathy for those who don't have the strength or guidance to move beyond ideas that no longer serve them or humanity at large. Your life is their leadership!

Spiritual: When you understand that the body is the polarized expression of Divinity (without polarity, pure potential), you know which direction to go to get home!

Lesson 11: Communication Skills Development

How many times have you tried to share your feelings or needs with a loved one or coworker, but your words seemed only to escalate the damage? And when you tried and tried again, you just seemed to jump out of the pan and into the fire?

Do you find yourself wanting to hear constructive criticism in a way that is non-invasive, yet it seems that those with the best of intentions are judging you, even criticizing you or your efforts?

How often do you (honestly now!) find yourself arguing with someone, and while they are talking, you are so busy formulating a counterattack that you don't even hear what they are saying?

Are you someone who uses 400 words to make a 40-word point? Or are you the person who uses no words and assumes that your partner or coworkers should just get it?

If you said “yes” to any of the above questions, then you will be bountifully rewarded by your experience with Non-violent communication. When I first read Marshal Rosenberg’s book on Non-violent communication (NVC), I repeatedly found myself saying to Penny, “Babe, it’s a wonder humanity hasn’t killed each other off yet when you see how terribly we communicate with each other. But what a relief to know that there is a better way!” If this lesson does for you what it did for many of my patients and students, it will be worth the price of your entire year’s training as a P~P~S Success Practitioner!

Personal: You may think that learning Non-violent communication is for your clients, or for your family. The truth of the matter is, it may be the greatest gift you ever give yourself because, for the first time, you will actually hear people loving you, even if they simply do not know how to choose the words to express it.

Professional: Short of being a military sniper, most all professions require constant communication. If your communication skills are typical of those passed down by parents in the last several thousand years, you may well be a verbal sniper and not even know it. After this lesson, you will have the opportunity to improve your communications in direct magnitude to your progress with your own interpersonal communications.

Spiritual: We all took bodies to share experiences with each other. With good communication skills, the experiences we share will be more frequently joyful and less frequently hurtful. When we grow to love, we learn that love is the ultimate mode of communication. NVC is one important step to learning to speak in the language of love, not pain and judgment. The less pain and judgment we express, the more grounded we are to the body and earth-plane in general. If you want to fast-track to the next dimension of truth and love, this lesson is vital.

Lesson 12: Developing Your Listening Skills

Many people say they listen, but do they hear? Expanding on our previous 11 lessons, this last and very important lesson of our first year of P~P~S Success Mastery training will weave together all the prior lessons, offering you many useful listening techniques to help yourself and help others by hearing their needs. You will learn to hear the true message, regardless of the words it is wrapped in. You will learn to listen, not just with your body, but with your intuition, your being, your Soul. This lesson will open you up to an entire universe of visible and invisible helpers. You will learn that effective listening is effective vision.

Personal: Learning to listen to yourself will be the first major step to long-term health and well-being.

Professional: By truly being able to hear the needs of others, we can offer the best possible service and support for all whom we work with in this lifetime.

Spiritual: There is no higher form of spirituality than to listen to and hear one's own Soul.