

USE THIS NOW

An Action Book

**CONQUERING OVERWHELMING LOSS:
THE POWER OF A COMPELLING FUTURE**

By Mark Peysha and Cloé Madanes

Based On the Strategic Interventions
Of Anthony Robbins

FOREWORD

Welcome to the Action Book for CONQUERING OVERWHELMING LOSS: THE POWER OF A COMPELLING FUTURE. This Action Book will provide further analysis of the DVD and take you through The Seven Steps for Creating a Compelling Future. You will learn a series of profound yet simple questions to ask yourself or others in times of personal loss that will lead to self-understanding, effective action, and the development of a new future.

We encourage you to take the time to go through this book and consider the questions thoughtfully. This is time spent that can change your life and the lives of those you care about. Imagine being able to take any punches thrown at you in life and turn them into sources of strength. Imagine being able to help friends and family members through their own challenges. You will learn strategies and tools to help you discover and tap into the well of resources that you can then use to help your clients, your friends, your family, and anyone else who may be in need of help. Our purpose is not to make these tools seem “easy” or to create “quick” fixes. Some problems, especially financial problems like those Jim was facing don’t have an immediate solution. However, it is always possible to evaluate our situation, clarify our priorities, expand our options, and then take intelligent action. Since his intervention, Jim has changed careers, generated a six-figure income, steadily repaid loved ones who had lost money, and enjoyed a cheerful clarity of purpose for the first time in his life.

The premise for this “Inner Strength” series of films and Action Books is that a single decision can radically change your life, your career, and your relationships. Extraordinary loss can be extremely difficult to deal with and many people get caught in a pattern of despair that can literally freeze them in a state of inaction—or worse, into destructive action. This film, this book, and these exercises are designed to help you conquer your challenges and access the future that is always available to you.

Warmly,

Mark Peysha and Cloé Madanes

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INTRODUCTION

What would you do if...?

What would happen if you lost your job, your spouse, your house, your investments, your friends, or the ability to maintain your life and/or community activities? What happens when you think about these types of losses in your life? Some people refuse to even think about what they would do. Others quickly become overwhelmed by fear or anxiety. And some look at the prospect of loss as an exciting opportunity to completely change paths and make major shifts in their lives. Loss can be a true test of who you really are, what you value, and what you're capable of. Norman Vincent Peale used to say that problems are a sign of life." How you show up to resolve and conquer your problems is a sign of your ability to live life to the fullest.

We've all known friends or relatives who have experienced extraordinary loss. They may be actually defensive about their problems or about our attempts at "providing" solutions. The question is how to guide someone in difficult times so that they arrive at their own best decisions.

The challenge arises when something happens that no longer allows us to meet those needs in the usual way. For example, we have a successful job and are financially comfortable but suddenly get laid off, or we are accustomed to a cohesive family and then we lose our spouse, or something happens that forces a move to a new location, or an injury or illness takes away some of our freedom.

Because we experience our own model of the world consistently, it can become very difficult to actually see it—we forget that our choices, our habits, our options, are the way they are because we have construed a world where those elements create a comfortable living experience for us. The secret for turning a crisis into an opportunity for growth is to recognize your pain as a growing pain, as a sign of a part of you that must be strengthened and expanded so that you can experience greater potential for happiness and can also take joy in the happiness of others.

On the other hand, we also hear of people who after overcoming a great struggle suddenly become depressed. When their difficulties are surmounted these people lose the stimulus that was urging them to continue to grow. They actually miss the hard times! Of course, we don't have to become depressed when things are going smoothly. We can pursue opportunities to grow without being forced into that path through a crisis. However, when faced with difficulties, it is important to remember that you can decide to embrace them as an opportunity to grow and expand your ability to create solutions for yourself and others.

HUMAN NEEDS PSYCHOLOGY

Human Needs Psychology is a proactive, pragmatic, action-based psychology aimed not only at solving problems, but strengthening and expanding a person's capacity for happiness and for contributing to others. Human Needs Psychology also takes into account the social and communication dynamics that govern all behavior and every decision. We offer strategic action plans for solving life problems and for overcoming interpersonal obstacles, leading to improved health for the individual and harmony for the social group.

What are the Six Human Needs?

Human Needs Psychology is based on the premise that human motivation can be explained by a desire to meet one or more of the following six universal human needs:

1. **Certainty**

Everybody needs some basic sense of stability about their basic necessities—food, shelter, and other material resources. When people cannot control their physical circumstances they may seek certainty through a state of mind (such as religious faith or a positive outlook). Certainty is the bedrock of personality—the things you seek out to provide certainty for you (whether they be external circumstances, your own moral commitments, or a spiritual belief) create a basis for making the decisions in your life.

2. **Uncertainty/Variety**

People also have a need to change their state—to experience a range of physical and emotional actions and sensations. Therefore they seek variety through a number of means—stimuli, change of scene, physical activity, mood swings, entertainment, food, etc. People deal with uncertainty in different ways. Some people seek to satisfy this need by changing their living conditions, getting a new job, learning a new skill, or taking on a new challenge. Others choose drugs, alcohol, even fighting in order to get that excitement, that sense of uncertainty or variety that we all crave.

3. **Significance**

Everybody needs to feel special and important in some way. People will seek significance by obtaining recognition from others or from themselves. When people feel insignificant, they may make themselves feel significant by getting angry or depressed. They may also meet their needs paradoxically, by having others recognize the significance of their insignificance.

4. Connection/Love

Humans need to feel connected with someone or something - a person, an ideal, a value, a habit, and/or a sense of identity. Connection may take the form of love, or merely of intense engagement - for instance, one can feel connected by means of an aggressive interaction.

5. Growth

Everything in the universe is either growing or dying - there is no third alternative. People are not spiritually satisfied unless their capacities are expanding.

6. Contribution

Just as people cannot survive without others contributing in some way to their welfare (no baby grew up on its own), they cannot be spiritually fulfilled unless they are contributing to others as well.

These needs drive every decision we make in our lives. Every single one of us has found a way to meet the “core” needs—the first four needs—and most of us also strive to meet the last two—the spiritual needs. However, few of us take the time to figure out how we go about meeting them. In order to replace or change any behavior, we must find new ways to satisfy our needs.

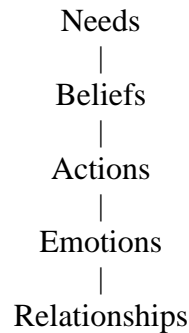
We can also use an understanding of these needs to think intelligently and strategically about how to meet our needs in a sustainable way, even in a time of crisis, so that we can experience true joy and fulfillment in our lives. Every single one of these needs can be met in a positive or a negative way—we are all trying to meet the same six needs, we just have different formulas for how to do it. The challenge then becomes: how can you be smart about how you approach the six needs in your life?

Your Model Of The World

Starting in very early childhood, we all develop our own system of actions for meeting our needs and a system of beliefs about what must happen for our needs to be met. We call these systems our “model of the world.” Most people focus primarily on two of the six needs, and these two become the primary driving forces in the individual’s life. For example, a person who values certainty above all will make very different choices in life than a person who most values love, and when someone changes their primary need from certainty to love, they literally become a different person.

People who share the same primary need can meet that need in very different ways. One person may believe they can achieve the feeling of certainty by always controlling their environment, a second person may give themselves certainty by not trusting anyone, and a third person may give themselves the feeling of certainty by simply having faith.

In short, we all pursue primary needs and then act upon our individual beliefs on how to meet that need. Belief about what must happen to achieve a desired feeling leads to specific actions, and, based on whether we feel our needs have been met, we will experience emotion. These actions and emotions become the building blocks of our relationships.



To influence someone you must know what already influences him or her. By understanding an individual’s model of the world and the needs the person values, you will understand the person. It then becomes much easier to understand what has to happen for that person to feel happy and fulfilled.

Changing Your Model Of The World

For most people there will come a time when their model of the world will no longer work to satisfy their needs. When any human being feels that they have lost their ability to meet their needs, they will experience a feeling of pain driven by two primary fears which are universal for all people: the fear that they are not “enough”, and the fear that they will not be loved. When experiencing these primary fears, it is very difficult to see your situation clearly and to create solutions.

The purpose of Human Needs Psychology is to understand a person’s model of the world, to bring about a conscious understanding of one’s choices, and to assist the individual in finding new ways to meet their needs in ways that will serve themselves and others in the long term.

From Depression to a Compelling Future

When people are unhappy or even depressed, why do they stay that way? What is it about depression that makes it easier to stay there than to change—even if you feel completely miserable? The answer is that people experience “side benefits” to holding onto the problem. These side-benefits seem to offer relief, at least in the short-term, but over time they are extremely destructive—both for the depressed person and for his or her loved ones.

Creating a compelling future is a way to help ourselves or others to find the strength to resolve conflicts in our emotions and our experience—and then to move toward a future that will bring fulfillment. People need something to look forward to. In times of crisis, people often panic, confront themselves with a restricted set of options, and then try to force their way out of the situation by seizing on something that will meet their needs in the short term. When a person is in pain because they don't see options in life, it is essential first to explore all possible choices one could make and then to find an option that will bring meaning to the person's life. The compelling future is always there. Everybody has beliefs and values that support simple steps towards growth, contribution, and life purpose. It is a matter of getting the person out of panic, finding what the person values more than their pain, and then offering them an alternative that brings meaning.

SEVEN STEPS FOR CREATING A COMPELLING FUTURE

- Step One: Evaluate Your Initial Response**
- Step Two: Identify The Needs To Be Satisfied**
- Step Three: Understand The Side-Benefits Of Being In Despair**
- Step Four: Define Your True Purpose**
- Step Five: Find Multiple Ways To Achieve Your Purpose**
- Step Six: Shift Your Body To Create Change In Yourself**
- Step Seven: Create A Compelling Future**

We'll go through these steps using examples from your own life. When you go through the steps here, think back to a time in your life when you experienced loss and consider what your reaction was. Also, think about whether you can think of a different reaction that may have served you better at that time—and may be able to serve you in the future.

Step One: Evaluate Your Initial Response

What is reaction?

When people experience critical loss, when they lose something that cuts to the core of their identity, they usually make an emergency attempt to reclaim what has been lost. We call this **reaction**. It's a type of panic, a survival instinct, focused specifically on reclaiming the needs that are threatened in the crisis. There are two basic ways to react to a crisis: a short-term, **obtainable** reaction meant to meet your needs in the moment, and a longer-term, **sustainable** reaction focused on making sure your needs are met in an ongoing fashion.

When you experience a loss of needs, it is a physical, not just an emotional experience – in times of radical uncertainty, you may feel woozy, or get a sinking feeling in your stomach. When you lose your sense of certainty, freedom, and openness, you may feel constricted or claustrophobic. When you lose your sense of significance and importance, you may feel small or unworthy. And when you lose love and connection, you feel shut

out and alone. Because these experiences are so intense and physical, we often respond to them in an almost instinctive way, in order to fend off the feeling. Thus people reach for a source of physical comfort such as food, they reach for beliefs or intentions that restore the sense of worthiness, or they provoke arguments in order to bring on the feeling of being right.

It is quite easy to distinguish between obtainable and sustainable reactions. The reaction is merely obtainable when its consequences will actually be negative to you and/or others in the future. A sustainable reaction, on the other hand, will continue to provide for you down the road. Intellectually, we know the difference – it’s intuitive. It’s like the difference between investing your money for growth, and throwing away your money on a cheap thrill. The problem, of course, is that it can be difficult in the moment to choose the sustainable reaction. Therefore, when you find yourself reacting to a crisis or a radical change, you must ask yourself this question: **Is this good for me and for othe**

If you cannot honestly answer that your reaction is good for **both you and others**, then there is nothing to do but to abandon the obtainable reaction and find one that is sustainable. Instead of reaching for instant comfort, distraction, or self-importance, ask yourself: **What can I do now to provide for my needs and others’ needs in the future?** Again, think of this in financial terms. Imagine that you lose a shocking amount of money. What would you do – gamble the rest of it away, in the hopes of a big hit? Or would you save it, count it, and invest carefully to bring you wealth tomorrow? It’s a silly question, because logically speaking we all know the right answer. But we’re dealing with human needs here – the most intimate parts of ourselves that we instinctively protect above all else. We all know people who, on losing money, squander the rest on cheap thrills, so they can feel good in the moment. Or people who, on getting in an argument with a loved one, decide to “screw it all” and destroy the relationship completely. In both cases, the person has lost their sense of certainty and significance and has tried to get those needs back by deciding that the money and the relationship are not worth saving. These extremely destructive measures may have worked in the moment, but the next morning, people who react this way will feel poorer for it.

When Jim first comes to the stage, Robbins takes the time to understand Jim’s loss—and what his reaction has been. It’s important to recognize that, just by knowing that Jim is depressed, Robbins already knows a tremendous amount about him. He knows in advance, for instance, that Jim is facing some kind of disappointment in his life and that he feels unable to meet his human needs. It is also likely that Jim has become accustomed to reacting to his life conditions in a non-sustainable way that prevents him from making progress. Robbins will seek to learn which needs are not being met, how Jim usually meets those needs, and what beliefs and emotions are preventing Jim from meeting those needs in a way that creates long-term happiness.

ROBBINS *You're suicidal?*

JIM *I have been focused on it for the last month. And suicide is, I've not been in this state for.. I actually love life. I've gotten myself in a situation where suicide was a, not so much a thought, it was a solution. It is a solution to an economic dilemma.*

This last year has been disastrous financially, where about a year ago I was almost at a peak, the best I've ever been. It's been a very difficult ride to have it be so negative, financially and more, probably more than financially is the, who you are. A thirteen-year career went away.

ROBBINS *Loss of your identity*

JIM *Yes. Very much so. And, in fact, the identity is what has had me so. . . the ideation with the. . . the concept of suicide as. . . because although I would cease to be, I actually can preserve the identity that I believe that I am.*

Robbins and Jim have just agreed on Jim's problem. Jim has suffered a financial disaster. However, the real problem is that his life conditions have changed and he fears that he will not be able to meet his needs. The purpose of the intervention will be to help Jim rebuild his identity and self-esteem, so he can resolve his financial situation and be happy again.

In order to understand Jim's situation, Robbins cannot merely listen to Jim's story. He must also ask Jim questions which will take him out of his usual conversational patterns, and which will reveal some of Jim's strengths and resources. Knowing something about Jim's history (having read the questionnaire that Jim and the other participants filled out for the conference) Robbins asked Jim about a part of his life where Jim must have felt triumph and excitement.

ROBBINS *You race cars? You race motorcycles?*

JIM *Yeah, I do. In all likelihood, I'm not going to be able to pursue that, because it's fairly expensive.*

ROBBINS *How fast do you go? Over 100 miles an hour, right?*

JIM *We have one car that will do 200. I've done 150.*

ROBBINS *150! Is that how you plan to do it [kill yourself]?*

JIM *No, no, not at all. It's not this big drama thing. It's just that... the asset I do have it the life policy.*

ROBBINS Well, you can't...

JIM Oh, yes, I can. The proceeds are named to her.

ROBBINS But, it won't be you paying it back, but the insurance company, so...

JIM I don't know that. You know, I love this woman. She is a sister-in-law, and I'm still very close with her.... Money is the underpinning of our society. And I won't be real philosophical about it but... I know it would pain her tremendously that she got the money by my not being there, but I know it will pain her a hell of a lot more if she doesn't have her money.

Here we have Jim's reaction, which has taken the form of a plan. Faced with the shame of losing Laura's money, Jim has prepared things so that he can kill himself and, in doing so, pay her back. Jim's plan has all the hallmarks of an unsustainable reaction. It is a destructive way for Jim to meet the certainty and significance he has lost. Even though he has convinced himself that he is sacrificing his life in order to pay Laura back and to redeem his self-image, he is totally blind to the real effects his suicide would have. Jim's fantasy of repaying Laura through suicide has at least two negative consequences attached to it. One, if Jim acts on it, he will destroy not only his own life but also the lives of those he loves; secondly, even if he doesn't act on it, as long as Jim holds on to his imaginary "escape clause"—the possibility of getting out of pain through suicide—he will not face and resolve his situation. Robbins acts immediately to destroy that possibility in Jim's mind.

ROBBINS Can I tell you something? I am going to send her this video.

JIM What?

ROBBINS I am going to send her this video tape.

JIM You're going to send her this video tape?

ROBBINS Yes.

JIM Oh, I won't give you permission to do that.

ROBBINS Well, I don't really think you have any authority over me.

JIM That may be so, but I'm still, you certainly don't have my permission to do it.

ROBBINS I understand.

JIM I came in on the premise of what we're doing here. And that's exactly how I stood up. I don't ...

ROBBINS I know. I know I've lost all your trust right now.

Jim supposedly stood up in order to prevent his own suicide, but as Robbins takes the option of suicide away from Jim, you can see how angry he becomes. In order to prevent Jim from hardening himself and becoming uncooperative, Robbins shows Jim that his confrontation was not meant as aggression, and that he still cares about their connection. Robbins must show Jim that he cares about Jim's needs, and that he will help Jim get what he wants. Jim responds by confiding his feelings of uncertainty. This is an important step: Jim must recognize the underlying needs that drove him to consider suicide.

JIM Not all of it, but, uh, survival, you know. I'm just going into panic here... because I've been wrestling with what else can I do.

When Robbins destroys Jim's "reaction plan" for meeting his needs for certainty and significance, Jim is confronted with the burden of creating a real solution. He is confused, and this is a very healthy confusion, as it leaves him genuinely curious about how he's going to meet his needs. Robbins takes the opportunity to redefine Jim's suicide fantasy, so that Jim will never again be tempted to return to it. Robbins calls suicide what it is: a selfish way for Jim to meet his needs, at the expense of Laura's conscience.

ROBBINS I will not let you be this selfish, because the guilt that she will have when you're gone—that she, you believe that nothing matters but money, and that she wasn't able to get across to you that she really loved you—that will destroy her life and everyone she cares about. And if you're going to be that selfish, I've got to protect her from you. This isn't about taking care of you. Okay?

Jim will not be able to return to the idea that his suicide would have served Laura.

USE IT NOW: Exercises

Think now, for a moment about a time in your life that you felt overwhelming loss. Go back to that time and remember:

1. What did you focus on, think about, and decide immediately or soon after experiencing the loss?

2. What exactly did you feel was lost?

3. What was your reaction—how did you try to get it back? Include both emotional and action-oriented reactions.

4. Was your reaction sustainable, or merely obtainable? Ask yourself: was it good for you and others, or not?

5. What would the consequences have been on you and others in the long term?

6. How could you reclaim your needs in a sustainable way that would expand your ability to provide for yourself and others in the future?

Step Two: Identify The Needs To Be Satisfied

While we all find ways to meet our first four needs (Certainty, Uncertainty/Variety, Significance, and Love) and strive to meet as well the all-important needs for Growth and Contribution, all of us have two needs that we focus on above all else. These top two needs are not only the nearest and dearest to our sense of “who we are,” they are also the

filters through which we experience the world. The way that you regularly set about meeting these needs—through your beliefs, actions, rules, and language patterns—this is what we call your model of the world. Just as a physicist will tend to see the universe as the interaction of physical forces, and a spy will view the world in terms of espionage, each of us sees the world through the lens of our top two needs. Someone focused on Significance will think of themselves and their human interactions in terms of comparison, competition, and the question of self-worth. A person focused on Certainty will think in terms of safety, protection, and comfort. Someone who values variety will be driven by their need to alter their physical and emotional state. And someone specializing in Connection will constantly devise ways to match up and share with others.

When we are able to recognize our top two needs, we can begin to understand the deep desires that drive our every decision. In fact, our top needs are so important to us that they are almost blinding—like looking directly into the sun. Therefore, many of us have developed defenses, distractions, and rationalizations that help us manage our deepest and most powerful needs. What most of us want at the deepest level is love—that is because we are human, because we were raised in love as children (the fact that we survived is evidence), and because we have a deep desire to return to the love that nourished us. However, admitting your need for love requires great honesty, vulnerability, and risk. For many of us, it feels much safer to focus on one of our other needs: on being comfortable (certainty), being entertained (variety), being important (significance), on our ability to learn (growth), or our ability to give (contribution). Often we focus on one of these needs—such as certainty or significance—as preconditions for feeling loved: if I you take care of me, you love me. Or if I compare well against the others, I'm worthy of love.

Robbins points out that while Jim has been focused on his financial losses as a loss of self-worth, what he really craved was love and connection.

ROBBINS *You have an enormous amount of guilt because you have a heart of gold, I can see how much of a connection man you are. You've been living operationally for significance, but you're really driven by connection.*

JIM *Well, I got that the other night, how misplaced my life, in years, and years. Probably my marriage. The significance, versus the love and connection.*

ROBBINS *But right now, that's not what's driving you. You're letting the significance still drive you. You still have a love filter on it. You understand the difference?*

JIM *Uh, you might just have to say that again. I don't think I got it.*

ROBBINS *Thank you for going inside and feeling. I want to tell you something. I know you felt these thoughts and now you really are the kind of man that would sacrifice the love.*

MADANES The quest for significance often occurs when one doesn't know that what one is really seeking is love. Love is what showed Jim that his drive for significance is really a drive for love. His business success is not more essential than a love life. Jim will see that he can still experience the emotion he values most. This gives him a compelling future.

ROBBINS When you talked about leaving the business, you talk about significance, but you had a tear in your voice, a cry in your voice when you talked about the people saying goodbye to you.

In Jim's mind, love and significance are deeply intertwined and even confused. Having lost his primary way of feeling significant and worthy of love—as a businessman and a provider—he now needs to recognize that Robbins' objective will be to separate and clarify the two for Jim, in order to create a clearer understanding of what he must do. As a man who would sacrifice his life in order to repay Laura, Jim must distinguish between his love and deep feeling for Laura's predicament and his own desire to redeem his sense of worth. The first motivation is altruistic, the second motivation is selfish. The source of confusion for Jim is that he has regarded being significant as a precondition for being worthy of love. He lost his primary way of feeling significant and worthy of love—by being a businessman and a provider. He now needs to recognize that he can find other ways to experience love. One way to experience love is not to sacrifice yourself, but simply focus on giving.

USE IT NOW: Exercises

Think of a time where you felt a loss or experienced a crisis:

1. How did you react?

2. What did you feel was lost when you carried out that reaction? What need did you focus on?

3. What do you usually do to meet that need? What has to happen for you to feel that that need has been met?

4. Is that the only way for people to meet that need? What are some other ways that people meet that need?

5. Looking back, did you really lose your ability to meet that need, or did you merely lose one your usual ways of meeting it?

Step Three: Understand The Side-Benefits Of Being In Despair

Have you ever noticed how hard it is to communicate with someone who is in despair, or someone who is overwhelmed, depressed, or helpless? We often tend to walk on eggshells, worried that something we say or do will provoke them, or make them feel bad, or even that they will misunderstand our concern and shut us out. In order to be able to communicate with someone who is depressed or despondent, it is essential to understand what their emotion does for them. The fact is that most people stay in despair because it creates certain “side benefits.” These side benefits may seem to offer short-term relief, but eventually they are destructive for everyone. Although despair is a painful emotion, it often makes us feel cared for by others and released from our responsibilities. In the long term, despair is a way to impose on others’ goodwill, eroding their trust and sympathy.

Side Benefits of Despair

- Despair reduces the sense of guilt because it feels like a form of penance.
- Despair brings sympathy from others—and this sympathy can often feel like love.

- Despair justifies abandoning relationships with family and friends with the idea that they will be better off without the desperate person.
- Despair is an excuse for avoiding obligations and responsibilities.
- Despair is a way of punishing others who feel they must help and yet fail to help.
- Despair makes it difficult for significant others to leave because it would mean abandoning a desperate person.
- Despair justifies indulging in addictions and other self-destructive but pleasurable behaviors.
- Despair, especially when it comes together with the threat of suicide, is a way to dominate others who, afraid to upset the desperate person, will walk on eggshells.

There are two basic types of motivation behind despair: benign and hostile. Because despair is a cry for help, it can lead to benign feelings of connection and caring. Yet, indulging in despair is also a way of imposing on those who care. The benign and hostile motivations create a complicated and difficult situation, both for the person directly experiencing the emotion and for those who care about and are worried for that person. For example:

- While despair gives a sense of doing penance, it is also a way to justify avoiding responsibility.
- While despair brings sympathy, it is also a way of punishing others.
- While despair justifies abandoning relationships, it also makes it difficult for people to leave the person in despair.

Someone in despair will typically focus on benign motivations and will fail to recognize the pain they are inflicting on others. The first step out of despair is to become aware of these side benefits and their consequences and then to make a conscious decision to not indulge in despair.

To move out of despair and move toward the future, you need to acknowledge what staying in despair is doing for you and to you—and what you are doing to the other people in your life because of it.

As he discusses Jim's motivations for considering suicide, Robbins will show Jim that his benign wishes for Laura cannot be separated from the devastating effect his suicide would have on her.

ROBBINS *I see two things: number one, (suicide) is not a possibility now because no one will pay. Second thing is, you're not a man that's this selfish. You're not a selfish guy. Your model of sacrifice is to give up your needs for other peoples' needs. And you know that no matter how you try to tell*

me, the way you try to rationalize, that some part of her, even if she's money-grubbing b- - ch . . .

JIM She's not . . .

ROBBINS Some part of her would feel a level of guilt that would destroy her life because of your wanting to get what you want, which is out from the burden of feeling this guilt.

JIM And not only that, it would destroy my mother. I have a very small family. They don't—they're not extended, you know—but, it's extremely close. They're very concerned for me. And they've expressed it a lot.

It's interesting, isn't it, that Jim has already thought about the destructive effects of his planned suicide. Robbins will help Jim to recognize that.

ROBBINS You really have thought about it, if I may say so, and you can correct me if you think I'm wrong, I'm not suggesting you wouldn't do it, that you don't have guts to do it, because it doesn't take guts to kill yourself. It takes guts to live. Any idiot can take themselves and just run out, use some justification. It's a great way to try to end pain. The only problem with that is, who knows what happens to somebody who takes the gift of life from themselves?

None of us really know what happens when you pass on, but whether you have religious convictions or not, there is nothing in the world that ever gets destroyed. Everything just changes form.

JIM I've thought of that.

ROBBINS So, I know that you're not really selfish. I know you really want love more than anything. I know you're driven by significance, and I know also that—and I know this is sincere, so don't get me wrong—I'm talking about the difference between your conscious thought and your unconscious thought. Consciously, I know you've truly considered this option. But unconsciously you could never go there because you're not a destructive person to others. You would not hurt your mother and your brother and you would not put the guilt on her.

JIM Yes.

ROBBINS By considering it consciously, you do accomplish something else. You give yourself severe enough pain that you think you deserve for hurting someone this badly and then you show others, even though you don't say suicide, just by the state, you show that you're really considering it, that you don't take this lightly and that you do care.

So it's a form of penance as if you're trying to punish yourself, at the deepest level. There could be no greater punishment besides the loss of your identity.

JIM There's a few things I would add to it, but yes, that's, that's the essence. It's unlivable one way and it's unlivable the other.

ROBBINS But it must be lived!

USE IT NOW: Exercises

Think of a time when you have been depressed:

1. Do you remember what you were thinking and feeling?

2. How did others respond to your depression? Did anybody stop to help, commiserate, and “let you off of the hook”?

3. How did you acknowledge their gesture? Did you accept it, or did you feel compelled to stay in despair? Did you feel that if you let go of despair, you would lose the attention?

4. What would happen if you were to use despair on a regular basis in order to get connection from others? How long would that last?

5. What are some better ways to get people to respond with kindness and empathy?

Step Four: Define Your True Purpose

When we talk about our purpose, we are talking about the ways that we can move beyond reaction and into something that gives greater meaning to our lives. People can define their purpose in terms of their values, the things they want to accomplish, but often it is best to define your purpose in terms of the needs that you wish to meet. The beauty of focusing on your needs is that you can always find a way to meet them, whatever the circumstances.

When someone is confronted with the feeling of losing their usual way to meet their needs, it is important for them to focus on what it is that they truly feel gives their life meaning. In Jim's case, he lost his means of experiencing significance and contribution, the needs that he used most in order to feel connection with the people who mattered in his life. However, Robbins pointed out that Jim didn't need all those preconditions to feeling love, connection, and contribution. In this way, Robbins inspired Jim to acknowledge the moments that really mattered in his life.

At the same time that we focus on what we want, it is useful to examine the model of the world we were using in "the good old days." In a crisis, it is all too easy to crave the certainty and comfort of our previous existence, without acknowledging the restrictions and problems that were there already. Here Robbins explores with Jim the kinds of beliefs he had held and the actions he had taken in order to meet his needs in corporate life. Jim had assumed that the way he was living was the only way to meet his needs. In fact, he had been pursuing significance instead of love, which he valued more highly, and he had been pursuing business success as a way of contributing to others, which was also an unnecessary precondition. By seeing the limitations of the past, Jim sees new options in the future.

ROBBINS Everybody needs a compelling future and men must have a clear mission, a way that you could be even more significant than you have been in the past. Now anyone I have ever known who's truly successful has a second act. In the first act, the person succeeds enormously and everything looks perfect and right at the peak of it going really great, what happens? The unthinkable happens, doesn't it? Some horrible thing outside their control happens and it destroys everything. They lose their love, they die, or the business goes crazy, or they lose the game or everything disappears. I mean, this is fairly predictable. Do you know about what stage it

happened? Usually, about two thirds of the way through the story. How old are you?

JIM

Forty-nine.

ROBBINS

So about two-thirds of the way, that's good. And right there, the worst thing happens, and the character becomes despondent and the character thinks there'll never be another future, and it's over and they could never do this again. And the worst thing you want to do is start over, because if you use those words, it's too overwhelming. Because you don't even know whether you could do that. Because even if you know you could do it, what if it was a fluke the first time. I mean, it wasn't a fluke, but I mean, how do I find that kind of vehicle again, and make it all come together? Plus the total shame of all the losses, and all the disappointments, and the loss of love, and the loss of identity, and all those pieces. So, I ought to just check out.

And some people's life stories are warnings, and they check out. But most films are about something that inspire. And the only reason they inspire is because they put us through and went through the worst enemy they can imagine. They dealt with the external enemy, the people he felt played a role in that process. They dealt with the intimate enemy, like your sister-in-law. And they dealt with the internal, and their Mom and everybody else that was affected.

And they deal with the internal enemy within themselves that's saying, "My life's not worth living and at the same time, and I really do want to give, and at the same time I can't, the same time, I've got to live, but I just can't live." They go through all these battles. But eventually, there's a self-revelation. They decide to stay in the game and the revelation allows them so they don't have to build another thing. They don't have to make all the money. They just have to do what's right at the next level. And there are all kinds of ways. Some of them actually go to that woman and they say, I am going to work and you get 50 percent of everything I earn of whatever I do, if I have to be janitor until this is done, and I will find a way to make it back. I will build some of the business, I will do. You can hate me, you can do whatever it is, but I will do everything in my power to do it. I even considered suicide, but I wouldn't put the guilt on my mother." I doubt that you have that, and I'm not that weak, you know. I'm here to stand here and be accountable. That's what some people do.

In telling this story, Robbins is weaning Jim of his reliance on his business success as a way of feeling worthy of love. In fact, his needs and values are more flexible than that—if he wants to feel capable of love, growth, and contribution, all he has to do is face the music and commit to living by his values. The revelation is that we do not have to wait to

live by our values, and we do not need to create difficult preconditions in order to meet our needs. Jim can start his new life immediately.

USE IT NOW: Exercises

1. What has to happen for you to experience your top two needs? In other words, what are your rules for experiencing your needs? Write the rules for each of your top two needs.

2. Do your rules focus on things that are out of your control, or things that are in your control?

3. Do your rules make it difficult or easy for you to succeed?

4. Aside from these rules, what is your purpose in life? Which needs do you want to value most highly?

5. Think of some rules that make it easy for you to experience your top needs.

6. Think of some ways that are within your control, ways that will enable you to live by your values.

Step Five: Find Multiple Ways To Achieve Your Purpose

In talking to Jim, Robbins immediately found ways in which Jim could have experienced a more fulfilling life, even before the crisis hit—he could have understood his wife in a different way. He could have found better ways to enjoy his life and the company of others. He could have enjoyed his drive to succeed without always putting his self-esteem on the line. In looking at the ways that Jim met his needs in the past, Robbins located many new ways that Jim could meet his needs in a better way in the future.

ROBBINS *What some people do is they figure out all those processes, and holy sh-t, this is a great gift! I've been trying to be something I'm not my whole life, so I can't feel all the love and connection because I've got to constantly be positioning for significance and on top of it, I've got to be good at numbers when I'm not. What I'm really good at is creating relationships and empowering people. I cared so much and we served so many people and I had a higher mission, so power moves to me. But power can't move to me as long as I'm focusing on myself. Now I have a right to have felt this way, but more importantly I need to prove to myself that I am not some person who doesn't care. That I take these things seriously, so I've taken myself to the edge of being suicidal, it's time to get back in the game, so I can get back. Because I don't want to cheat all those people that used to be helped by me in the companies I was involved with, when I can still bring it.*

Specifically, Robbins is making distinctions between the things Jim had thought were necessary to succeed and the qualities that were the genuine sources of Jim's success. Though Jim had focused on his ability with money, Robbins implies that Jim's real strength came from his ability to care for others. If this is so, then Jim's financial losses could not stand in the way of Jim's ability to exercise his true talent and to meet his needs.

ROBBINS *And I don't have to actually fund it to make a difference. I could just volunteer once a week. And I could make a difference that's directly associated and I could have the same feeling I had before, and I could become a part of a team and not have to be so significant, and I can also gradually build something significant that I'm proud of in that area as well. Maybe the significance is just one person I'm needed for, like my*

mother, caring for her, loving her, instead of being inside myself, about how to run away.

MADANES By talking about Jim's situation in the first person, Robbins introduces new options showing Jim what he will build in the same circumstances and allowing Jim to identify with him as a successful businessman. Reframing the suicide thought, as going to the edge and back, Robbins gives Jim a way back to life as he decides his original mission, to help others.

ROBBINS *So some people do that. What some people do, is they do all that, while they plot and plan and they try something and it doesn't work because you plan, usually it doesn't work and they do something else that doesn't work, doesn't work, doesn't work, until finally they do something new. And that something new ties into their real ability to care, being able to connect, to really focus, to inspire, or support or empower people with such a sense, that a similar opportunity comes up because you're vibrating to the level of energy that's so high, that great things come to you, and all of a sudden, we go for another run. Maybe it will come in four years, or maybe it's done in ten. But who gives a damn? It becomes a much better story. In fact, that is the story is the one they write about in the business magazines. They don't write about the dumb-ass person who just went from this to that and never had to do anything. They write about the ones who went through hell, lost it all, and came back. Those are the stories that inspire people.*

Otherwise, it could have been a fluke, and that may be the fear that some people have, that it was just a fluke. But, it's not a fluke when you care that much.

Jim had been focused on his sources of certainty, significance and love. Robbins now reminds him that Jim will find greater sources of certainty, significance, and growth from making a commitment to conquering his overwhelming loss. Since Robbins has understood Jim's values and needs, he is able to deliver an invitation that Jim, as someone who enjoys a challenge, cannot refuse.

USE IT NOW: Exercises

Robbins went through these steps with Jim in the film. How can you relate this to your own life?

1. In a nutshell, what is your purpose in life?

2. Name five ways to accomplish your purpose.

3. Name three things that could go wrong as you set out to accomplish your purpose.

4. Name three things you could do in times of difficulty that would ensure that you meet your needs and enjoy success.

Step Six: Shift Your Body To Create Change In Yourself

Even when Jim came to agree fully with Robbins, he still had some resistance—he said that he understood, but he had already tried so hard. Defeat can become a pattern in your body— in fact, your body can become so accustomed to defeat that it can actually prevent you from recognizing opportunities for victory. Robbins led Jim through several exercises for letting go—experiencing release and success (even in such a trivial thing like burping). It is essential to build success on other successes. In this case, simply burping in front of the audience became a success that Jim could build on. There are many ways to shift your body, depending on the need. You can assume a position that empowers you— standing straight and energetic. You can do something silly or humorous to break the pattern of seriousness. You can deliberately remember a time that makes you feel better and put your body in synch with that memory. Even a short burst of

exercise will radically change the hormones in your body, your circulation, and your heart rate.

In the film, Jim had just hit an emotional wall where he felt he didn't have resources to make a change. Robbins knows that Jim will not find those resources by talking—he has to make a physiological shift that will make new emotions available to him. Since Jim's physiological pattern was one of emotional repression, Robbins wanted Jim to practice releasing muscles and tension: by burping. As Robbins expected, Jim was so tight about his loss that he didn't know how to burp.

JIM I'm, uh, committed to being here and taking what I get.

ROBBINS No, no, no, that's not it.

JIM Well, that's, I don't know that that's not the best I can offer you, unless...

ROBBINS No, the best you can offer me is your real best. Your real best can resolve this.

JIM Well ...

ROBBINS Your real best, not the artificial best. Because you've gotten trapped now in going into these emotions that allow you to feel a lot of things you've not felt. In other words, you just stacked yourself into a place that's just insane. So close your eyes. Do you know how to burp?

JIM Burp?

ROBBINS Yes.

JIM Yes.

ROBBINS Show us a good burp.

JIM Uh, huh. I don't know that I can burp on command but I know. I guess I was answering I know what a burp is.

ROBBINS Well, I'd like you to burp on command. Let's see you do a good cannonball burp.

When Jim proves unable to burp, Robbins enlists men from the audience to teach Jim. This serves a number of purposes. It confronts him with something he is unable to do, but which he should be able to overcome. It forces Jim to relax physiologically in order to let the burp out. It brings out his competitive nature, as he has to prove himself in this masculine contest. And he can be rewarded with great bursts of applause from the large

audience for his success. If Jim had been stuck before, the burping contest created a physical shift that made change inevitable.

We know that shifting your body and “interrupting your pattern” may seem silly or superficial, because, we know, burping doesn’t “solve the problem.” In fact, the purpose of shifting your body is not to solve the problem. It is merely a way to enlist physiology in a way that creates an opportunity for change. There are times where the “talking cure” and introspection aren’t enough. If you were committed to taking a new direction—in the moment or in your life—it would be silly not to use your body to your advantage.

USE IT NOW: Exercises

Go back again to the time you experienced loss and remember what it was like—you may even be able to feel your body tense up as you think back on that time.

1. Identify where you are carrying the tension and what happens to your body as you think about that loss—do you look up or down? Are you standing straight or hunched over? How are you holding your hands?

2. What did you feel like when it first happened? Explain your emotions in detail.

Ways to shift your body to make a change

1. Stand up tall and energetic
2. Raise your arms above your head
3. Jump or dance
4. Make a move that gives you strength
5. Push ups, sit ups
6. 10 deep breaths
7. Go make a fool of yourself
8. Go proclaim something to your friends
9. Embarrass yourself
10. Read some jokes

Any of these ten shifts will create a change in your focus and your biochemistry, and this change will create an opportunity for you to recognize and decide something new. It is true that our culture often does not support us to change our physiological states in a deliberate way. “Making a move” may seem superficial or silly. However, think of all the ways that we are changing our states all of the time—by switching on the TV, sitting down to relax, taking a walk, eating, telling jokes, comforting ourselves, taking risks... and don’t forget caffeine! Everything on your TV is aimed at changing your state. The purpose of most music is to change your state. In order to do these exercises effectively, please take advantage of the resources that are so obviously available to you, including your body!

Step Seven: Create A Compelling Future

The process of creating a compelling future is crucial for putting your body, mind, and entire being in synch in pursuit of your highest goals. In times of crisis, we often lose our feeling of certainty. When we have no certainty, it is difficult to experience deep emotion—it doesn’t feel safe to feel. The process of creating a compelling future rebuilds certainty, and then goes on to help you to experience all six of your needs.

Robbins talks to Jim and encourages him through a process that begins with Jim remembering times from his past when he was truly happy, then times when he was crazily having fun, and other joyous memories. He encourages Jim to literally reach out to those times and to pull them into his body. This helps engage your physiology and creates stronger ties to the memories of joy you are experiencing. Robbins continues to encourage Jim to feel the emotions of these times, including various fun and happy experiences from his life, and to get them vibrating in his body—really feel all of that same joy, expectation, and exhilaration—flood into his physical body. Once Jim is completely associated in the present moment to all of those feelings and emotions of hope, of joy, of expectation, Robbins has him literally step into the future, carrying with him those same emotions.

After Jim stepped into the future, Robbins asks him to begin imagining all of the times yet to come where he will feel all of these emotions he is currently experiencing, and has experienced in the past. Robbins continues to have him pull in “memories,” only this time it is memories of things that haven’t even happened yet. These are the memories that Jim begins to envision for his future—how proud he will be, how connected, how grateful—Robbins continues to have Jim literally pull them out of his mind and into his body to intensify the experience. As the process concludes, Robbins asks for more verbal response and intensifies the speed at which he has Jim pull in his future, engaging more of Jim’s physiology in the exercise.

Finally, Robbins tells Jim to celebrate—to completely let loose and enjoy these sensations and emotions.

ROBBINS

I want you to think of any moment in your life in which you really felt happy, really happy, to your core. Any moment. I don't care about the details. Just reach out and pull it and bring it in. Integrate happy memories in your life at any time, just reach out and grab them and bring it in to your body. Physically reach out and bring it in, touch your chest, and you feel it come into your body, now.

Feel it. Nod when it's there. Make a little sound of any sort, it's there. Okay. Good. Now, reach out and grab another really happy memory and bring it in right now. That's it. And bring in another happy memory. Any time in your life, it can be a stupid memory, a silly memory, any memory, anything in your life, it doesn't have to be big, reach out and bring it in. . That's it. Breathe it. Feel all three simultaneously.

Now, I want you take a time in your life, a very, very, very crazy time in your life, that was crazy fun. Reach out and bring in the crazy fun moment, just a moment. Could have been a kid, adult, bring it in. Crazy fun. And now I want to reach out and grab another crazy, fun moment. Crazy, absolutely crazy and so fun and pull it in, it's just something you didn't expect. You pull it in. Feel it.

Now feel those combining together. And feel the first three, and feel them all start to vibrate in your body simultaneously. That's it, in your heart, in your head, your shoulders and in your neck, feel them vibrating, moving around in there. And down your legs, your back, your stomach, chest, especially, shoulders, neck, the front of you, forehead, the eyes, the nose.

Now, I want you to think of a time of friends, family, that you really enjoy. Any time, friends and family, bring it in. Feel it. Think of another great time with friends and family in any area of your life and actually feel it come into you, feel it.

Now think of another great time. This time I want you to do a time that you spent as a kid that was really, you were getting away with something, you were having fun. You're feeling very, kind of got away with it. Maybe you can't get away with it long term, but bring it inside of you and it felt good. Reach out and grab that and you're still getting away with it, you did it! Bring it in!

Now, I want you think of a very sexy moment in life, any moment, just that moment only, nothing else, just bring that sexy moment in, feel it, that's it. And bring in another really sexy moment in your moment, really sensuous, sexy moment. Any moment. Could be just some little simple, but in that moment, it felt incredible. Bring it in.

I want you to think of a moment of desire where you lose your desire to something. Really, really desired and wanted it, oh, you visually wanted it, you got excited about it, reach out and grab one of those moments and bring it in.

Now, I want you to think of a sacred moment. A moment when you felt connected to God. You felt that moment God had come through you and guided you through time that seemed too difficult. Reach out and grab that moment, that sacred moment and bring it in.

So you have all of them now vibrating -- the sexuality, the spirituality, the happiness, the family, the love. Think of another moment, a very sacred moment, a time when you felt close to God, and bring that in as well. Bring it in and feel it. A time in which you felt guided.

Let them go through your whole body now, vibrating, in your cells. The energy of that spiritual moment vibrating through everything, as it vibrates through, let it vibrates through to any part of the body that feels tight, or dark or heavy. Make sure they are vibrating so fast that there's a lightness that starts to happen in various parts of your body, where you can physically feel it. Make sure that sexiness goes around as well. Make sure that loving feeling goes around.

Now I want you to think of a moment in your life when you felt proud of yourself. Reach out and feel that moment being proud, at any moment in your life, could have been as kid. Yeah, feel proud. Think of another moment when you felt proud at any age. Young, or as a kid, bring it in, really, really bring it in. Proud, breathe the way you're breathing now.

Think of a moment in your life when you felt proud and you were certain. Reach out and bring that moment in. A moment when you were so proud that you were certain that it was going to be even better in the future. That's it. Bring that in your body.

Think of another moment when you were certain that you were going to make it happen. That even though there was a hitch, that you would find the way. There are moments in life like that, aren't there? When you felt like there was not way, but somehow, you found a way, reach out, and take the feeling of finding your way and bringing it in.

Find another situation where, you know what? You found a way or you were guided to the way, bring that one in as well. Reach out and grab it and bring it in, you found a way, or you were guided to the way it seems possible. That's right.

Think of another time, this time I want you think of a time when you're filled with laughter. Something happened that just makes you laugh from, you couldn't stop laughing. That's it, bring that in. Think of another time when you felt like you just couldn't stop laughing and bring that one in as well. When you laughed so hard you coughed or spit up something or something came out, bring that one in as well. Feel that. Let that kind of laughter now vibrate. Feel that. Let that laughter now vibrate. Let it vibrate to any part that was heavy and make it light and free.

Now, I want you to step into the future as if God was guiding you, and I want you to bring some memories to the future right now. Feel that energy in your body, reach out and I want you to bring a memory from the future, memory of what's coming, something that's going to make you feel so happy, reach out and grab it, a moment you're so proud again, feel it and bring it in right now, and say "yes," when it's in.

JIM *Yes.*

ROBBINS *Feel it. Feel that memory as it's happening right now. Reach out and find another moment from the future which you will feel proud of yourself, proud of your life, proud of what's happened, reach out and grab it and bring it in. Feel it, when it's there, say "yes."*

JIM *Yes.*

ROBBINS *Feel it and know that it's real. Think of a moment in the future, another moment when you're going to feel like you're going to achieve something inside of, one more of those in the future, anything at all. Bring it in and feel it. When it's there, say "yes."*

JIM *Yes.*

ROBBINS *Feel the vibration back in your whole body. Now I want you to reach out and find a loving moment from your future, a moment of love or happiness and bring it in. Bring it in. Feel it again. One you're looking forward to. Now, think of another moment in your future that's going to make you so happy, the moment's going to make you so happy, it's in your future, bring it into this moment, reach out and bring in the moment that's going to make you so happy, bring it in, right now, a happy moment in your future. Such a happy moment. Feel it. Oh, and when it's there, say "yes."*

JIM *Yes.*

ROBBINS *Now bring in a moment in the future where there's more gratitude than you've ever had in your life. A moment in the future where you're so grateful, a moment of celebration. You're going to look at that and bring*

it inside right now, that moment is such gratitude, such gratefulness, such thankfulness, bring it in and feel it. When it's there, say, "yes."

JIM Yes.

ROBBINS Feel it. So grateful. Reach out and grab another moment, you're going to be so grateful for. A moment of, a moment of celebration for the moment you're going to be so thankful, reach out and grab it and bring it in. Feel it vibrate through your whole body. Your eyes, your face, your nose, your back, your spine, your arms, your fingers, your stomach, your lower back, your legs, feet, everyone hole in your toes, and when you can feel that resonance moment is in your body, say, "yes."

JIM Yes. I can feel it.

ROBBINS I want you to now think of a very romantic moment from your future. A romantic moment that's coming in your future. Yes, a romantic one. Reach into your future, and pull it inside right now. A romantic moment that you create, in the future, feel it right now. When it's there, say, "oh, yes."

JIM Oh, yeah.

TR Think of a sexy moment from your future, a sensual moment from your future. Reach out and make it really sexy, something to look forward to, sensual, reach out and feel it, flood every location, and say, "oh yes."

JIM Oh, Yes.

ROBBINS Reach out, might as well get one more. One for the future, totally sexy, outrageous, playful, beautiful, magnificent, sensual moment. Reach out and bring it in. Feel every moment in your body. Let it invigorate you, enlighten you, and then say, "oh, yes!"

JIM Oh, yeah.

ROBBINS Okay. Feel it. Now think of a fun time that's coming in your future, a fun time, of family, of friends. A time that will be fun in the future. Reach out, grab that fun time, and bring it inside. If it's there, say "of course."

JIM Of course!

ROBBINS Think of another fun time with family and friends in the future, reach out, physically feel it, bring it in, and when it's there, inside of you and you can feel it, that fun time with family and friends, it feels so wonderful, you'll say, "of course!"

JIM Of course.

ROBBINS Think of one more great fun time that you look forward to with family and friends in the future, no matter what else is going on in your life, you value then, reach out and grab and bring it in. Really bring it in, and feel it, and enjoy it. And when it's there, say, "of course it's here!"

JIM Of course it's here.

ROBBINS And then feel like everything that you can imagine you wanted to happen in the future is going to happen, you'll have 20 seconds, go as fast as you can, bring one in after the other, and after each one, feel it, even if it's faster than you can see, bring it in, use both hands, or use one, but do it fast. One after another, after another, faster, go. Bring it in, each time you do it now, make a little sound of some sort, a little sound with each one, good, good. A sound, feel it. Another one, another one, another one, that's it, another one, and another one from your future there. And another one, and another one. Do it faster now, a little faster, make some sounds as you do it now, make some sounds as you're doing that, make some sounds, give me one. You've got ten seconds left, pour it on! Bring them in faster, so it's overwhelming, so many great memories from the future. Feel it! Five seconds, pour it on, again, and again, and again, and again, more sound!

JIM Yeah!

ROBBINS And then celebrate the life you've chosen in your body right now! Celebrate the life that's yours as you are coming back.

USE IT NOW: Exercises

Put on music that inspires and invigorates you, and then follow these steps to a compelling future:

1. **Remember positive experiences in your past.** Feel what you felt during those times of great joy, of deep connection, of unleashed passion, of silly laughter, of achieving something wonderful.
2. **Get those emotions deeply into your physiology.** Concentrate on bringing the memories to life and enjoy them again in this moment.
3. **Now “remember” times from your future** – imagine that you are looking back on the future, as if it has already happened.

4. **Continue thinking about the joy in your life, pulling in the new experiences you will have.** Enjoy the sense of amazement, wonder, exhilaration you will be able to experience in the future. Really make the thoughts clear and potent—and grab them from out in front of you and bring them into your body.
5. **Celebrate your new future!** You can meet your needs right now, right here, and anytime in the future. Celebrate this insight!

Congratulations!

Thank you for your time in going through the film and this Action Book. We hope that by doing so you have learned some new ways to help yourself and others in times of radical change. A turning point can come from tackling a problem and solving it in ways that bring growth, happiness, and contribution. A turning point can also come from paying attention to your discomfort, understanding the needs that are driving you, and finding multiple new ways to live by your highest values. With some skill and understanding of these principles, you will not only be able to apply these strategies to your own circumstances, but you will know how to intervene when someone close to you has hit an emotional wall.

Jim walked into Tony's seminar with a concrete plan for suicide. He walked out with a new set of options and a confidence in his ability to live by his values. Today he is not only a picture of radiant health and joy, but he is in a new dream career, making a six-figure income, and diligently repaying the people whose money he lost. Odds are that you know someone in your life that has made a similar shift from loss to insight to a new vision for living. With some skill and understanding of the principles in this film and Action Book, you may become someone who is able not only to comfort those in need, but also to help them make the transition to a more fulfilling life.

SEVEN STEPS TO A COMPELLING FUTURE SUMMARY AND POWER QUESTIONS

These are questions that will help you guide the conversation with someone who has experienced an overwhelming personal loss.

I. Evaluate the person's initial response

- a. What is the person's reaction?
- b. Which of the six needs have they lost?
- c. How is the person's reaction working to reclaim those needs?
- d. Is the reaction short-term or sustainable?

II. Identify the needs to be satisfied

- a. Apart from the needs that are lost, what are the person's top needs?
- b. How does the person usually meet those needs?
- c. What has to happen for the person to feel those needs have been met?
- d. What are some more direct, achievable ways for the person to meet those needs?
- e. How can you acknowledge the person's highest needs to them?

III. Understand the side-benefits of being in despair

- a. How is the person rationalizing their reaction? Find and acknowledge their benign motivation.
- b. What will the person's reaction really have on others around him or her?
- c. How have others responded to the person's reaction?
- d. What will happen if the person stays in despair in the long term?

IV. Define your true purpose

- a. What was the person's life purpose before this loss?
- b. How could the person have done things differently in the past?
- c. How could this person meet their top needs in the best way now? (Do not make the suggestion yourself—ask the question.)
- d. How could the person live by their values in their current circumstances?

V. Find multiple ways of achieving your purpose

- a. Strategize: find many ways of living by your purpose.
- b. Find easy-to-satisfy rules for success.
- c. Work on flexibility and independence from external circumstances.
- d. Give examples of people who have found ways to live by their values in times of radical change.

VI. Shift your body to create shift in yourself

- a. What are the person's predominant physical patterns (posture, breathing, angle of head)
- b. How can you utilize the person's physiology to interrupt the postures of despair and/or helplessness?

- c. How can you change the social interaction, number of people watching, the speed of the conversation, the environment, to create a physiological shift in the person?

VII. Create a compelling future.

- a. Remember good memories, do something to “bring them in”
- b. Think of memories that bring on certainty, variety, significance, connection, love, and contribution (working up from certainty to contribution)
- c. “Remember good memories” from your future. Look back on them as if they had already happened.
- d. Accelerate the flow of images until they are overwhelming.
- e. If the person had a positive experience, ask them to give that experience or that new capacity a name, so that they can call upon it later.



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Anthony Robbins and Cloé Madanes continue to work together perfecting new methodologies of indirect negotiation to foster greater harmony and effectiveness in social systems ranging from families to corporations and government organizations.

The Robbins-Madanes Center for Strategic Intervention is dedicated to the solution of interpersonal conflict, the prevention of violence, and the creation of a more cohesive and civil community.

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