



# **The Tapping Solution For Financial Success & Personal Fulfillment 7-Week Program**

## **-Bonus Class 1 Transcript-**

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Jessica: You meet someone at a party. You get introduced to that new boss. You have an email introduction to a prospective client. All of these connections make a huge difference in your business future. In this special bonus we are going to learn how to supercharge your business relationships. We are with the one and only Nick Ortner. Welcome Nick.

Nick: Thanks Jess. It's a pleasure.

Jessica: Nick, I'm excited about this topic. Let's start with just going over the biggest challenge. What is the most common challenge people face when they have to meet someone new and try to create a good business relationship with them?

Nick: There are a lot of things that come up, and the primary reason why we're doing this call today is this is a topic that is so important and really so crucial to everything we do on a daily basis. Business, work, finances and money are a big part of what we do. We spend at least eight hours a day, for most of us, at work, many of us more, and if we're not at work we're thinking about it or we're working or doing other things outside of work where those hours go up even more. It's obviously a big part of our lives, and the critical component to business is relationships. That's what stacks one thing to another.

It doesn't matter what you're doing. Yes, you could be selling widgets, you could be selling houses, you could be designing things; at the end of the day you're going to be working with other people. Either you're going to be selling things to other people, buying things from other people or, where we're going to focus today, is you're going to be working with other people, coworkers, vendors, other business associates.

I've gone through a lot in the last 10 years, a lot of experience, a lot of different changes in terms of how I approach my business relationship, and have found some insight as to what we can do to really supercharge them and to enjoy them. The challenge that most people face is that they have a lot of un-enjoyable relationships. They're stressed out about a relationship at work, a coworker they just can't seem to get along with. They're trying to get their business off the ground and then they're trying to connect with people, network and they're not getting any attention from them.

No one's paying any attention to them and it's frustrating. They're at a networking party and they feel shy and they're worried about what people think about them. There are a lot of different ways this can manifest and we'll explore the different ways in today's call, but at the end of the day we're going to focus on what are the things that you can do to make those business relationships more enjoyable.

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Jessica: Okay and a lot of this work is work that we can do even before we meet that person. Is that right, just to get us ready to create better relationships?

Nick: That's where most of the work really happens. We're not going to be tapping as you meet them, so don't worry about that!

Jessica: OK, and can people take this information and also use it for say, current coworkers that they've been having a challenge with.

Nick: Absolutely, and we'll explore both. We'll explore some of the work you need to do beforehand for those new relationships and then we'll also spend a little time exploring what are the challenges that we're facing with people that we already know. There's really not that much difference between the two. There are some subtle distinctions, but the reality is that what you're bringing forward to either a new relationship or an existing relationship is pretty much the same.

Jessica: Right. Absolutely. Well, with that I know that you have some steps that can help us create a better business relationship. What is the first thing that we should be aware of when we're meeting someone?

Nick: Well, the first and maybe most important step, and this is when meeting someone or again, if you're already in an existing business relationship... If you change this little aspect you're going to find how much better that relationship is, how much it improves. It's a step that I keep going back to again and again in other webinars and it's really a theme of this whole webinar series, and it's to be present.

I know that it's easier said than done and I know it can be a cheesy, sort of pseudo-spiritual, self-help thing. "Be present." "Be here now." But what I mean with regards to – specifically with a business relationship – let's create the scenario of being at a networking party or in a business meeting where you meet someone for the first time. Most people approach that with a whole lot of stuff. There's all this baggage that they bring into it. They'll bring in their thoughts like, "Well, 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.

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?" There are a lot of thoughts there, 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

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and bring us to the point where we are the opposite of present. We are all over the place. People can tell that.

A lot of people, I'm sure, have heard the phrase that the best way to have someone like you is for you to like them. It's true, and I've experimented before with that. When a relationship doesn't feel great or I meet someone right off the bat and something doesn't feel right about it, as opposed to taking the energy of, "It doesn't seem like they like." When you emit the energy of, "I like you," everything changes. We're doing that within the context of being present, of actually being there when we meet someone. Where we can use tapping is on two sides of it.

One, the tapping work that you're doing throughout the series, and you're outside tapping work, is just going to help you be more present. You'll find that the noise (remember we talked about the noise a lot) in your life quiets down. If you're not stressed out about the bills, you might actually pay attention to what that person is saying. That's an important part of that initial meeting in that relationship.

The other part is that we can do tapping, and we're going to do some right now on those thoughts, 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," all that mental chatter that comes up. I'm sure most of us can relate to the fact that when we meet people we generally tend to have a heck of a lot of mental chatter.

Jessica: Absolutely, and what I'm envisioning as you're talking about this is: you just said that people like people that like them. The best way you can have someone like you is you like them, so it seems like what we're really striving for is to get our energy to be present, but also going to the other person instead of going into ourselves, where we're just thinking about ourselves, being really focused on the other person.

Nick: Absolutely and that is a bigger piece of Step Two, which we'll cover in a second, in terms of how we relate to the other person and the value we can provide them, and how we care about them, but you're absolutely right. That goes hand in hand. When we're present we can direct our energy forward. I'm sure you've met people before where you're like, "They are not paying attention to me, at all." For whatever reason that is, and it certainly hasn't made you more interested in the person, or if they're not paying attention to you, and then they come off and ask you to do something for them, or want to take the relationship further it's like, "Really? You haven't listened to anything I've said."

Jessica: What you're saying too is a lot of time this can be an unconscious response of

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when you're just worried about what your boss can think, you can seem a little detached or a little bit uncomfortable. He or she has a harder time relating to you if you're having that internal worry about what they're thinking about you.

Nick: Absolutely, and then what's the biggest challenge about this, and again, this is a theme that we keep bringing up throughout the program, is the awareness of it, because it's likely that unless you're specifically thinking about being present, you're not really aware of not being present. Or you don't really think that they're noticing that you're not paying attention and listening to something else because you're looking at them and nodding and you think everything's fine.

Then, you wonder why that relationship didn't take off or it didn't work. For those interested, the same exact thing applies to love relationships. If we want to be interested in other people and have them interested in us we have to be present and that's where the real magic of human relationships happens.

Jessica: Absolutely. Well, with that I think that this is a great opportunity to go into some tapping and have everybody that's listening tap along. Where do you think we should begin focusing?

Nick: Well, let's start with the statement, "I'm worried about what they think about me." Maybe 1% of the people listening they're like, "No, I'm not," but I think for 99% of the people that's a big deal. Go ahead, and as always we'll rate the intensity, so envision... You can do two things: You can think about something that happened recently where you were: You met someone for the first time or you were dealing with a coworker and you were worried about what they thought about you, and you can rate that intensity.

Or think about something that might happen in the future, either something that's coming up, or just make something up. Make up meeting someone at a networking party, whatever it is. Then just say out loud, "I'm worried about what they think about me." Give it a number on a 0 to 10 scale how true that statement is, 10 being, "Yeah, I cannot stop thinking about it. I'm very worried."

Also tune in. We're focusing on that statement, but tune into your body when you see this. Do you feel tension in your body? Do you feel anxiety? Is the worry really deep anxiety in your chest? Just start paying attention to what happens in your body as you think about what other people think about you. Let's do some tapping. Tapping on the side of the hand.

KC: 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,

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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?

CP: 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.

CP: 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.

CP: I feel safe and confident with who I am.

CB: All this safety.

UA: All this confidence.

TH: Feeling present now.

Nick: Take a deep breath. Let it go. Tune in now and see that picture again of meeting someone or something that happened and check in. See how that number's changed, if it's gone down, if something else came up. You can keep tapping, running that image until you can see that image, and you can feel that in your body, and feel confident in meeting that person, in that interaction where you can let go of that constant nagging, "I wonder what they're thinking about me?"

Jessica: Yes. Absolutely. Well, that was great. I can imagine just from letting go of that tension and that bit of worry you're naturally going to become a much better communicator in that circumstance.

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Nick: No doubt about it. Forget about any communication tips, skills, strategies, this, that and the other. Those are all sort of overrated and overblown compared to just being present and just being yourself. That's... again, a big theme of the whole seven-week program is being yourself, being your authentic self and then feeling safe being that. When we feel safe being that and when we feel safe in our body that's why the work we're doing in all of the other sessions is going to directly help these business relationships, these contacts. We're just focusing in on it a little bit more so we have that awareness and so we can notice a difference.

It's a great time to start paying attention and seeing, "How do I relate to people and how am I relating to people differently?" We tapped just now on, "I'm worried about what they think," but that's just one example. You can see what else comes up and next time you meet someone pay attention like, "Okay, wow. I am not present because I cannot stop thinking about X." It's going to be difficult to tap right in front of them, so you can pass on that. If you're really struggling you can excuse yourself. Go to the bathroom. Get grounded. Get present and then go back to the interaction or you leave it for next time. You pay attention to, "What is it that I'm doing and how can I change that?"

Jessica: Absolutely. Well, that was a great tip. It seems like a wonderful place to start. Now going to the second tip, what's something else that we should be aware of when trying to create better business relationships?

Nick: Well, one thing I've noticed over the last couple of years in particular, especially as I work with a lot of different people, I've sort of gone through the position, and you're with me as well Jess, of sort of being nobody in terms of: we were just starting the movie with a dream and a vision. We didn't have a website when we started. We just started contacting people and then got a site up. There was nothing established about what we were doing.

We've seen that, from being there at zero to being where we are now, and I've sort of seen the gamut of how people react to you and then how I react to people, and how I work with people, and I've seen where I've done a good job with it and I've seen where I've done a bad job with it. What's become very obvious to me and it's so basic, but so important, is that in business relationships if we want them to last long-term, if you want them to be fruitful, you have to provide value and it has to be at some level an equal balance. I know we've heard it before, "Provide value," but I see again and again people doing two things:

There are two sides of the coin. They either give too much: You have the givers, givers, 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

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a practitioner who's not willing to charge enough for their services because they just want to do it for free and save the world. Now they're running around like crazy with good intentions, but they can't pay their mortgage. Or we have people who aren't doing enough. They're not providing enough value. They expect too much.

There's a sense of entitlement right off the bat, "Hey, I have the greatest thing on the planet and we should work together." I see both and I've been at both places myself. I've caught myself when I'm saying, "I think I'm expecting a little too much here. I'm coming off a little strong and I need to really recognize where the other person's coming from and where I'm coming from and give more value." I've recognized where I've just been giving, giving, giving and not taking care of myself and creating that balance for myself.

Jessica: Nick, this might go under a different category because I know we have four steps here, but is this where neediness is a challenge?

Nick: Yeah, and this is such a difficult topic to talk about, because if you're being needy you probably don't know it. It's very hard for me to say to everyone listening, "A lot of you might be being needy," because I know that doesn't sound good. I'm not trying to put you down and I'm not trying to – but I think it's important to be honest here because I see so many people acting in that way and I've been there myself. I've been there, where – part of the problem that can happen, especially when you want something so bad – and there are two sides of it.

Let's say you're financial pressure's so much. You have so many bills that you just need this to work. It's like, "This must happen," so the neediness is so strong. Then, the other perspective is when you're trying to launch something and get it off the ground and you're so passionate about what you're doing. You so believe that what you do needs to be out in the world that again it's like that neediness is there.

Jessica: I heard someone describe it once: "It's the difference between passion and desperation."

Nick: Yeah, that's a great distinction and again, the challenge is, people who are passionate don't always realize that they're being desperate. This is where the awareness comes back in.

Jessica: How do you describe – if someone's listening to this and they go, "I don't really know what you mean when you say needy. Don't be needy." How do you describe, you know, you're very well known now.... You get people approaching you. What are some characteristics of someone that would come across to you as

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needy that you would feel a bit repelled by?

Nick: Well, I know the word “repelled” is very strong, so I don’t want to say that anyone repels me, but there is that instinctual kind of, “Whoa, back up.” Like, “I need to take two steps back from this interaction,” and I’m sure we’ve all felt that when people come at us and you need to take two steps back. Sometimes is – you can really feel it energetically. It’s more something where we can tune into it than give it actual words of what it is that people are doing, because people could be saying the exact same thing and just approach it differently. Do you ever feel when someone’s almost blasting you with energy?

They’re coming at you so strong. The key is if they are passionate, but they’re okay, they’ve released the expectations of the outcome... Someone come to me and says, “I’m so passionate about this project, this, that and the other,” but they’re not expecting me to do X for them, or they’re not going to be disappointed if I don’t do something for them, or if I don’t pave the way or open the door or make the connection, whatever it is that they need. If they’re coming with the energy of, “Hey, this is just my passion. This is my heart. I want to present this to you,” that’s true passion.

The neediness comes up when people say, and they don’t *say* it, but they feel it and energetically put it out. It’s like, “I need this to happen. You need to do this for me. You need to be so passionate about what I’m doing because it is the thing that you need to do it.” If you ever need something from someone else then you’re in a little bit of trouble just to start with.

Jessica: I’m sure there could be a difference between needing something and – I don’t know the other word, maybe being hopeful for their support where you don’t need their support, but you know it would be a good mutual relationship, that them supporting you would be beneficial for them as well. It seems like, with dealing with these business relationships we also have to be very aware of the other person’s needs and how we’re meeting them, and also basic rapport, just that self-awareness of how we’re acting around them. Rapport is an important thing. I know you know a lot about this. Do you have some tips around rapport, because I think this ties in with this equal balance within this relationship?

Nick: Yeah, so rapport, which is basically the word for two people getting along, really comes back to the idea of being present, because when you’re present you’re not needy. When you’re present you’re in your body. You’re centered. You’re moving from that place forward with passion. Again, 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.

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If you let go of an expectation that someone needs to do X for you otherwise your project won't work, or nothing will happen, or they need to do it because it's just so right for them, when you let go of that expectation and you just put it out there and let whatever happens happen, that's when things really tend to happen. I remember when we first launched the movie. I had this expectation that everybody who was in the movie would email out about the movie. We emailed a lot of big people and I remember talking to Jack Canfield because we got some tremendous support.

Right off the bat really 80% of people mailed out about it and we were so happy about the movie and passionate, but I was disappointed about this other 20%. I was like, "Well, they're in the movie and they look great and this is such an important technique. Why wouldn't they mail out about it?" I remember talking to Jack Canfield about it and asking him. I said, "Everyone mailed out about 'The Secret.' This technique is more important," in my belief at the time and all these expectations, "We have to get it out there." Jack said, "When 'The Secret' came out it was the first thing for people. It was something new.

There was a lot less going on in terms of the Internet and the demands and it was just the hot thing. Now there's been a bunch of other movies, so you've got to be aware that people have a lot more on their plate, that some of the people who aren't sending out about it have been interviewed for 10 other movies. Even though yours is fantastic, and maybe it is the best of the 10, they don't have a chance to watch those 10 other movies." I really appreciated that from Jack because it gave me much more of an awareness of, "Hey, they have a life too.

They have demands too, and there's no way to tell what demands that they have on their lives, what other business commitments, what other personal commitments." Releasing that expectation, "I emailed someone and they haven't emailed me back, that makes them a bad person or rude or whatever it is." There are some people that have 100 or 500 emails in their box because they're just that busy. It's not a yes or no on you on it. Maybe they'll email back three weeks later, or a month later, or never, and it's not a fit.

So 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 mailed out about the movie. It's so disappointing. I don't get it." Now I'm judging this other person who contributed massively to the film and gave me their time, and I should be nothing but grateful to them, and I'm upset because they're not doing more for me. Now, I was coming from a good place. I wanted to get the film out and I cared about it and I cared about them, so the intention was there, but the expectation was a problem.

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Jessica: Well, the distinction that I'm making from everything that you're saying is we should be committed to a goal, but we shouldn't be committed to how we reach that goal. We should be more flexible in finding our way to that goal and not thinking, "Well, they have to help or else this isn't going to happen."

Nick: Yeah, absolutely.

Jessica: Wonderful. Okay, so we're talking a lot about relationships. You also talked about this, having the balance between giving and taking. Can we go into some tapping? What do you think would be something good to focus on?

Nick: Well, since we've been sort of talking a little more about taking than giving too much, we'll cover giving too much in a second, but we've been talking more on, sort of, that neediness. Let's do some tapping on that. Let's see what comes up. This first tapping is going to be to gain a little more self-awareness on the topic because like I said, the challenge here is that if you're being needy you might not know it. I didn't know it until I stepped back, until I asked Jack Canfield and he said to me, "You've got to let go of these expectations."

It's likely that in that case I was being needy. When I emailed whoever it was that wasn't sending it out I was sending off that energy of like, "Hey, come on. Send out for this. Why aren't you sending out for this?" As opposed to thinking, "What are other ways that I can provide value? What else might be going on in their lives? How can I make it simpler for them?" It was coming way too much from my side of things, so let's do some tapping on gaining that awareness. So, tapping on the side of the hand.

KC: 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?

CP: All these expectations.

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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,

CP: 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.

Nick: Go ahead and take a deep breath. That was a kind of different format of tapping. We didn't focus on an intensity. They were more positive affirmations and really a discussion to see – when you do the tapping in that format people usually find that they just gain clarity. You're asking yourself these questions and it's a great way to tap, to ask yourself. 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're like, "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." At the end of the day, throughout all of this work one of the things that I find most powerful about it is that it requires us to take personal responsibility, personal responsibility for ourselves, these business relationships, these love relationships, these family relationships. It's so easy to project onto others and say, "Oh, it's their fault. Joan is being a pain. Rick is angry at me. They have things wrong with them."

The true power, the true spiritual strength, and the true change, comes when we take personal responsibility. We're not doing this – we can do this from a very self-interested place. Forgiveness can be very self-interested. People say, "I

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don't want to forgive. They don't deserve it." Don't forgive for them. Forgive for yourself, and take personal responsibility for these business relationships, for how you're interacting with people, for what you're getting.

Most people see patterns of what they get all the time and they turn into beliefs, "Oh, this is just the way the world is." Take responsibility for how you're acting, what you're bringing to that relationship, and then watch as you take responsibility to tap on it, then everything changes.

Jessica: Absolutely. Well, Nick we're running short on time, but I'd love to go through these next few points. You did say that you wanted to cover a little bit more about people that are giving too much, so can you – what does that look like? How does someone know whether they're giving too much?

Nick: Giving too much generally translates into 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 have that balance in a relationship, or not give at all and not even engage in the relationship because you have nothing to give.

Jessica: Because you *think* you have nothing to give?

Nick: Because you think you have nothing to give, exactly. Let's just tap on that. So tapping on the side of the hand:

KC: 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.

CP: 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.

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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.

CP: 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.

Nick: Take a deep breath. That was another opener. We only have a limited time together and we're covering so much information throughout this program and with these bonuses, so my intent is to open the door for you to recognize the places where you can do some more tapping.

Jessica: Yes, absolutely. Well, Nick we went over the first two steps. The first one is really being present. Then, the second one is finding the balance between whether we're giving too much or taking too much, seeing where our weakness might have been and how to continue tapping on that. What's the third thing that you think is really important, another key to having a good business relationship?

Nick: The third step to me is... and they're all so inter-related. This is very related to being present, but it's about 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 when you've done your work already. I would rather you not be honest right off the bat if someone sends you an email and you're very angry about it. That doesn't mean honest communication respond and say, "I cannot believe you did this."

What it means is: tap on the issue. Tap on the trigger. Tap on whatever's going on where you find yourself in that present place of peace, and when you're there, from there, honest communication is so key. I was thinking about this honest communication concept earlier and I've been watching a show on Netflix. I think it was on the BBC or PBS called *Downton Abbey*. I'm sure there are some people who've watched it who are cheering along now because it's such a great show. It takes place in England in about 1915, so really right around the turn of the century when things started changing socially in a big way.

In England there was the ruling class, the lords and the ladies, and there were the servants. The story talks about that time period and the relationship between the servants and the lords and the ladies and that whole dynamic. What's really interesting is that you can see very often throughout the show how things were

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left unsaid. Things were very proper back then, so there were a lot of very subtle nuances and you didn't speak your mind. If you loved someone you rarely told them. It was just kind of dancing around things, the courting, the flirting and the relationship between servants and – if you haven't watched it I suggest it.

It's a very interesting social dynamic. I've been thinking about, "Wow, they really don't communicate well because they're not saying how they feel," but then I started thinking about us today and I don't know how much better we've gotten at communication. We have a tendency to lash out more and sort of speak our mind and say, "Well, I need to stand up for myself and speak my mind," but have we really developed to the point where we have true, honest communication? I think a lot of times we haven't. To do that you need to do the tapping work beforehand.

You need to be in that present place, so when someone says to you, "I'm sorry. I can't support this." Or you're working with a coworker and they make a snide remark about something you did or put you down in some way, you've got to tap to be in that place where you don't react and then be able to communicate honestly about how you feel, and communicate honestly also recognizing where they're coming from. This honest communication ties in directly to the fourth step. They sort of go hand-in-hand. They can be A and B.

The fourth step is to ask yourself, "Are you taking things personally in business? Are you taking everything that happens in business as a personal affront? Are you taking stress at work and stress with clients and stress with business relationships personally?" It's easy to do. When someone says no to you about something, or puts you down, it's easy to take it personally. It's like they just attacked you, but this is the place where we can grow so much, to do the tapping so you don't take it personally, so you let it go and you just recognize, "Hey, this is their stuff. This isn't my stuff," and then to be able to communicate honestly from that place.

Jessica: Yes, absolutely. So then, when we're deciding to be more honest... you made a really good point that I think is worth just saying again. Before you speak your truth, to do that tapping so you're in a calm place. And this communication, this taking things personally, really goes hand in hand because if we're taking things personally we can't communicate honestly, in an effective manner that doesn't create more challenges.

Nick: Well, that's it. Things tend to escalate if we react. If someone comes at you the response naturally is to go right back at them. Then, it escalates. It's very rare – it's only until someone takes a breath, and pauses, that that can heal.

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Jessica: Right, absolutely. Well, this has been a great bonus call Nick. Just to overview. You talked about the importance of being present, the importance of being aware of whether you're giving too much value or you're taking, and do tapping around that; to make sure before having an interaction with someone to do tapping so you're not taking it so personally, so you can have a more honest communication. I think what you've given people is a really great guideline of where to start when they're looking to build these better relationships. Thank you so much for this call. Any last tip before we wrap up?

Nick: Thank you for that great summary, great recap. I think we should just give them that, 30 seconds! No, my last tip is to just, again, I'm opening a door here and there's a lot of stuff covered. If you were triggered at all, if you thought about things that were happening, even if you were triggered by me, if you got triggered when I said, "Maybe you're being needy," well, let's take a look at that. What's triggering you about that? Is there an element of truth to that?

The tapping is so powerful and it works so well, but that doesn't make this work easy. It makes the change easy. What the tapping does is, it makes it easy to recognize something and change it; but having that awareness takes a lot of strength. Just being on this call, just taking the time to really sit down and say, "How am I approaching these relationships? What can I do better?" that's just a huge step. You have that awareness. You bring the tapping in and then everything changes.

Jessica: Absolutely. Well, Nick once again, thank you so much.

Nick: Thank you Jessica.