

# 9 Things SUCCESSFUL PEOPLE KNOW

Welcoming success and abundance into your life is a journey. Along the way you learn new mindsets and skills, even new ways of approaching your life. To help prime you for the adventure ahead, I wanted to stop and share some of the many powerful lessons I've learned, the ones that have stuck with me and made a real difference in my life. This goes without saying, of course, but if any of these stir up emotions, whether it's anxiety, fear, stress, or other, be sure to start tapping on them right away!

## 1. Bigger really is better... some of the time.

When it comes to houses, cars, and monthly overhead, lean and mean can be great. But when it comes to dreams, BIG is the golden rule of success. Dreaming small means achieving even less, so when you're sitting down to get clear on what you want in your life, a little supersizing can work in your favor. Go bigger than you're naturally inclined to go, feel a little uncomfortable with how high you're reaching. It's okay to feel freaked out, a little overwhelmed by it all. That means you're stretching, pushing the boundaries of what you thought was possible in your life. It's what successful people (me included!) try to do every single day.

Are you ready to dream big? If the thought makes you anxious or uncomfortable, make sure to start tapping on it—and of course, attend the live classes! We'll be covering this topic in detail in session 7.



## 2. Big success requires big risk. And that runs deep.

If you're serious about realizing some of those big dreams we were just talking about, you'll eventually need to take risks of equal size. And look, they're not easy decisions to make. They're the ones that look like they could make or break you, the ones that make you cringe and sweat. It sounds exhilarating enough... at first... but when you're the one sitting in the hot seat making that final call, it can feel really raw and really uncomfortable.

To make the best possible decisions at those times, you need to dig deep and believe in yourself and in life. You need to know that, no matter what, you can go through tough times and bad breaks and ultimately still succeed. It takes an ironclad kind of inner strength and courage, and that's a lot easier to find when you're fully invested, pursuing a dream you're passionate about. When you're too focused on money, you're more likely to make decisions based on stress and fear, which all too often works against you and your future. When in doubt, follow your passion, it's always your best guide!

### 3. Great relationships reap far greater rewards.



Technology is such a big part of our lives, it's easy to forget this one, but success really is a team sport. None of us, including me, can create the lives we want without incredible amounts of ongoing support. What's more, the best relationships take time and effort to develop. When I started making The Tapping Solution movie, I had no experience in the personal development industry, no inside contacts. In fact, I was a complete unknown! I made a point of attending live events, and getting to know people in the industry. Over time I met some really amazing, inspiring people. Some of them later began supporting my work, others became clients, yet others have turned into lifelong friends. It's been a life-changing experience, and yet another lesson in how much you gain on every level, including financially, from making people your top priority.

### 4. Money ≠ Happiness.

We all fall into the same trap at one time or other... thinking, if I just had more money, life would be so amazing! And that may be true, but only if you're in a great relationship, making a living doing what you love, you feel healthy, confident about your future, you like where you live, you're at your perfect weight and age, you like your neighbors, and that bean burrito you ate for lunch isn't forcing you into seriously smelly isolation... Have I forgotten anything?

You get my point!

Look, I've been fortunate to get to know a lot of successful people over the years, and every one of them will back me up on this statement: money never, ever equals happiness. Sure, having money can be fun, and it can feel good, sometimes even create opportunities, but money alone has no lasting effect on actual happiness. Money may allow you to buy a bigger house, faster car, or better wardrobe, but none of those things ultimately change the mood you wake up in or how you feel when you go to bed at night. Achieving success by pursuing something you're really passionate about, on the other hand, can contribute to your happiness.

Are you ready to stand up and pursue your passion? As always, tap on any and all challenging reactions and emotions you feel—or if you don't feel any resistance, tap in some positive emotions to build momentum for the adventure ahead. We'll be covering this topic during the course in more detail also, so make sure to join me each Monday and Thursday evening!



## 5. You don't have to dump your friends, but your friendships might change.

Success can feel great in so many ways, but it can come with a few challenges also. I can tell you, I've had the same group of core friends for many years now, but I've also had friends who treated me differently once I became successful. It can be hard, and it can hurt, but that's never a reason not to live the biggest, boldest life you can imagine. You might even find that the new friends you make as a result of your new life "get" you at a deeper level.

This one makes most people uncomfortable on some level... and by now, you know what I'm going to say next—so go ahead, start tapping on it!

## 6. It's all about you. Every last result of it.



This is a big one, and also hard to swallow at times, but you can't be truly successful until you take complete and total responsibility for every last outcome in your career, your business, life, and relationships. I'll admit, that was challenging when my real estate business first crashed due to the mortgage crisis, leaving us with over \$1 million in personal debt. I had some bad moments, moments when I felt blindsided. But here's the thing... taking responsibility doesn't mean you're claiming you can control everything. There will always be outcomes like a global banking crisis, forces that are completely and utterly out of your control. The idea here is to accept full responsibility for what you can control. In my case, that meant taking responsibility for being in a high stakes industry. By taking full responsibility for that (and doing lots of tapping!), I was able to move beyond the anger, fear and resentment really quickly. That freed me up to pursue a long-held passion of mine, tapping, in a much bigger way.

## 7. Where some see a problem, you (learn to) see opportunity.

When it comes to the debate about problem vs. opportunity, it doesn't have to be either/or. A half empty glass can become half full. There will always be disappointments, frustrations, unexpected outcomes. Once you've tapped through your reactions to those events, you're ready to turn problems into opportunities. This can happen at all levels of "problems," including the \$1 million in debt we were left with during the mortgage crisis, which motivated me to build my current business around tapping. Since making that change, I've been able to welcome an entirely new level of abundance into my life on every level. While the mortgage crisis began as a huge "problem" in my life, it later ushered in an incredibly positive, life-changing opportunity.

Feeling anxious about facing so many unknowns at once? That's okay, just start tapping on it!

## 8. School's in session 24/7/365.

To get to where I am now, I've had to learn a lot more than I ever did in 'regular' school! By now, learning new skills and information has become second nature, something that's always pushing me forward, helping me get to the next level and achieve my goals. It also makes my business, work, and life a lot more interesting.

## 9. Comfort is overrated.

While it's always fun thinking about achieving your goals around success and abundance, the process of getting there isn't always comfortable. You often have to learn new skills, as we were just talking about, and that means being the "newbie," the one who's not the authority in a given area. Reaching toward a new level of abundance also means getting to know new people, and sometimes encountering people who aren't as enthusiastic at that particular moment about getting acquainted with you. When you stick with the process, the high and low points, you discover that the benefits of stepping outside your comfort zone are far, far greater than anything comfort could ever offer. Plus, over time your comfort zone expands, and you become bolder and more resilient in the face of new challenges.

Feeling hesitant about expanding your skills and knowledge? That's more common than you think... so don't hesitate, start tapping on it!

