



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

-Bonus Q&A 2 Transcript-

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Mary: Hi everyone, and welcome to week two Questions & Answers for the *7 Weeks to Financial Success and Personal Fulfillment*. This is your coach, Mary Ayers, and another week with phenomenal questions. Great questions, you guys. I can really see that the juices are flowing. You're really starting to think about what it means to do this tapping and what it means to have blocks around your financial success. Of course, the questions are about how do I clear those.

I want to remind you again, because of the sheer number of questions we have, I'm not able to read every single question. But if you will listen and think as you listen through these, what does your question have in common? A lot of times what I see is that while the story may be slightly different, the question you're asking about the tapping has a lot of similarities to questions other people are asking. So I'm hoping that I can answer these in a way that even if I'm not reading yours that you can say, thank you, that is so helpful for me.

Let's start off here with our first question, from Karen. She says, "Unlike so many of these calls and questions, I don't have specific instances I can narrow things down to. I had a happy childhood and a non-drama life for the most part. I am an introvert, and I think perhaps I'm non-drama because I keep away from people and places. I don't really mind being an introvert. I think they are very creative. But I think it can hold me back from being bold in my goals and being self-employed. Suggestions?"

Karen, I think that it's beautiful that you have – this self-acceptance is so wonderful. I really love that you appreciate that you have a style that maybe is different than other people that are out there.

The question you asked is, but I think it is holding me back from being bold. Ask yourself, what do you think would be different? What is the goal that you would set if you didn't feel like an introvert and being self-employed? Then ask yourself, what is it that feels uncomfortable? Do I think I would have to go out and network with people, and I really don't feel like doing that? That's a tappable issue. Are you afraid that if I was go get past this and get myself out there I'd be worried about rejection, about making a fool out of myself?

In other words, even people who are introverts, extrovert/introvert is just a way to refuel. It's just the way that we get our energy back. I know plenty of people who you would be surprised to hear that they're introverts, because actually they are very out there. They're talking. They're gregarious. They're engaging. Many people, they have a sense of humor, they're funny, and yet they would still consider themselves an introvert because how they refuel, they reenergize, is to be quiet and to be alone. As opposed to many of us who are extroverts, we actually get fueled up when we're out there around people.

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In and of itself I think it's not so much the introversion as long as you're accepting it, but perhaps, and I'm just playing with this, do you use it as an excuse to keep yourself from doing things? If you could just fold that back for just a little bit and ask yourself if I felt more comfortable, if I was putting myself out there, if I did have my own business, what about that worries me? What scares me about that? Those become your tapping targets.

Karen, if this doesn't make any sense or you find yourself a little bit more stuck, please write back in. Let me know how this worked for you. What did you find? We want to keep peeling the layers back. That's how we find the things that we need to tap on.

Our next question, Caroline says, "I hope it's not too late to ask a question Mary can answer later." It wasn't, Caroline, so great for you. "I am confused about what's going on right now. I have set a goal and it's very specific and clear for me. I want to reestablish a business I was very successful in until the crash of 2008. Since then I've been living on an extremely minimal income and really want to do this work again. I feel it is my heart's desire. Since I started tapping, opportunities have come up to help me bring in more income, but they are totally unrelated to the work I want to be doing.

My questions are two. Is this a distraction that is diluting my efforts toward my goal, or is it just help paying the bills while I reestablish myself in my new home? Two, how do I tap to redirect the energy coming to me into the goal I have set for myself?"

Here's the P.S., "The work that is coming in is enjoyable and is using a skill set I didn't know I had. I don't hate it. The money is not great, but helpful at the moment. I don't know what to tap on to shift things over into the channel that will bring me work in the field I so love. Thanks for all you do. Many blessings, Caroline."

Caroline, I love this because you are obviously manifesting something. Opportunities are coming in and I hear you saying that you're enjoying the work. Mike Dooley who writes *Infinite Possibilities*, he talks about this, about what were we maybe doing in order to be able to finance the work we want to do and to not turn it down?

It's not so much that you are compromising yourself or you are distracting yourself. If nothing else, you have the opportunity to say yes this is what it would feel like to have work coming in. This is what it would feel like to have

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opportunities showing up all the time. What bliss, what wonders just to have things coming in so easily. That's that one side.

Of course, our job is to tap on any of those things that seem to be getting in the way, such as some concern. I hear some concern on your part that if you became really busy with this work that perhaps you won't have the time or you won't take the time to be able to do the work that you love. Or is there a possibility, like you said, the money's not great? Are you concerned that if you found the work that you love will you be able to support yourself with it, or are you going to have to do work that you really don't care to just to be able to pay the bills?

Notice in order to find your tapping target you're going to need to ask yourself some questions. What about it specifically is the concern for you? That it will never happen? That you have to be satisfied with what you've gotten? I'm going to take a little side journey right here because that's the kind of message we always used to get, or frequently got as children, is to be satisfied with what we've got. Stop asking.

Ask yourself, what kind of messages did you get about being able to ask exactly for what you want? It's not that you're not grateful. It's just that you're looking for something else. So being very clear about the fears that are coming up are things that you can tap on.

As far as redirecting the energy is that you're doing. Is that if you have fear, that if I really enjoy this job, if I excel at it, is there fear that what you really want won't come for you? That is a fear that I'm going to screw it up. If I pick now I'm never going to be happy. I'm never going to get what I want.

It's so funny. I just happened to be out at the market and I was listening to a mom talking to her child. She made the comment, just very innocently; she made this comment, "Okay. Well, I hope you're happy because that's all you're getting for the summer." I think they were doing some summer shopping or whatever. That just struck me about how many times we could have heard something like that. This is all you're getting. You better be happy with it. You don't get to pick again. All of these things impact us.

By the way, it doesn't have to come from a bad childhood. Many of us have wonderful experiences. We didn't have major traumas left and right, but we still heard messages growing up about what we can receive and what is it to have more than you need and what if somebody else isn't getting what they want. How do I feel about that?

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These are just natural through live experiences of growing up that we still wrote them down about what we are allowed to have or not allowed to have. What of concern. If I'm busy with this job will it leave room for another one?

Caroline, this is for you to explore. Get back to me. Let me know what you came up with or what you've uncovered. I'd love that equally, is to be able to say, Mary, I got it. It became clear and then I knew what to tap on.

Kristin asks, "What does it mean to be in alignment with a goal? My goal is lofty and I feel it is completely impossible and unobtainable, but I want it. I have no idea how it would ever be possible, but it's something I dream of. It doesn't give me any anxiety or tension, mostly because it is something I feel is completely unobtainable. I mostly just feel hopeless when I think about the goal. Is this a goal I am in alignment with or am I wasting my time?"

Kristin, I think you answered yourself. It's not in alignment for you if it causes you stress. In other words, if you write something down, we're just going to be big and bold, because a lot of those programs out there have encouraged people to say I want to make a million dollars.

But if you don't feel congruent with that, if you have some obstacle, it doesn't feel right to you, you think to yourself there's no way that's ever going to happen, I don't see how that would ever happen, I don't deserve it, I'm not capable, I don't have any particular skill or special talent that would make that kind of money, then ultimately when you are visualizing that goal, or you talk about that goal in your vision board or however you do it, the vibration you have towards it is one of disbelief and lack of congruence.

First of all, create goals that are smaller in size, that are believable but still a stretch. I probably just triggered anybody and everybody, who went, what? Compromise on my goals? Say that they're less than they are? That's not what I'm saying because it really has to do with this gap between believability. You can tap to close the gap, and that's what we want to do. It's easier to increase your goal than to work on a goal for a really, really, really, really, really long time because they're so far ahead that you have so much clearing to do.

What if you took the idea that you could stretch your goal, and as you got more and more comfortable with it you would just revamp it? You would stretch it again.

It reminds me of how Jack Canfield on *The Secret* talks about how he set a goal for \$100,000. He was a teacher at the time. He set a goal for \$100,000, which was a huge amount at that time, but it was a goal that was believable to him. He had



no idea how it was going to happen, but it was still something he could see a possibility around. He didn't have tapping at that time. At least he doesn't talk about it.

At the end of that year, I think he gets to \$94,000 or \$96,000, whatever, it wasn't quite \$100,000. But he goes, do you think I felt like a failure? He goes, not at all because I had to put my goal out there so that I would stretch to it. Then his next year goal was \$4 million. His wife said to him, come on, we can set this now. Why? Because he gave himself a year to be able to create a goal that to him was still a stretch, but yet believable enough without causing a great deal of anxiety and grief. Then the second year he just upped it. He just set a goal again.

My thought for you is set a goal that is lofty. You want it to be a stretch, but not a stretch, feel that where the space is, where you feel the absolute shut down. Write out some numbers – I'm just going to make this up so that you can appreciate the example – between 0 and 10, and 10 we're just going to say is a very, very large number. You think to yourself, I could never get to 10, 100,000, whatever that is.

Write down what number could you believe. Maybe you could believe a 5, but you can't quite go to the 10. Then look at an 8. Does 8 still feel like a reach but not completely off the charts that you would say to your mind, no way, no how, that can't happen?

Look at that 8 and then tap, "Even though I have this block to making that much money, even though it's completely inconceivable that that could ever happen to me, even though I don't have the knowledge or the knowhow to be able to make that kind of money, that's ridiculous, I still love and accept myself."

Go into this huge pushback that you have that it can't happen. I can't see it. It's not going to happen. After you've done a couple of rounds, relook at that goal again. How does it feel? Feel it from a standpoint of how real does it feel. Does it still feel like at 100% there's no way that can happen, or does it start to feel a little bit more towards, well, I do feel it's a possibility, even though I don't know how it could happen?

That's okay. Change your tapping up for that, "Even though this is starting to look a little believable, but I would have to know how to do it and I don't have a clue, perhaps I can just open up to the idea that anything's possible, I'm clearing the way, perhaps some amazing thing will happen, I'm just going to stay open to it."

You're kind of putting in both. When you get around a 5 you can hold both sides of that equation, is, "Even though I'm still not believing it 100%, there is a part of me that's starting to believe it. Even though I don't buy into it 100%, I'm not in

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complete alignment with this goal, I still choose to know that there's a part of me that's getting in alignment, a part of me that's starting to believe the possibility of it, even if I still don't know how."

So we play. Our language is a sense of playing. I know a lot of people really get caught on having the right words. What I hope that you see from my example and my permission for you is that the words can be anything. They're just allowing yourself to play.

Sidebar. If anybody went, oh my gosh, I don't know how to play with the words, then take a second and tap on that. I know it feels like every answer is always tap on that, tap on that. The things is you can tap on, "Even though I don't know how to be creative, even though I have to get the words just right, even though if I don't get them right I won't clear this block and I am doomed forever to be broke."

Notice I'm just being absurd and ridiculous. I like going to the edges. I find that I seem to scratch that itch. I get into those places in my mind that are bizarre and think in big all or nothings or catastrophic. I have a part of my mind that does that, and so if I give voice to it, if I'm tapping and I go to that extreme place and I hear it, as I've tapped and as you start to relax, as you start to take off some of that charge of it, we start to listen to ourselves be in this huge crazy place.

Then we kind of pull ourselves back by saying, wait a minute, now that I heard that extreme voice, now that I went to the edges of the craziness of it, now I can back up, now I can find some way to make sense and I can find the possibility. I can find the opportunity. Or maybe I can just get curious that there might be a way, even if I don't know it right now.

I know this week was on goals. I know that people are going to be setting some of them. I want you to be really feeling the feelings that come up when you look at it because you can close that gap. That's what it's about. That doesn't mean by next week you have closed that gap. It means that over the next several weeks that is a great way for you to be able to see your progress.

Write down now in your notebook, or whatever you're doing that you're being able to monitor your progress, is write down now your goal. Then ask yourself, on a scale of 0 to 10 how much do I believe in this goal? How much do I believe it's possible? Then you just give yourself a number 0 to 10, 10 is absolutely, 0 is zip. Then do some tapping about it. Ask yourself, how believable is it now after you've done some tapping?

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Next week look back on your journal. Read it again. Ask yourself, okay, let me see. It's been a week now. I've tapped on a few things. I've done another class. Let me check in. Say this is my goal. I now make this amount of money or I have a practice that this is this big or I'm selling this many homes, whatever it is. Then ask yourself, how believable does it feel right now 0 to 10? You may notice while it's not at a 0, it's at a 2.

Now you get to tap around the 2, "Even though I still have so much of this belief, when am I going to clear it, come on already, I have things I want to do, I still love and accept myself and I'm still open to clearing any block that I might have that would keep me from being congruent with this goal. Even though I'm still struggling with it, it's hard for me to believe completely, I'm willing to work on it, I'm willing to change it, I'm open to the idea that I can be congruent with this goal."

Again, week three, week four, come back. Look at that goal. Keep asking yourself. Every time you find yourself at a three, at a four, you are moving up the believability index. You are growing more and more in alignment.

Look around you. What are some of the things that have been breaking through, because it's not just about believability, as you're going to find out, that determines whether or not you're in alignment with your goal, but it's also going to be have I given myself permission? Is it safe for me to have that goal? Am I comfortable with that goal? Who would I be if I had that goal?

We are just at the tip of the iceberg. I know that a lot of people are thinking that the tapping should be clearing these things. Clearing, the definition is I have no more of it and I no longer struggle with this. One, that's a pretty huge goal and I cannot say that it would never happen but I'm going to tell you that it's pretty unlikely, as you've found, that we have so many instances in our life where we have had these beliefs supported and validated where we have made the statement it never works for me, it never works for me, it's never going to happen.

We have hundreds, probably thousands, if not thousands up on thousands, of times in our life where things have happened that we might have jumped to that conclusion. So one round of tapping or one week of tapping is not going to clear out every single one of those old events, but you clear out the events you can remember, very specific times that you can remember, and then we're going to continue to tap on the feelings of why bother, the feelings of it's never going to happen.

That is such a dread in the body, and that's the thing we're going to keep lifting and lifting and lifting. Week after week after week you will notice the shift and

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the change, and when the shift and the change starts to happen look around. Watch what's happening in your life, because that's when you're going to really see things starting to show up. Kristin, I know it was a very long answer, and everybody else. I'm answering many questions within that question, so I hope that that was helpful.

Chris says, "Is there a way to tap around others without it being obvious?" This is a great question. On week one I gave a few ideas about how do you remove yourself to go into the stall in the bathroom, so that you have some privacy. You don't have to say it out loud. You can mouth the words. You can silently, like a silent movie, you can express those words in a silent way.

But there are other ways too. In other words, any of these points that we are now taping on, any of those points can easily be just held with some pressure on them and then release. That's acupressure.

I can easily put my hand up here by my collarbone, locate that spot and just press my fingers in and release, press and release, multiple times. I find that the chin one's very easy too because you look like you're pondering. You're just holding your chin, you press, you release, you press, release. Under your arms, I can fold my arms across my chest and easily just kind of hold on that area again under the arm.

A couple of points I talked about the wrist point last week, which is on either arm. It's on both of them on the inside and the outside. You can sit in a meeting, and you can rub that wrist area on the inside and on the outside. I just rub it with my thumb and I'm squeezing with my fingers on the other side.

You can also use finger points. The finger points are – let's do this. If you hold up your left hand in front of your face so that the palm is down and your thumb is pointing right at your nose. We're just going to bend the thumb down.

We're going to have you look at the index finger. It's a side view. You're just looking at a side view of the index finger. While you view it just follow it all the way to the end, you're going to end right there on the side of the nail bed, right there at the cuticle on that index finger. It's pointing towards your nose. You're right there on the cuticle on the index finger. That is a point right there.

What I do is I take my right hand, my thumb, and I just press it. I just hold it and press it. Then the same spot on the middle finger. Follow the middle finger down. Right there at the side, at the cuticle is another little point. Again, I can hold it. It's the same on the ring finger, the same on the baby finger and same on the thumb.

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One of the things you can do is, I'm just looking at my left and right now, I've got it held up so I can see the side view of my fingers. I take my thumb and I can put it there. It would look like I'm making an O, like I'm going to look through like you used to make a telescope when you were a kid. That little area right there on my thumb can press right on it. Then you can press right on that exact same spot on the middle finger, as well as the ring finger, as well as the baby finger. If I bend my index finger over, I can actually hit that spot on the thumb.

For me the finger points are not as – I don't feel them as well, as strongly. However, I figure it's better than nothing. When I'm out running or walking I almost always use my finger points because I am stimulating the system. Even if it isn't as strong in my own opinion, I am still stimulating that and my intention is to continue moving that energy and clearing.

So when I'm thinking I can walk and I can use these finger points. If I'm in a meeting I can do the same thing. I can stimulate them. Nobody knows. If anything it looks like you're a little fidgety, but that's about it.

Chris, I hope that helps because there are, we can stimulate the points. We don't have to tap them, but it is kind of nice to be able to do that because we never know what situation might hijack us.

Jane asks, "I am amazed that through tapping I became aware of the hidden blocks in my subconscious mind that affects my ability to be confident. Do I have to work through all these blocks one by one to achieve my goal? I feel I probably do, but what if time is against me?"

Jane, perfect, perfect question. First of all, the idea that you have about time being against you is probably something you might want to look at is this panic, this urgency. I'm going to say for you. Almost anybody out there has feelings somewhat of an urgency.

I think it's because between being excited that we found something that we are hoping and believing will work, but then also wondering when is that going to happen. Is it going to happen? Is it going to happen fast enough, especially when we're looking forward to things changing our life in a better way. That is a great tapping, is that sense of urgency that I want it now. I don't have enough time. Things need to change now.

I know that there were several people who had written in about circumstances in life that they felt that they needed change right here right now. So you tap on that, "Even though I am so impatient, I need it now, now, now, now, now, now, now."

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Go through each point, now, now, now, side of the eye, now, now, now, now, now, under the eye, now, now, now, now, now.

Think to yourself, how old do I feel as I keep going now, now, now, no, now, now? I bet you you're going to come up pretty young because that's how we feel as children. We have that impatience. We want the gratification. We want to know that what we're doing is paying off for us. We want that instant gratification. We certainly want it soon. Sooner than maybe I'm seeing it.

That will get in the way. That is another angst, kind of an anxious type of energy around us. When we're thinking about money and we're feeling this angst, even if it's about where is it now, I need it now, you're still in kind of a staticky pushing away place with money. You aren't thinking about money and feeling good about it. You aren't thinking about money and feeling peaceful about it. You still feel that sense of where is it, where is it, where is it? What if this doesn't work for me? What if I invest seven weeks and it doesn't work for me?

We want those guarantees. We want the certainty. But we can tap for that, and that's the value so that you can move on, so that you can really be peaceful. You can have your visualizations. You can think about what it will be like, who you're going to be. All the areas that require our growth in making a change, that's where we need to put our energy is putting our energy around those growth things. So we tap on anything that gets in the way from it, all the fear, the anxiety, when's it going to happen, what if it never happens, when else did I feel this way.

It reminds me of when I was a kid and I couldn't wait for Christmas. I was so impatient, and I used to drive my mom and dad crazy. I can still remember that. It has that familiar feeling for us is what if it doesn't happen, it's not happening fast enough. We're just addressing it. We're helping our body to learn how to chill with it, to be able to feel peaceful with it, to not feel it as an angst.

This is an ongoing type of thing. You're going to have times where things are flowing, it feels really good. You're going to find yourself in the flow, and then boom. One morning you may wake up and the anxiety returns. What you have now is a tool to help you short circuit that. It's not a tool that's going to keep it from ever happening. This is a tool that's going to help you get right back into alignment much sooner, and that's what we're looking for.

Judy asks, "My friend owes me a large sum of money and is making monthly payments. I am very afraid that he'll stop paying me if I achieve my goal of \$5000 a month and I think I'm subconsciously holding myself back. How can I address this?"

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Judy, that was such a wonderful awareness on your part because this is what we're talking about. This is what we want people to see is there is a drawback to having our goal. What would be the consequence? What would be a reason that I wouldn't want it?

I think that what you did was find it as oh my gosh, and here you're tapping, "Even though I'm afraid of reaching my goal, because then they won't pay me back, they'll think that I've got enough money, they'll think I don't need it anymore because I'm doing so well, I still love and accept myself. Even though I think whoever it is will feel that they're off the hook and they will no longer need to pay me back, I still want that money and I still want my goal. Even though I have this conflict about having this goal, and what does that mean that other people will have to do, that they won't have to be responsible to me anymore if I'm making my goal."

What you're bringing up, I want to expand this a little bit for everybody out there because it's such a great point, is if us reaching our goal feels that it's going to be unfair in some way, somebody won't have to support us anymore, they'll say, hey, you're making enough, I don't need to give this to you. I know people who have had concerns that if they made more money, then their disability or their social security would change, or their alimony will change. I know a few of you are going, ooh, yeah, I recognize that.

I remember one time my husband saying, this was millions and millions of years ago. Okay, that sounded terrible. My husband, he says, if I made this much money I'd be in a different tax bracket. His friend says to him, hey, I hope to be in the highest tax bracket there is because I don't want that to hold me back from my goals of making the money.

What you're doing is you're really exploring what it is that would get in the way, your fears, concerns that would get in the way. For you, Judy, I hear that. It's almost somehow that if I was to let go of something somebody gains or they no longer have to be responsible or they get to get off scot-free, and it's not fair. Essentially what you're saying is it's not fair. It's not right.

You're going to help yourself work through all those feelings, and you're going to probably think about some other times where it didn't feel fair, it didn't feel right. Where else has that happened? It's getting in the way of you. It's limiting you from having your goal. So that fear is what you want to work on.

You did a beautiful job of identifying. I really love that and I know other people out there have been able to identify for themselves also what's holding them back and then to tap on that, the fear they have that if they reach their goal then people

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will be mad at me. People will judge me. People will be jealous of me. You're going to continue to do that work in this program. Nick's going to walk you through some fabulous exercises and some great questions. So you are ahead of your time, people. You're ahead of your time. This is great.

Tamara says, "How common or normal is it to have a boatload of feelings when tapping begins? I am feeling really sad, scared and feeling hopeless. As I begin to tap on one set of feelings, another whole huge suite pops up and I'm starting to feel like this will never be over."

Tamara, I've had that experience myself sometimes. It just feels like you've opened up a floodgate and things just come rolling out. Sometimes it's because we're willing to do that work. From my perspective I'm just going to tell you.

Sometimes we'll just tap on, "Even though I have this floodgate of emotions opening up, they're overwhelming me." Is it a feeling of overwhelm? What is that for you, I'm afraid that it's going to be too much, I won't be able to handle it, I'm afraid I'm never going to clear all of this? My belief is I have to clear all of this? How am I ever going to get to the end of it? What if I could just relax about it? What if I could just take one at a time? What if I'm perfectly okay to feel these feelings? I'm working on it now. I choose to trust the process and I choose to believe that it will feel better. And it will.

Sometimes we do get emotionally hijacked. Especially if this is new for you and all of a sudden to be aware of and express and acknowledge all these feelings, it could feel a little overwhelming for you and whatnot. If that's it then you tap on the overwhelm, "Even though I'm afraid to keep doing this, what if it opens up Pandora's box and I can never get all those feelings back again? Even though I'm not sure of the value of having to have all these emotions and express all these emotions, I still choose to go through this process and see what's possible."

This is an ongoing process. Just stay with it. My guess is that the overwhelm is the familiar feeling for you, is that sense of I'm being overwhelmed with emotion. Maybe just step back and see it as that. Always ask yourself, what does this remind me of? What does this remind me of when I felt this kind of overload of emotions before? Is there a time in my life? Is there a person in particular who I felt this way around? All of that will continue to help you grow, help you find your targets to tap on and keep you moving forward.

Bessie says, "I am afraid to have a goal. Ever since my divorce I have not had a significant goal. I was not allowed to grieve about this event, and know this is not good. I also know I am absolutely petrified to set a significant big goal, as I am so afraid of that feeling of disappointment again. It was so great."

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Bessie, I can really appreciate this. Truthfully, in the hundreds and thousands of people I've worked with I think the feelings of our fear of being disappointed, of wanting something and being disappointed again is something that everybody has experienced at some time.

I often use our experiences in our childhood, just natural, normal experiences in life where we have been disappointed, where we have wanted things, where we have asked for things. Who hasn't asked for a pony for a birthday and didn't get a pony? Or a particular bicycle, maybe it didn't happen that year. Or wanted to go somewhere, wanted to go to Disneyland and it didn't happen.

A lot of opportunities just in the natural course of our childhood have taught us the feelings of what it feels like to want something and to have it not delivered, or to have it taken away.

That's what I hear, Bessie, is that something's been lost, those feelings of loss, you already proceed it in your mind why bother, I don't want to get my hopes up, I've already seen and felt the disappointment, it doesn't work out for me. All of those things I just said all become tapping targets. Things don't work out for me. I shouldn't have a goal because it won't come true anyhow.

They're truth statements. In other words, I know you don't want them to be true, nobody wants to have that, but on some level that is the belief. It is the truth statement, that this won't happen, that I will be disappointed again, that things don't happen for me, that I'm not that special or there's no way that those kinds of good things happen.

They are underlying beliefs and that's what we're tapping on, because how can you fight the current? How can something good come to us if our default program is nothing good comes to us, nothing exciting happens or it's too risky to have a goal? What if it doesn't happen? What's the downside of having that happen, getting the goal? If it's just disappointment, then go back and look on where else was I disappointed, what else did I really want and I didn't get?

You very much state that because of the divorce you did not get to grieve that. Grieve is a very difficult emotion for us. It helps when we tap, but it's a different process in and of itself because there's so much sadness and loss with grief that it may take awhile.

You may be working on the sadness and the loss of what could have been because there are so many things that we lose when we lose a dream. We have already visualized it out in the future. We have seen ourselves with it, what it would be

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like, well ahead of where we are. So we're really not just grieving the event as it is right now, but we're grieving the dreams we had, we're grieving what we thought could be possible when we don't have something.

We do that with tapping, the sadness that I will never have that. We have a friend. Death is obviously one kind of loss, but so is the loss of a job, going through periods of time where you're out searching for a job and you make it to the second interview, to the third interview and you start to think to yourself, oh my gosh, I can start to see myself in that position, how great it would be. Then you don't get it. It's that dream has to be replaced with something else. We will help that transition when we tap on it and really move into the sadness around what won't be happening. Let your body process the sadness that comes with it.

Like all of our emotions, when we open up the door of grief, loss and sadness our body is remembering every other grief, loss and sadness. It's remembering what it felt like when we lost Fluffy and grandma, and when we had to move away from friends and when we didn't get invited to the dance and when we lost our favorite barrette or our favorite shows. We have so many things in our life that have accumulated into this sense of loss. So it opens up that door again when we're grieving it.

But the more that you will allow yourself to spend a few minutes in that grief, what you'll find is that it doesn't become the overwhelming feeling. It also is one you won't try to avoid feeling. You're going to be tapping for that. What was the dream that died in the divorce? What didn't you get to say?

Just tap and talk about it. You don't have to do anything fancy, no fancy setup statements or whatever. Maybe just tap like you would be talking to a friend or talking to an entity, an angel, whatever it is, and just talk about those feelings while you're tapping with it. Bessie, get back with me. Let me know how this helps.

Rolf says, "Hi. Thank you for creating this. You are really hitting the nail on the head. However, my issue is that I still do not work consistently on this. I do the meditation, but I do not use the workbooks, etc. It is the same pattern as with other courses in Internet marketing. I have at least five good reasons to make it financially and be really prosperous and well off. I would appreciate it if you could address this issue as well."

Rolf in Germany, you are not alone. Probably each time I get some kind of a question from somebody saying I'm not doing the tapping. I'm not doing this. Why not? Why will I not do this? It's strange because somebody would just kick

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me if I said to them you can tap on that. You can. You can literally tap on, “Even though I don’t want to, I refuse to, is it rebellion, is it what.”

I’m going to have you explore a little bit into the idea of what it means to change. Change is a huge topic for us. We all want change. Most people want change. I shouldn’t say all. Most people want something to change, but the problem is that they have to do something in order to produce the change. To get us to do something to produce the change, in other words we want change that comes even if we never change what we were doing. It doesn’t work that way. Intellectually we know that. We do know that.

But there’s another thing that comes along with change, and that is we want change and yet we aren’t sure what we’re going to get in the change. If we could have a guarantee, this is what’s going to change, this is what it’s going to feel like, here’s how we’re going to be able to deal with it, that is the kind of certainty sometimes we want even though that’s not what happens with change.

What happens is that all of our internal processes that are geared for equilibrium, they’re just geared to be able to know who I am and what to expect, we’re shifting those. Even if it’s for the better, we’re still shifting them. Identity has to shift. These things, while they can happen in a heartbeat, most of the time we’re setting ourselves up, we’re priming the pump for making these changes, which is why I advocate smaller changes so that we can grow accustomed to ourselves. We can acclimate to the changes that we’re seeing.

Most people think they would like night and day changes. I want to win the lottery tomorrow. Everything happens all at once. But really I have worked with enough people to hear their concerns about being overwhelmed with work, not being able to handle it or being out there, being visible, having more responsibility, not having any down time. These are the things that come up with change.

I know even myself, I’ve thought to myself if I’m working this hard and making X amount of money, our mind does the math and it says in order to make twice as much money I would have to work twice as hard. Some of you may not have that belief, but it’s a very common belief is to think that I’m going to have to work twice as hard.

There’s usually a little bit of pushback on that because our fear is that we won’t have any life, we’ll never have any downtime, we’re never going to have a relationship, our kids aren’t going to know us, we’ll be exhausted, we’ll be burnt out, we’re never going to be any fun. We’re going to be work, work, work, work,

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work. These are the kinds of things that would keep people from motivating them to do things that will encourage change, such as tapping.

You said that I have things that you know the benefits would be, what you would get from it. We call that a good motivation to change, but the truth is sometimes we're more motivated to not take an action. What is the concern? If you took this action what would it mean? If you had what it was you wanted, what would that mean? What would be the drawback?

Please, allow yourself to spend some time massaging that question. I know that it seems ridiculous. I know that people want to say that's – of course I would want to make that much more money or be in a relationship or lose the weight, or whatever the goal is.

Trust me. You have some idea that it is not going to be safe or comfortable once you do that. The sooner you are honest with yourself, the sooner you're going to be able to get to that answer, the sooner you're going to be able to tap on it, "Even though I'm so afraid if I start doing this tapping things are going to start to change and I don't know what's going to change. I won't know who I am. I won't be able to handle the money. I've never been good with money. I've never been good with my time. I'm not organized."

Look at all the things, "Oh, I'd have to be really organized if I was really successful. I'd have to knock on doors. I'd have to put myself out there. No wonder I'm not doing my tapping. But I still choose to make changes and I still choose to do my tapping. Even though I'm afraid of what could change, who I'll be, how other people will respond, I'm still going to allow myself to do my tapping anyhow."

Rolf, I want to hear back from you too. I want to hear that hey, you got it, you found that little thing that was holding you back, and boy George, you went ahead and you're tapping and now it's cleared up.

Catherine says, "I become paralyzed with some goals due to being terrified of being not only rejected, but humiliated by other's reaction to my efforts, fear of huge negative judgments about what I choose for a goal, how do I do it or the end result."

Catherine, as you can tell, I've talked about that. Many people have had that concern. It's so easy for us to say yes you need to have a goal and then to wonder why is it we don't stay with it. Why is it we aren't going – you have looked behind the curtain and you have begun to recognize, I am terrified of being

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rejected, “Even though I’m afraid if I set this goal, I’m going to be rejected again.”

You know that you have got some other experienced rejection or you are making pictures of it. Make those pictures. See it. Go back to that old event and tap through that old event where you were rejected or you took it in as a rejection. See it. Go through it bit by bit, tapping through every little piece of that example. Then put it into the future. See yourself in the future. Who could reject you? See yourself in front of them when they are making a statement and tap. What would their words be? Make it up.

For people who say I don’t have an experience, that’s okay. Your mind’s making it an experience. It’s creating its own drama. It’s creating its own little movie. Tap as if that movie, you’re watching the movie. I go in and I’m telling these people about my services and I’m watching their face and I watch their eyebrows scrunch up and I watch them roll their eyes and I see them get so bored.

What is it? Watch yourself. What comes up for you as I’m watching them? All of a sudden I feel like oh my gosh, they think I’m stupid. They think what I’m saying to them is stupid. I’m not making any sense. Now you’ve got a tapping, “Even though I feel I’m going to say something so stupid and they’re going to give me that look, I still love and accept myself. Even though I can’t do a pitch, they’re going to think I’m stupid, my words are going to get all caught up, I still choose to know I can feel calm.”

Take those moments and allow you to use your tapping as a way to walk through these future events so that you can see what does come up. What is the feeling that comes up? Where else have you felt it? What else does it remind you of? When’s the first time that you felt it? It could be a third grade experience. It doesn’t have to be a huge monster of an experience. These things happen to us naturally in life. We stored them away. We’re just clearing them out, even if it’s a silly one.

I’ve had this said to me so many times, people will say, “I can’t believe this third grade experience showed up when I peed my pants and everybody looked at me, and I thought that was the worst thing ever.” I say it’s not so much that that’s holding you back, but if your mind brought that to the surface it recognizes that it was another time that it wasn’t safe to be seen. You never know what will happen. There’s a great deal of uncertainty. Best be below the radar, not let anybody see you and whatnot.

Here you are thinking about putting your website up. I’ve got this third grade peed my pants experience that’s saying, I don’t probably think that’s a good idea.

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I don't think you should do that. I think we should drag our feet and procrastinate and put that off because – you know you're not going to pee your pants again, but that experience is informing your current decisions because it was traumatic then.

So even if you only got a glimpse of it. You might imagine how it would have been. See yourself while you're tapping. Watch yourself as best you can. Imagine how might you have felt. Oh, I probably was humiliated. The other kids probably laughed at me. I probably wanted to disappear and run away.

You're tapping. You're moving that into your system. You're allowing that to just be released, that old memory. Now you have one less thing there that's getting in the way of you moving forward with your goals.

I want to piggyback that question with one from Mary, because I think that they're similar and I love this. “Hi Nick and Jessica. I am thoroughly enjoying the tapping webinars. Here's my story. When I reach for the telephone receiver to make a sales call I literally freeze. I am afraid of the word no, so in order to avoid taking action,” which is a fight or flight response she says, “I waste a lot of valuable time on non-essential busy work. Yes I've read and taken a multitude of classes on sales and marketing. Nothing seems to work.

Nick, you and Jessica have stressed awareness. I've come to realize that my problem goes back more than 60 years ago growing up in a poor inner city community. Though we were blessed in many ways, there was never enough money. When I asked my parents or adult relatives for a few coins, everyone always seemed to say no. So I vowed when I grew up that I would never ask anyone for anything.

Consequently, I've done well in my career. However, I am now retired and attempting to follow my passion. Making sales calls and presentation are important for my business success. I've come to realize that deep down within I equate sales calls with begging, as was the case during my childhood. In short, I can't obtain my travel agent commission goals if I am afraid to ask for the business. Thanks for reading this. Please help.”

Mary, first of all when you were writing that I hope you were tapping because that file, you were opening it, you were making the connections. What I love about this is that it shows how we start to make those connections about what's getting in my way.

When I think about making these phone calls I recognize that I freeze, I recognize that I don't want to hear the word no. I can almost hear the questions in the background. When else did I hear that? What was it? When was that time in my

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life? Oh my gosh. I remember as a child asking some people for some coins and having them say no. I remember making a vow, coming to a decision that when they said no you gave it meaning.

Think about, what meaning did I give to that? The meaning that you gave is that I'm begging, is that they didn't want to help me, that it wasn't easy to get. Somehow this idea of asking, not just for money but for business, asking of any kind comes with it with this uncomfortable feeling.

As you were uncovering this you were in the file. I really hope that you were tapping while you were doing that, because you are seeing what's getting in your way but you're also opening up where that came from.

Your tapping, Mary, is beautiful. You could just say the feeling of begging. You can imagine yourself begging. What would it feel like, and the powerlessness of needing and asking somebody and then having the power to say no, you don't get any. Feeling like, no, the only way I can protect myself, protect my pride, protect my dignity, is to not need something from somebody. But that's the meaning that you've made of it is that it gives them all the power.

I'm just fishing around here. These may or may not apply to you, Mary, but I'm hoping to prime that up a little bit. What is it, that feeling that they've got all the power, I have none? Or I'll be doggone. I'll show you. I won't need your help one bit.

You can also just tap for the word no, "Even though I can't hear the word no, because this is what it means. Even though if they tell me no, it means this to me, I choose to accept myself and I choose to find a new way of processing that, I choose to find a new meaning for that, one that allows me to live limitlessly."

See those relatives. I love the fact that you were talking about these are relatives. Picture their faces. Picture them as that adult. See them saying no. Slow down the whole motion of no, noooooooo. You can see their face in that kind of animated slow way, and keep tapping. Keep looking. Keep watching. Ask yourself, what did I think meant? What's the meaning I gave that?

Mary, I'm so excited for you because this is the kind of information you have that you are going to be able to clear, another idea for you. This is so great for anybody who is, again, taking forward actions. It's not about clearing up everything in the past. What you need to clear is right there in front of you so that you can take the next step. Mary's next step is she needs to make some phone calls. She's already got an idea of what it is she needs to do, and she's got this



ability to say, okay, I see exactly where I freeze. I know what's going through my mind.

You can even just stare at the phone. Tap. Tap while looking at the phone, "Even though I freeze just looking at this phone because I'm waiting for somebody to tell me no, I choose to feel calm about this anyhow. Even though just looking at that phone, the thought of picking up that phone, the thought of dialing it just makes me want to shut down, it makes me want to cry, it makes me want to hide, it makes me want to puke, I can't stand it, I still choose to love and accept myself and I'm open to the idea of finding a way to get past this."

Have that conversation, "Even though I'm looking at you phone, I know you're going to tell me this, you are the barrier, I'm never going to have my dream if I can't get over this, the fear around that."

Use these things as props. It could be the computer. It could be the Internet. It could be – I love phone calls. Most of us at some point need to talk to somebody. Make the picture in your head of who's this person who you're going to talk to and what they're going to say. The more we get real, the more we give ourselves the experience of making something real, the more likely we are to be able to get into that feeling, and then tap on it to clear that up.

Then go back. Make those pictures again. See how it feels now. You may even be able to say I can look at that phone and it doesn't look that bad to me. But now see yourself reaching for it. That might be the next piece is I'm actually going to take the action. Good. I can look at the phone without getting anxious, but the idea of picking up the phone, actually hearing that, actually dialing somebody, all of those you just break them down, each step, each step, each step.

Then when you get to the part that might say I don't know what words to say, stop again and tap, "Even though I'm going to freeze, I'm going to sound stupid, even though I don't know the right words to say, I still accept myself and I still choose to feel calm anyhow."

Play with that, because once that anxiety goes down you may have the brilliant idea of, wait a minute, I have a script. Or why don't I write out a script? Or why don't I record this then right it, and then I'll have that in front of me? Maybe I might just go ahead and practice it a few times in front of the mirror so it becomes the most natural thing in the world for me to say these things. Maybe I might try it on some people who – maybe I might try it on the dog first, "Hi there. This is who I am. This is what I'm talking about, do you have a few minutes?"

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In other words, when we get past the anxiety, the freeze, that's when we get creative on different ways to be able to approach things. So you're tapping on the freeze response, "I'm freaking out, they're going to say no, I can't have them say no, I'm so used to that."

That charge comes down, and boom, now all of a sudden you think of other ways. It's like, well, I could walk towards this little step, little step, little step. Next thing you know you'll be telling me, "I'm making phone calls all the time and I don't even think about it." I can tell you that because I have a wealth of clients who had that same experience, who now tell me phone calls are so much more easy and enjoyable for them and they never could have seen that happening. I know if you stay with the tapping that something will change. I hope you get in touch with me, Mary.

Marsha says, "Nick, hi. First I'd like to say thanks for being here for us. I've had this question since I first met you and found out about tapping before this last summit. I have limiting beliefs, but I haven't been able to identify actual incidences. Will tapping work on a general limiting belief? Can I tap on not good enough, don't deserve it, fear of failure, fear of rejection, lack of money?"

The quick and easy answer is yes you can, Marsha. The reason that we love getting to the incident is that because that's the recorded – that time when something happens, when somebody says something to us or when we're making that deduction about life, this is about life, this is something, life's not safe or I'm not safe or I'm not special or nobody wants me, we're making those conclusions. They're usually in relationship to something that happened that we decide this is what it must mean to me.

But you're right. I have very few specific incidences that I can remember. What's even more amazing is that the more I have tapped over the years I find that little tiny things will pop up. It's like they break loose every once in awhile and all of a sudden I'll remember one.

In this particular case global beliefs, this I'm not good enough, let me give you a little idea because you can ask yourself this question, why would I believe that? What were the things or times and periods of my life that taught me I'm not good enough? Was it things that were said? Was it people in my life? How did I come to that conclusion that I must not be good enough? How did I come to the conclusion that I'm not deserving?

This isn't a here it is, this one thing. Chances are there were many experiences. So just by asking yourself the question, your mind will take a little field trip and start



to find some answers. I don't deserve it because of this and I don't deserve it because of that.

You might write them down. Some of them may be very true. They may be things that you were fishing for. But it may be a beginning for you. It might start you to think of some time when that happened. Fear of failure. Fear of rejection. We can't have a fear without an experience. So where was I rejected? When did I think I failed? What would be the risk of wanting something if I failed? Who would I disappoint? Who have I disappointed before?

But I really like to flip this around, and I do this on myself as well as my clients. I think sometimes we create a belief to stop us because what we're really afraid of is the go sign. Take these and say, if I didn't have this belief that I wasn't good enough and things happened and I did have that and I did have a successful business, what then? What comes up? What am I afraid of? Who will be inconvenienced? Who will be put out? What will it mean in your mind that you'll have to do?

I was working with a woman who is about ready to start marketing her book, and she's got a great publisher and whatnot. It was nobody will help me, nobody will help me. This is the belief. We're going to work on nobody will help me. I have to do it all by myself. We played with it a little bit, but I had a suspicion that the real block was on the other side of that with, what if I do get help, what does that mean?

Boy, in that heartbeat she knew that what getting help from people meant was that she would be obligated. If people helped her that she would feel the sense that she owed them, that there was a debt, that they would own her, that they would be able to ask for anything at any time and because they helped she could never say no.

So her mind set up that it was easier for her to believe that people didn't want to help than to feel that she had help available, but that unfortunately it was going to feel overwhelming and it would create so much of a sense of stress for her if she was to receive people's help.

That was only one thing. On top of it, she also recognized that if they helped her and she put the book out there and the book hit it really big, that now more people would be looking towards her. Her feeling was that she was going to be responsible for them. That when they sent her emails and said please help me, please help me, that she was going to feel, she just knew in her mind she was going to feel the obligation to be able to help everybody.

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At the level she was at it was manageable, but when she put herself in the future and saw herself being successful and saw herself reaching so many more people, the overwhelm of feeling, the number of people who would be reaching out, she could visualize all these hands of grabbing and holding and pulling, and the overwhelm of it. So she backed off, found a solution, which was to believe nobody was willing to help her, she had to do it herself and it was exhausting and she didn't know how. But it helped.

Some of these I'm going to play with you. What if you could? What if you did make it? What if your dream did come true? What scares you about that, Marsha? Look at it. Be able to face it. What would it mean? What would it mean to other people? Would you have expectations on you? Would it be more responsibility? What would happen? Not just the good parts. There's always some side of it. You get all that stuff, you get the good stuff and you get something else, and we want to find out what that something else is.

Monica says, "How can you tap when your mind is full of fear and negative events? I don't want to. I feel bad. I believe in the Law of Attraction, but I am so scared and feel so responsible for my kids' future that I think I sabotage myself. I know that this is related to Mexico security situation in some cities, but I realize I am also scared of being prosperous and being noticed and envied. Please help."

Monica, listen, you just identified what your fear is. Even though I'm afraid to be prosperous, because that's going to get other people's attention, and I won't be able to stay safe –