

## 21 DAYS Arbonne Conference Call

### March 9, 2008

*This is the true joy in life, being used for a purpose recognized by yourself as a mighty one. Being a force of nature instead of a feverish, selfish little clod of ailments and grievances complaining that the world will not devote itself to making you happy. I am of the opinion that my life belongs to the whole community and as I live it is my privilege—my \*privilege\* to do for it whatever I can. I want to be thoroughly used up when I die, for the harder I work the more I love. I rejoice in life for its own sake. Life is no brief candle to me; it is a sort of splendid torch which I've got a hold of for the moment and I want to make it burn as brightly as possible before handing it on to future generations.*

—George Bernard Shaw

**Law #6** \_\_\_\_\_

Notes:

***“You are not what you think you are. What you think, you ARE!”***

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### 3 Parts to Self-Concept:

1. \_\_\_\_\_

Notes:

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### **System of Success (S.O.S.)**

#### **Exercises:**

Write out your ideal you. Be very specific about what you want to be. Include what you want to be in relationships, in finances and in your spiritual walk. At the end of your life, specifically who do you want to be, and what personal qualities do you want to be remembered for?

Ideal you:

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**3 Parts to Self-Concept:**

2. \_\_\_\_\_

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### **System of Success (S.O.S.)**

#### **Exercises**

##### **Exercise 1:**

Copy your ideal self over from the previous chapter. You might save time by photo copying it twice. Now give those two copies to the brutally honest people in your life and ask them to write down next to what you've written where they think you are in relationship to your ideal. Don't worry about the small first blank. We will come back to that.

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	<b>Where I am Going: Ideal Self</b>	<b>Where I am at: Self-Image</b>

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#### **Exercise 2:**

Now I want you, with an open heart, to look over what they wrote about you. Don't be defensive and don't get mad. It is a tool to help you. Read it over and over until you can see why they formed this perception about you. Remember, you are responsible for you. What do you need to work on? It doesn't matter that you think you are a great listener if no one around you thinks so.

Now I want you to go back and fill in the self-image, using what you believe and what the others believe. Remember, the closer you can pinpoint where you are at, the faster you will get to where you want to go.

I now want you to number each item on a scale of 1-10. One means it's not too important to change. You are pretty close already. Ten means you better change it right away. It is keeping you from your ideal self.

Every three months, I want you to redo this exercise. You may tweak and change your ideal self. As I said, there may be some small detours along the way. But it is good that you see you are heading toward that goal.

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	Where I am Going: Ideal Self	Where I am at: Self-Image

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**3 Parts to Self-Concept:**

3. \_\_\_\_\_

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### System of Success (S.O.S.)

#### Exercises

##### Exercise 1:

For the next 21 days, I want you to speak this as many times as you can throughout the day. I want you to say, “I love myself!” Say it right now. “I love myself. I love myself. I love myself.” I can’t say that without smiling. Say it over and over and over again, especially when you want to feel down about yourself or life. Just remind yourself: “I LOVE MYSELF.” If you say it enough, your subconscious will believe you. When your subconscious believes that you really do love yourself, it will change how you treat yourself.

A friend of mine showed up to go golfing with another friend and me. On his shoulder he was dragging what I would call the oldest, nastiest bag of clubs I have ever seen. I thought he picked them up at a garage sale on the way over. These clubs were old during the First World War. He walked over to me and tossed them on the ground. They crashed on the concrete, but who cares? They have little value, right?

We got to the first green and he pulled out this beat up putter. My other friend, who is a huge golfer, looked at it and said, “Is that a Ping putter?”

The first friend said, “Yep.”

The second friend said, “Let me see that.” He looked at it and said, “This putter says ‘Scottsdale’ on it. It is very rare. Worth probably \$1,000.”

You should have seen how my friend treated that putter then. He asked to borrow one of my club covers. How valuable he saw that club dictated how he treated it.

My question is this. Did the club increase in value from the time he showed up and when he discovered its value? No, it was always valuable. It’s the same with you. You are priceless, but until you see yourself valuable, you will not treat yourself like you are valuable.

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##### Exercise 2:

For 21 days, confess your ideal person when you get up and when you go to bed.

For 21 days, I want you to say what you want to be and what you want to do. Do it in first person. Get up in the morning and say, “I am smart. I am a risk taker. I am a problem solver. I am a great communicator. I listen to my spouse. I am happy. I am...”

This is what my mom did. She said every day, over and over, “I am an overcomer. I am smart. I can do all things. I have favor. I have peace. I have joy.”

“But, Scot, this is not who I am.”

We do not confess who we are. We confess who we will become.

##### Exercise 3:

Every day, go to a quiet place, and I want you to picture your ideal self. See it vividly in your mind. See yourself stepping out and taking that risk. See yourself solving problems. See yourself around people, and see them liking you. See yourself being patient. Whatever your ideal self is, picture yourself in that way. Develop that inside of you. If you deal with anger, picture how you will respond when you get annoyed.

*“There’s a law in psychology, if you form a picture in your mind of what you would like to be and you keep it and hold it long enough, you will soon become whatever it is that you see.”*

—William James

When you play it out over and over in your mind, your subconscious doesn’t know that it didn’t actually take place. You get a month of experiences with risk taking in a few moments in the morning. For the last 21 days, you have been this amazing risk taker. The subconscious says, “I guess we are a risk taker. Change what we do accordingly.”

It sees you in your mind being who you want to be, and it says, “That’s who we are.” It’s embedding that image on your self-concept.

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millionaire, why not try it for 21 days?

#### Exercise 4:

Record a three-minute tape or CD of your voice confessing who you are becoming. Play it in your bedroom twenty-four hours a day, even when you are not there. If your spouse does not like it, use headphones. My mom will tell you this was one of the most important things she did to change what was going on inside of her. There is something powerful about hearing your own voice over and over again telling you who you are. “I am smart, I am confident, I am a problem solver, I can do anything I put my mind to...” It sounds kooky, but if it makes you a millionaire, why not try it for 21 days?

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#### **Exercises**

##### **Exercise 5:**

This is probably the most important exercise. Remove negativity from your life. I think that most people today deal with being negative because they allow negativity in. They surround themselves with negativity.

You can't expect to be surrounded by negativity and have positive come out of your life. What comes in is going to come out.

I personally cannot be around a negative person for more than ten minutes. We go out with a new couple every once in a while, and one out of three times, I find this negative person sitting next to me, droning on about how this is bad and that is bad, and the world is falling apart. Nothing is good. I get to the point where I just want to jerk the steering wheel of the Hummer and put it into a tree. Let's end this suffering right now.

I won't go out with them again. I will not. I can't be in that world. That world makes me mad. That world makes me angry. I cannot be in a negative world.

Even if you are not a negative person, most of you reading this book start your day and end your day with negativity. You start and finish your day finding out about all the failures of society, the country, the world. You find out about everything bad that happened yesterday, everything bad that is going to happen today, tomorrow, and the rest of the year.

Most people get up in the morning and turn on that constant negative news called CNN. What a great way to start off your day. Let's find out about all the failures, all the wrong things, all the bad things that have happened all over the world. Let's get all that negativity inside of us. Let's feed our minds with that and wonder why we are negative throughout the day. Let's go to bed at night watching the news, get all that negativity inside of us and go to sleep, and for the next eight hours, allow our subconscious mind to feed on that information. Then we will wonder why we get up in the morning down and depressed.

It's not going to take you to your self ideal. You tell me which person is headed toward their ideal self. Is it the one who feeds on the negative news, or the one who gets up, puts in a self-help CD, and sits down and reads a good book on finance? Who put encouragement in his/her heart? Who put in despair? Who allowed fear in? Who put in confidence? Who allowed stress in?

In the morning, what you focus on is the rudder for your ship of the day. Where you end up most of the time is dictated by those first moments of the morning.

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Which one is better? The one that is taking you to your ideal self or is it the one that feeds your fears, that feeds your worries, your stresses, and your anxieties? Choose the negativity and it holds you back, preventing you from taking any risks. You wonder why you can't step out? It's because for an hour a day, you listen to all the reasons why you shouldn't step out, all the reasons why things aren't going to work.

We wonder why we are so negative and down, why over fifty percent of Americans have to take some sort of drug to help cope with depression. I watch one news episode, and I am ready for some emotionally numbing drugs myself.

I don't watch the news. For the past five years, I have watched no news. Guess what? I have an amazing life. Not once have I said, "I wish I knew about all the murders yesterday." Anna Nicole died and that is very sad, but I didn't find out until a week later. Yes, it was sad, but knowing about it the day it happened wouldn't have changed anything.

Not watching the news didn't keep me from wealth. It helped me get to it. It didn't negatively affect my marriage. My marriage is better from it. I'm a better dad, a better person, with a better life. My life is amazing. I don't need to know information that is not pertinent in my life because anything that is going to hinder me from my success, I will remove.

I want the same for you. To be successful in life, you have to be positive. To be positive, you cannot allow in the negative.

Try it for 21 days. For 21 days, don't watch any news or read any newspapers. If you can skip to the up beat sections of the paper, that is fine—movies, community, life—just stay away from the negative.

That time you used to spend on the news, spend moving toward your ideal self. Read books, listen to CDs. In 21 days you will be surprised by how much further you are ahead than you would have been with that constant negative news holding you back.

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