

# The Tapping Solution For Financial Success & Personal Fulfillment

7-WEEK PROGRAM



## · **Workbook - Bonus 1** ·

### How to Supercharge Your Business Relationships



*Our new and improved workbooks now allow you to type in your notes and save them right to your computer! Just type your answers into the blue boxes and then save the file to your computer.*

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*Our business is about technology, yes. But it's also about operations and customer relationships.*

*- Michael Dell*

## 1. Being Present

The first thing that we should be aware of when we're meeting someone is really one of the themes of this whole webinar series: be present.

And one of the critical parts of this is the awareness of it, because unless you're specifically thinking about being present, you're probably not really aware of not being present.

The tapping work that we're doing throughout the series is going to help you be more present. You'll find that the noise quiets down. (And if you're not stressed out about the bills, you might actually pay attention to what that person is saying.)

Most people approach a relationship with a whole lot of "stuff." There's all this baggage that they bring into it. They'll bring in their thoughts like, "What do they think about me? Did I remember that person's name? Am I smiling enough? Do I look good enough?" and all the self-doubt that they might carry.

Can you think of a time when this happened to you?

Then, they also bring in judgment about the person, "Do I like this person? Do I not like this person? What can I get from them? Do I need to talk to them?" And then on top of that we add in all the other life stuff that we have, "Oh, I wonder if the kids are home yet. Boy, how long is this meeting going to go to?" All of these thoughts tend to compound together and bring us to the point where we are the opposite of present. We are all over the place. And people can tell that, they notice.

Can you think of a time when you had these thoughts?

So we're going to start off by doing some tapping on those limiting beliefs that come up, the thoughts like, "I'm worried about what they think about me. What if I say the wrong thing? I don't deserve to be heard."

What thoughts like this come to your mind?

Start by paying attention to what happens in your body as you think about what other people think of you.

Rate the intensity of that emotion:

And start tapping:

SH: Even though I'm worried about what they think about me,  
I deeply and completely accept myself.

Even though I'm so worried about them,  
And wonder what they're thinking,  
And wonder if they like me,  
I deeply and completely accept myself.

Even though I'm worried about being liked,  
I deeply and completely accept myself.

EB: What if they don't like me?

SE: Worried about being liked.

UE: What if they don't like me?

UN: What are they thinking about me?

UM: What are they thinking about me?

CB: All this stress in my body.

UA: All this stress in my body.

TH: All this stress and anxiety.

EB: What if they don't like me?

SE: All this stress.

UE: Can't stop thinking about what they think.

UN: I can't stop worrying about what they think.

UM: All this stress and anxiety.

CB: Letting it go.  
UA: Letting the stress go.  
TH: Letting all this worry go.

EB: Feeling safe in my body.  
SE: Feeling safe with who I am.  
UE: Feeling confident with who I am.  
UN: I feel safe and confident.  
UM: I feel safe and confident with who I am.  
CB: All this safety.  
UA: All this confidence.  
TH: Feeling present now.

Take a deep breath; envision that meeting again, and check on the intensity level.

Has it changed?

If it hasn't dropped all the way down, keep on tapping on the same issue, or any new one that may have come up, until you can feel confident in meeting that person, until you can let go of that constant nagging, "I wonder what they're thinking about me?"

This is so much more important than all those communication tips, skills, strategies, and all of that. Being present and just being yourself are so much more critical. A big theme of the whole seven-week program is being yourself, being your authentic self and feeling safe being that.

## 2. Providing Value

Another important aspect of relationships is that you have to provide value. And it has to be at some level and in balance.

People often go to one of two extremes: You have the givers, who are running around always trying to please people, never able to ask for something for themselves, just helping, helping, helping. That might be the practitioner who's not willing to charge enough for his or her services because he or she just wants to do it for free and save the world, but they can't pay their mortgage. Or we have people who aren't doing enough. They aren't providing enough value. They expect too much. They have a sense of entitlement.

Do you see yourself in either of these positions?

And this often brings in an attitude of neediness, of demanding the attention of other people. If you're projecting an energy of neediness, blasting out your energy with a sense of desperation, you will actually repel the results you desire.

I'm not trying to discourage people from being passionate. I'm trying to encourage people throughout the program to be passionate. I think the biggest thing is to let go of expectations. When you let go of that expectation that someone needs to do X for you, otherwise your project won't work, and you just put it out there and let whatever happens happen, that's when things really tend to happen! :)

Releasing that expectation is not only important for the sake of the relationship itself, but also for your personal piece of mind because it's miserable walking around going, "Oh well, they really should've done this or that for me, and for themselves too..."

Let's do some tapping to gain a little more self-awareness on the topic, because the challenge here is that if you're being needy you might not know it.

SH: Even though I might not be fully aware,  
Of how I'm approaching people,  
I choose to gain awareness now.

Even though I don't have full consciousness,  
About how I'm approaching people,  
I choose to gain clarity now.

Even though I might be being needy,  
Maybe not,  
But, maybe so,  
I choose to gain clarity on this issue now.

EB: How am I approaching people?  
SE: What energy am I putting out there?  
UE: How are they responding to me?  
UN: What are my expectations of others?  
UM: All these expectations.  
CB: All these beliefs.  
UA: About what others should do.  
TH: And what I should do.

EB: I wonder if I'm being needy at all.  
SE: I hope not.  
UE: But, if I am.

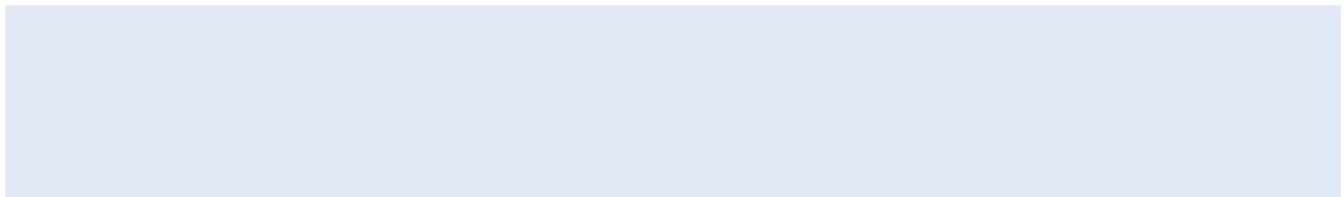
UN: Just a little bit.  
UM: That's okay.  
CB: It's safe to recognize.  
UA: How I'm approaching people.  
TH: It's safe to recognize.

EB: All these expectations.  
SE: Gaining clarity now.  
UE: I'm starting to pay attention.  
UN: To what I'm bringing to the table.  
UM: What I'm really giving people.  
CB: And what I'm receiving.  
UA: All these expectations.  
TH: All these expectations.

Take a deep breath. That was a kind of different format of tapping. We didn't focus on intensity. They were more positive affirmations and really a discussion to try to gain clarity on whether we are acting in a needy manner.

This is also a great way to tap on something about which you are confused. If you don't know what's going on you can tap and say, "I don't know what's going on." If you have a difficult business relationship and you've just been analyzing and thinking about it and you think, "I don't know what I'm doing wrong. They don't seem to like me and I don't like them," you can just tap and say, "I don't know what's happening here. I'm confused. I'm frustrated. I wonder what I'm doing. I wonder how I'm approaching this."

Have you been in a situation like this?



Giving too much, on the other hand, generally reflects a lack of self-worth and value. If you don't think you have anything to bring to the table you're likely to give too much and not provide a balance in a relationship. You think you have nothing of value to give, so you give too much of what you have.

SH: Even though part of me thinks,  
That I'm not enough,

That I have no value to this person,  
I deeply and completely accept myself.

Even though I can't stop giving,  
I've got to give, give, give,  
I deeply and completely accept myself.

Even though I don't value myself enough,  
So I either give too much,  
Or don't have the strength to give at all,  
I deeply and completely accept myself.

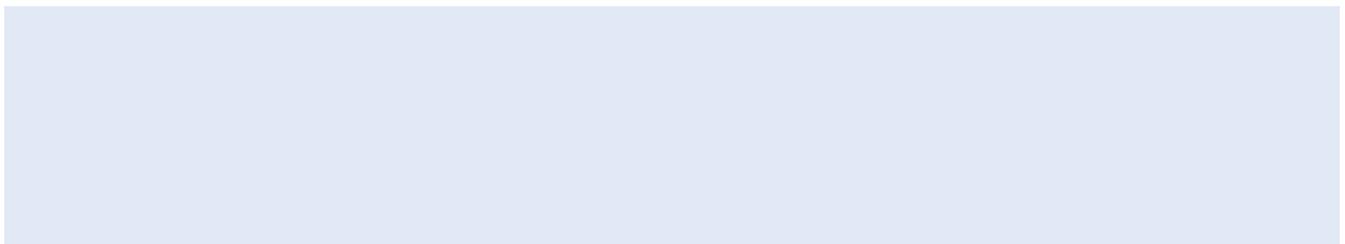
EB: I just don't value myself enough.  
SE: Why would they listen to me?  
UE: Why would they listen to me?  
UN: This lack of self-worth.  
UM: I wonder where this all started.  
CB: I wonder how long it's been going on.  
UA: I wonder if I can change it now.  
TH: Give, give, give.

EB: Or not give at all.  
SE: At the end of the day.  
UE: I'm just not getting anything back.  
UN: I'm not getting what I need.  
UM: How do I get what I need?  
CB: How do I get what I need?  
UA: I wonder where this all started.  
TH: I wonder if I can clear this now.

Take a deep breath.

And this is just an example, an idea of how you can do it. We only have a limited time together and we're covering so much information throughout this program, but my intent is to open the door for you to recognize the places where you need to work, and can do some more tapping.

Do you have other ideas of issues on which you need to tap?



### 3. Honest Communication

What I mean by communication is really spelling out what you need and how you feel. Now, it's important to do this, to spell this out, after you've done your work, your tapping.

So before you fire back an angry reply to someone's comment, tap on the issue. Tap on the trigger. Tap on whatever's going on until you find yourself present in a place of peace. Once you're there, honest communication is key, and it's easier.

Can you remember a time when this happened to you? When you rushed out a reply that would have been different if you had known you can tap on the trigger and collapse the emotional reaction?

Can you think of a time when, out of fear, you did not communicate honestly? A time when, had you known how to tap on it, you would have come back with a different reply?

### 4. Are you taking business issues personally?

This goes hand in hand with honest communication, because if we're taking things personally, we can't communicate honestly, in an effective manner that doesn't create even more challenges.

This is easy to do. When someone says no to you about something, or puts you down, it's easy to take it personally.

But this is also a great place from where you can grow by tapping, so that you don't take it personally, so that you understand, deep inside, that this isn't about you, it's just about the business decision. And once you're there, you can communicate honestly from that place.

So to recap, did any issues we discussed above trigger you, did they annoy you? If they did, that's probably a good starting point for another round of tapping!

Can you think of any more “tappable” issues?

*I have always believed that personal relationships are vital in business and that people should be directly accountable for their actions.  
- Richard Branson*