



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

-Webinar 2 Transcript-

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Jessica: Welcome to the *Seven Weeks to Financial Success and Personal Fulfillment*. I'm Jessica Ortner and this is week two. Last week we learned about how tapping for finances actually works, the first steps to take and how to clear out all that noise. To recap what we learned last week and take us on a whole new adventure we are back with my brother, Nick Ortner. Welcome Nick.

Nick: Jess, it's always a pleasure.

Jessica: Nick, I'm always excited. I think it's great to start by telling us about how last week went and peoples' "aha" moments. Nick, can we recap a few things that we should remember from last week?

Nick: Yeah, absolutely. We covered a lot last week and if you missed it, make sure to listen to it. It's always available for you to listen to again and again, but some of the key points to remember going forward. We're really going to build week after week here in the seven weeks. There are some key items from each week plus there are some things that you want to take forward after the seven weeks are over. Last week the focus was really on the noise in our life.

If you remember, we took a look at the triggers, the financial triggers, the emotional triggers that were setting us off regarding bills, regarding finances, regarding our jobs. Hopefully in the last week you've gained a little more awareness of what's really setting you off, what's working and what's not working. Where do you feel that there are things in your life that just set you off? Where are the stress levels the highest? Beyond that, hopefully you've been tapping on it as well.

Obviously, the big part of this program is we're going to gain awareness as to what's going on, but the biggest part is to actually do the tapping and change the response. Going forward over the next couple weeks, keep your eye out for those triggers. If something comes up a week from now and it sets you off, there's a bill, there's some debt, there's something that happens at work, be aware of that trigger and then use the tapping to de-condition and recondition the response to that trigger.

Jessica: Absolutely and through the meditation and working with you and tapping along in the classes, hopefully people are getting a lot of that tapping in. Nick, we are like I said, on a whole new adventure. Today we're going to be talking about goals, dreams and having a vision.

Now, a lot of people when they hear the word goals, it's like they have this groan. They don't want to hear about it. They don't want to talk about it because they're scared that if they set a goal they won't reach it. Many of us have been there. We

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set goals. They haven't come true. We felt disappointed, so we feel like it's not worth even setting a goal. Can you tell us about the importance of goal-setting and your perspective on this?

Nick: Yeah, absolutely. I can hear that collective groan when we hear about goal-setting, probably because it's been talked about so much. We're going to take a very different perspective on goal setting during this hour and during this week of working on it, so don't worry. We're not going to be like, "Okay, so the first thing to do is write down your goals and then set a time frame." That's not what we're looking at here. We're going to take a very different look at this. You can relax about that.

Now, one of the things that I want to get started with right away is to actually do some tapping right now on that collective groan. Most people have had experiences with goal setting like you said or throughout this presentation we're going to talk about goals. We're going to talk about dreams, visions. They're kind of all one category for me. We're going to have some distinctions between each, but if you're not a goal-setter, if you're more of a dream-setter or if you're more of a vision-setter, than that's fine. We're looking at them all as one thing. It's really what are the things that you want in your life? What are the things that you want now and that you want in your future?

A lot of us have had some negative experience about goals, just like you said. We set them and we didn't achieve them or we reached them and it wasn't what we wanted. There's a lot of baggage around just the idea of setting goals and just the idea of being able to make what you want to have happen, happen. I think the best way to get started is to tap right now on the issues that we have with goals themselves.

Jessica: I love that. I would love to do that, yes.

Nick: Here's a way to do it. As always, we want to tune in and we want to get really present and tune into what we're feeling. If you just check in and you might want to ask yourself some questions about goal setting and how you feel about it in the past. You might ask yourself, "Have I set goals before? How do I feel about them? Do I feel I can reach my goals? Do goals annoy me? Are goals a part of my life? Should I be setting goals and I'm not setting goals?" Just think about goals and see what comes up.

Jessica: Right and you said something good last week about tapping into your body, so even saying the word goals, maybe someone just has some tightness in their stomach or some pressure in their chest that they can focus on.

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Nick: Yeah, that's a great point. Then, also see what goals, what does it mean to you. Connect with your body and when you think of the word goals or when you think of setting goals how do you feel? We're going to get much more specific into specific goals. I don't want you to think about the goals you've set so much now, just the picture, the whole theme of goals. Tune in and then pick the feeling and rate the intensity. If you feel anxiety when you think about that and that's 7 on the 0 to 10 scale, rate that intensity. Feel it in your body. Feel it in your consciousness.

Again, this is some general tapping just to quiet down some of this noise and to really get even deeper because what I don't want to have happen is I don't want that part of your brain that hates goals to just shut down. I don't want to even talk about this. I'm not even going to get to it. I've failed so many times. I'm sick of having this conversation. That's what we want to quiet a little bit.

Jessica: Right and then we can take in this information at a deeper level.

Nick: Exactly, absolutely.

Jessica: All right, well let's go for it.

Nick: Okay, so now we're going to start tapping. Now you've rated it. You've got your number and hopefully you've gotten into the practice of writing it down. Remember that from the first week. When you're working on something, write it down, what it is and what the number is. Now tapping on the side of the hand.

SH: Even though I haven't reached my goals,
I deeply and completely accept myself.
Even though I don't even want to talk about goals, it's so frustrating,
I deeply and completely accept myself.
Even though just thinking about goals stresses me out,
I choose to relax now.

EB: I don't want to think about goals.

SE: I hate goal setting.

UE: I don't even do it.

UN: Or I do it and I forget about it.

UM: Or I focus on it and they don't happen.

CB: All this stress about goals.

UA: All this stress and anxiety about goals.

TH: I don't want to talk about it.

EB: I don't want to hear about it.

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SE: I'm tired of goals.

UE: All this frustration.

UN: Why don't goals come true for me?

UM: Why don't they happen?

CB: Why don't dreams come true for me?

UA: Why can't I make my vision a reality?

TH: All this stress about goals.

EB: All this noise about goals.

SE: Releasing it now.

UE: It's safe to take a look at this.

UN: It's safe to look at my goals.

UM: It's safe to look at my dreams.

CB: It's safe to have a vision.

UA: I choose to take a look at this now.

TH: I choose to take a deep look at this now.

Nick: Take a deep breath. As always, with that initial round I think it's great to start with one right away because we're a little more present now.

Jessica: Yes, absolutely. One thing I want to point out, which the reason I think what you did is so beneficial is that a lot of people when they tap on their own, they feel overwhelmed because they have a problem and they don't know where to start. You're giving us this great example that it doesn't have to be so complicated. We can just start with the initial anxiety of even addressing a problem.

Nick: Absolutely. Before we even go to the problem we can take the step before and say, "Even though I'm anxious about this problem that I don't want to talk about."

Jessica: Exactly. It's so powerful and a step that I don't think many people are aware of, so I'm really happy that we're doing that. Now that we're in a state where we're a bit calmer and we can look at this issue and some people might be excited to talk about goals now, I'd love to hear more about what your idea of a goal is because I know there are a lot of different opinions out there. Can you tell us about goal setting and what that means to you?

Nick: Yeah, absolutely. In today's call we're going to really go through five key steps on truly dramatic goal setting. You're going to see when we get to the end, why this is so powerful. I actually just spoke about this, this past weekend and I had a question someone asked about self-sabotage and their goals weren't coming true. I shared with her what we're going to talk about in today's call and she was blown away. I think you're going to see the same thing. I mentioned earlier we're going to talk about goals. We're going to talk about dreams. We're going to talk about

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visions.

What's important for you right now is to determine how do you want to set these goals, these dreams and these visions? All too often we'll read something like, "This is a goal-setting process. This is how you do a vision board. This is how you're supposed to manifest your dreams." It's one way to do them.

I don't want you to get stuck in that. I want you to connect with what feels good because if something isn't fun for us, if it's an uncomfortable process, if I say to you, "We need to write down 100 goals right now, the 100 things you want to do and they need to be outrageous and this, that and the other."

That might work great for someone, but someone else says, "That doesn't work for me. I really like the vision board. I like to just see images of things." I want you to get clarity on how you like setting goals, what feels good.

Jessica: Nick, before we move on I think there's probably a question people are wondering, "What's the point?" If we know we're supposed to set goals, but does it really make a difference when it comes to our financial goal to either make a vision board or to write it down? Why do you think that this process is even something that is really valuable for people to go through?

Nick: That's a great question. Well, there are two sides of it. The most commonly talked about side of things and it's very important, is that the goal is a target for you. Like anything else, if we're shooting an arrow at a target, well, we want a target. If we want to hit the bull's-eye we want the target to be delineated. If we don't know where we're shooting, someone just says, "Shoot over there and get it in the middle," but we don't have the rings around the target, we don't have the place to focus on it's very hard.

If I told someone to shoot an arrow into a blank wall, but put it right in the middle it's going to be much harder to determine that than if I say, "Shoot an arrow at that target." You can see the rings. You can see where to focus. At the most basic level, goals help us to focus. They remind us, "Oh, this is what I want." Then, we can make both conscious and unconscious decisions that move us towards that goal. That's what is most often talked about in the success literature in terms of goal setting.

The second part of why it's so important, what we're going to do today, is setting that goal helps us get so much more clarity around what we really want. That's why we're going to go so much deeper into every individual goal and you're going to find that they're actually a lot fuller than most people think they are. What I mean by that is most people tend to write a goal and say, "I want to earn

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\$1 million.” They think, “Well, that’s the goal.” That’s not the goal. There’s so much around that. That’s what we’re going to explore today.

Jessica: Okay, so Nick you just mentioned that we should find our own style whether it’s a vision board or whether it’s writing it down. What do you say about people who struggle with writing it down? They don’t know if their saying the right words. Do you have any advice around that?

Nick: Yeah, if it doesn’t feel right to you don’t do it. Try something else. To give you an idea of what you can do you can write down the goal on your computer. You can write it in a journal. Some people tell me, “Oh, no the written goals are so much more powerful because you activate the hand.” They may be absolutely right, but guess what? My handwriting is so bad, especially with all the typing I do now that I write goals by hand, I can’t even read them later.

Jessica: I will say that that is true. I will verify that.

Nick: That my handwriting is terrible.

Jessica: You have the worst handwriting.

Nick: What’s better that I actually write them down on a computer and maybe print them up so I can see them or that I don’t do them at all? Clearly that I write them on a computer. Don’t over think it. Go with what works for you and what works for you. If you love a vision board – a vision board, for people that don’t know is basically cutouts of pictures from magazines and other places where it’s images that you want in your life. I have a vision board in my office. I’m looking at it right now. It’s up by my books and that’s another way that I can connect with some of the things that I want.

If you’re writing the goals or even with the vision board, there are some more distinctions as to what kind of goals to write. You can write goals, we’re focused on finances within this program, so you can write goals of, “I want to earn \$1 million a year. I want to be financially free.” The \$1 million is a set number. Financially free, well that’s a little bit more nebulous. You might want to determine what does that mean exactly for you? You might want to set a feeling goal. I want to feel financially free.

I want to feel safe in my body around finances. You might want to set a being goal. What I mean by a being goal is how do you want to be? I want to be prosperous with money. Being prosperous and embodying prosperity is a being and feeling goal. It’s a little different than the hard money number. I want to get out of the \$10,000 in debt. Go with what resonates for you and gets you excited.

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Jessica: Absolutely. Okay, that makes a lot of sense and hopefully I'm sure people are thinking of a few ideas now and jotting those down. As we write goals and when we do that first step of either putting it on paper or putting it on the computer, but really putting it somewhere what's the next step? What do we do with that information?

Nick: Absolutely, so let's do this. Let's make sure, because we've been going very quickly, I'd like for everyone for today's call to focus on one goal. One goal, one dream, one vision. As I said there are a lot of choices. You can say, "I want to earn \$1 million a year. I want to earn \$5,000 a month," whatever comes up for you exactly.

The other thing too, to not get hung up with, I know that I said, "I want to earn \$5,000 a month" and some people will be talking back to the webinar and saying, "Don't use the word want because then all you'll get is wanting."

Yes, there's something to be said for that, but the universe in our lives is not so nitty-gritty specific that you're going – just because you wrote "I want" it means you never had it. We are going to look deeper into the goals and you're going to see that beyond just those language patterns there's a lot more around that is much more important than the specifics of how you wrote down the goal. Don't get hung up on that kind of thing.

Just pick a goal, something financial, something with fulfillment, your personal fulfillment, "I want to feel more personally fulfilled and happy on a daily basis. I want a new job. I want more respect from my colleagues. I want to" whatever it is. Just make that goal and we're going to focus on that one goal for today.

For most people the goal's pretty obvious. It's making more money, having more clients, getting out of debt, being less stressed. Just pick that one goal. Now you have your goal and it's great in this case since we're not doing vision boards right now. You can't – that might be your favorite way of doing goals, but you probably don't have a vision board for the goal you just wrote down, so in this case do write it down.

I want you to take a look at it and remember we talked about being present last week. We talked about it earlier in today's call. I want you to now get really present. What does that mean? It means sync into your body. Take a deep breath. I want you to look at that goal. Look at the writing, "I want to earn \$5,000 a month. I want to increase my income by \$30,000 a year." Take a look at that goal. Get present and then ask yourself these questions, "When you look at that goal how do you feel?" That's capital letters, F-E-E-L. How do you FEEL?

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Feel the feeling when you look at that goal. Are you 100% in alignment with that goal?

Let's back it up. It's really good to write, even just jotting a few notes, so you look at the goal. Let's go back to the first question. How do you feel? Write down how you feel, your first gut response. Don't worry about getting it right. If you feel nothing then go, "I feel nothing. I'm looking at it. It means nothing to me." That's fine. If you feel anxiety just write down anxiety. If you can give it a number on a 0 to 10 scale. Note that and then on the next question, "Are you 100% in alignment with it?" Look at that goal and you can ask yourself that question. "Am I 100% in alignment with this goal, yes or no?"

Jessica: Could you measure that too Nick? Could you say, "On what percentage do I feel aligned with it?"

Nick: Absolutely, yeah. You can just ask your body, "Well, if I'm not 100% in alignment, how aligned am I with that 100% mark? I don't know. It just feels like 50%. Or 85%, I'm really close, but there's something else there."

Jessica: Also, a lot of people that are new to tapping, when they start measuring a feeling or for example, this example of alignment they sometimes worry whether they're doing it right or whether they have the right number, so would do you have to say to someone that has that thought?

Nick: Just follow your intuition and don't worry about it. It's a very, very forgiving process. You'd be surprised as to how right your intuition is. If you get a funny number like 42%, great, 42% it is. Your body's telling you. Then, the next question, again we're looking at that goal and if looking at it doesn't – if you don't connect to it as much from looking at it you can also try speaking it out loud. That's always really powerful. I want to earn \$5,000 more a month. I want to pay off \$10,000 in debt. Say that out loud and you can also choose to say the affirmative of, "I am paying down the \$10,000 in debt.

I am making \$5,000 a month." Again, don't worry so much about the languaging. Try and just speak it out and connect to it in any way you can. The next question to ask yourself and to make a note is, "When you look at that goal, when you speak it out loud, how does your body respond to it?" Again, we're tuning back into the body and we're going to keep tuning back into the body all seven weeks. You're going to get sick of me saying, "Get in your body. Get present. Feel the feeling." When you look at that goal, when you speak about it, when you speak out loud, how does your body feel?

"Oh, my stomach, it's just so anxious. It's my throat. I don't know I feel like

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there's so much constriction there." Whatever you feel, maybe it's in your toes. Who knows? I've never had anyone say anything's in their toes, but there's always a first. It usually does tend to be stomach, chest, head, throat, but feel the feeling. Maybe it's in your back. A lot of financial stuff is in the back, so how does your back feel when you say the goal out loud? Again, note how your body's responding and give it a number on a 0 to 10 scale. You might be feeling more than one thing, "It's my stomach and my chest and I'm anxious."

Write down anything that's coming up right now. Maybe you're a little nauseous. Write it down. Now, we have the gut response to the goal. I'm sure a lot of you are already seeing where this is going, what we're going to do for the rest of the call. A lot of you are already noticing, "Wow, there's a lot more to this goal than just the words on paper." That's what we're going to do throughout this process to really flush out that goal.

Jessica: Nick, as we're getting clear on how we physically feel with our goal. I know a lot of us can be surprised because at first, we feel excited about a goal. We start to tap into the body and we realize that we're a little bit uncomfortable with it. Once we've asked ourselves these questions and we've gotten that information from our body, what do we do next?

Nick: Well, I think now it's time to do some tapping because again, just like the collective groan about the goals, now I'm feeling everyone going, "Great, I have this great goal and now I feel terrible."

Jessica: Another question before we tap. What if someone asks those questions and they didn't feel anything bad? They actually felt good.

Nick: Well, that's great. That's a sign that you are in alignment at least up to this point. We're going to dig deeper on the goal, but that you're in alignment with this goal, that there's no instant gut check that says there's something off with it. We're going to ask some deeper questions and that's really – the theme of this whole call is to get clarity on our goals and to clear out the things that are in our way. The goal is much more than just that one goal. We're going to see so many other aspects of it. If you're clear, if you feel great then that's step one to having a goal that really works and that's also step one to actually having it happen.

You're in good shape if you felt no reaction at all. Everything was in full alignment. I think for most people there was a little bit of a gut check when they had this goal unless it was something like, "My goal was to pick up the dry cleaning this afternoon." Maybe you need to be a little bigger or more audacious because that's not going to cause much discomfort in people.

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Jessica: Right, exactly. Well, then with that why don't we go into this tapping?

Nick: Absolutely. Let's start tapping on the side of the hand.

SH: Even though this goal makes me so uncomfortable,
I deeply and completely accept myself.
Even though this goal makes me really uncomfortable, there's something going on with it,
I deeply and completely accept myself.
Even though just looking at this goal stresses me out,
I choose to relax now.

EB: I don't want to look at this goal.
SE: My body's reacting to this goal.
UE: I've got some anxiety and stress around this goal.
UN: I wonder what's going on.
UM: My body feels unsettled.
CB: This goal.
UA: Looking at this goal.
TH: Focusing on this goal.

EB: I get a little stressed.
SE: Or maybe a lot stressed.
UE: This goal.
UN: Focusing on this goal.
UM: And all the stress that comes with it.
CB: Gaining clarity on this goal.
UA: I wonder what's really going on.
TH: I wonder what's really going on with this goal.

EB: I'm starting to get more clear.
SE: About my goal.
UE: I'm starting to gain more clarity.
UN: About my goal.
UM: Releasing all this initial stress.
CB: About this goal.
UA: It's safe to have this goal.
TH: It's safe to think and talk about this goal.

Nick: Deep breath and let it go.

Jessica: Thank you for that Nick. Nick, I have a question. If someone is doing this type of tapping and they're tapping until they're blue in the face, but they still feel a bit uncomfortable around their goal, what could that mean?

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Nick: Yeah, it's a great question, a couple different things. One, there might be something else going on behind the goal that they haven't gotten to and we're going to go and look at deeper aspects of the goals and find those layers. If you do this whole process and you tap on everything we've looked at and you look deep and deep and deep and you're still uncomfortable with the goal, than it might not be the right goal. Now, what's likely to happen is that you're going to gain clarity about that very quickly. If someone set a goal, "I want to make \$1 million next year," and they felt great about it.

They did tapping and they found all these different things from stopping them from making that happen and they felt they tapped those away, but they kept checking in and it was still not comfortable. It didn't sit right. Well, maybe that's not the right goal for you for next year or for whatever. It's okay if things change through this process. We're just looking to gain clarity. To me that is what is so powerful about the tapping process and doing it with goals.

When we don't have clarity about what we want we have a tendency to run around like crazy chasing after all these things and then we either don't get them because we have all this resistance to it because it's not what we really want. We don't get them and we get mad that we didn't get what we wanted. Or we do get them and we're unhappy because it's not we really wanted. How many people do you see out there who are like, "Yeah, all my supposed dreams come true and I'm miserable?"

People have a tendency to think, "Oh, well when I have money I will be happy," but if you have money, but you're in a job that you absolutely hate well, is that what you were setting out to do? Clearly not. We want to gain clarity as to what our financial situation wants to look, what we want it to look like at the deepest level. What our personal fulfillment and I mentioned this last week, but that is why this program is financial success and personal fulfillment because I think it is silly to talk about one without the other.

Jessica: Absolutely, yes. Well Nick, we went through step one, step two and now we are at step three. What do we do after that tapping?

Nick: Great. Step three, looking at that same goal and now if you happen to find that your goal changed along the way that's okay. You can do the modified goal if you've gotten some clarity about it already. Step three, I want you to start thinking about what would happen if you shared your goal with other people. What does that mean? If your goal is to make \$5,000 a month I want you to think about what would happen if you shared that with your best friend? What would happen if you shared that with your family members? What would happen if you

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shared that with society?

Let's say your goal is to write a book about a topic you're passionate about and you told the world that you're going to do that. What would your coworkers think about that goal? Whatever pops in your head first, whatever that gut reaction, whatever image happens, write that down. If you think about sharing your goal with your mom and let's say you want to write this book and you picture her saying, "Well, that's a silly idea." Write that down and I want you to write down how you feel about what she said. This is really a two-part thing. We're trying to gauge the reaction of the people around us to this goal and we're also gauging how we feel about their reaction.

Jessica: This is so interesting Nick, because what we're also talking about is the way that we project how we think other people will respond and how those thoughts keep us stuck in place. That's really interesting. It's not just about what actually happened, but what we think these people would say. Now, we ask ourselves that question. We think about what they would say. What if we had an experience where our mother did actually say something? Should we be specific to that experience?

Nick: Yeah. That's great. Right now we're sort of future pacing these goals, but if other stuff comes up and this is a great point to keep in mind throughout this process. If something else comes up about something your mom said to you 10 years ago, make a note on that to focus on that specifically.

Jessica: Okay, wonderful. Can you give us some more examples or we can go into the tapping about these beliefs or these fears about what other people will say?

Nick: Yeah, absolutely. There are actually two parts to this, to step three. Maybe there could've been six steps, but there's really part A and part B of how we can look at this. For now, go with whatever – wherever you get the most visceral response, wherever it comes to life more. The first way that I shared is sharing your goal with someone else. Again, I said share your goal with Mom and see what she says. Share it with your best friend and see what they say. The other way to look at it is to actually envision the goal happening and then seeing what these same people say. Does that make sense? Does the distinction between the two make sense?

Jessica: Yes, definitely.

Nick: The first step is sharing your reaction and they might bring up the same response, but they might be different responses too. Try both sharing the goal –

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Jessica: That's a really interesting distinction.

Nick: – yeah, so we can share the goal and how people would – when we're chatting with our best friend and say, "Oh, I have a great idea about this book. I want to do this." What would she say? What would he say? Then, also what would they say if you actually wrote the book, if you were a New York Times Bestseller, if you have the job that you loved?

Jessica: Right and we want to think that these people around us would be happy for us, but it's so true that sometimes we do have that fear that, "Well, then we'll be different from them. They'll think we're leaving them behind." It's really fascinating the thoughts that come up even from people that we really love and who do care about us, but their reactions that don't make us feel empowered.

Nick: Absolutely. It's their stuff that's popping up. We're going to spend a whole week on this topic. The reality behind this topic has a lot to do with standing out in the world, with being different, with really making the things that we want to have happen and being different from the people around us. It's a difficult thing. Almost genetically, I almost feel like we're programmed to fit in, to be part of a society where the members are all on the same level and there's a community. There's a tendency of those communities to not be that excited when someone goes and does something really different.

Now, that's not always the case because we have really supportive people around us. I know that you and I support each other massively and we've got wonderful family, but along the way I've certainly felt the pressure as things went well from people that didn't really connect with that. They're not always outright, "Oh my God. I'm so mad at you for actually making your dreams come true," but you feel it subtly and energetically. That's what you might even feel when you have this vision. If you think about writing that book and sharing it with your best friend maybe she doesn't say, "I'm mad at you," but you just feel how she feels.

Have that vision and all we're doing here is just trying to create the imaginary picture in our mind. We're visualizing what might happen. Think about this goal coming true. We're sharing it with someone else. Share it with the people you love. Share it with the person that means the most to you. That's a good one to focus on. Who do you respect the most? Who are you most concerned about what they think of you? It can be two different people. Who you respect the most might be a friend, but you're really concerned about what Dad says about this.

Jessica: Nick, I remember, if I could share something personal. I remember doing this process and I have a friend who I love him, but I found that when I would share really good news I could see that he would reflect on his own life and not feel

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good about himself. I didn't want to share good news with him anymore because I didn't want him to feel bad or feel like I was leaving him behind. I think that happens a lot in peoples' lives.

They're not malicious people, but they just have that little bit of a reaction or maybe they hesitate for a second before saying, "Congratulations." Or there's just a little bit less of enthusiasm, so it's important to note what we think is going to happen and what's already happened and sometimes how they really re subtleties that we pick up on that make us feel uncomfortable.

Nick: That's such a great point. I want to share something else here that's really key related to that point. As we achieve our financial goals, our spiritual goal, our health goals, as we become more, as we become better for lack of a better word, bigger and better we can have these challenges with some of our closest, oldest friends. One of the tendencies is to say, "Well, now I'm different and I'm not getting the love, the response, the support from this person so I need to cut them off."

There's absolutely something to be said for if you are getting a lot of negative energy and a mother, father, sibling is just being terrible when you share what you want to do. Then, you don't need to tell them the goals. You can just move on from there, but I think the real beautiful place of growth, the real opportunity to become even more on a deeper level is to work on our reaction to their reaction. When you share that with your friend and he responds in a certain way, how do you feel about that?

Jessica: That is such a great point. That's what we really want to focus on then is our own feeling. I remember I responded with almost a tense feeling in my gut and also almost feeling bad that I achieved something.

Nick: Absolutely. That's the place to tap. Even though I feel bad, even though I want love from this person, this person is my friend. I know in the last 10 years for me personally, I have absolutely had patterns of conscious and subconscious self-sabotage to not be too different, to not lose my friends. It's tough when you have a friend that you've grown up with your whole life and have been close friends and there for each other and supporting each other and now your lives go in two different directions. What do you do? How do you share those things?

When you do the tapping and you gain more clarity then you have the opportunity to either share what you share, but do it so congruently that they actually respond differently or you also have the choice and the clarity to say, "You know, I actually don't need to share these things. That's okay. I'm getting something else out of this relationship. We can talk about our favorite TV shows and that's what

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our friendship is going to be. There's nothing wrong with that. It's important not to have sort of spiritual snobbery.

Jessica: Yeah, that's a great point.

Nick: Or tapping snobbery and be like, "Well, I've cleared up all my issues and the people I love haven't, so they suck. I can't be around them anymore because they're not doing their work." There's a lot of room for growth in dealing with your reaction and just showing them love and having clarity about who you are, what you stand for, what you believe in. I think you'd be surprised. When you do that tapping how they respond differently.

Jessica: That is so true. Time and time again people always say, "How do I work on a relationship if the other person's not doing the work." I'm always shocked as to how my interactions change and how my relationships change when I do the tapping. With that Nick, I think people are dying to get into some tapping around this topic.

Nick: Absolutely. Let's do it. Again, tuning into – and in the last 10 minutes I'm sure you had all sorts of things come up, so it's great. Write them down. There might be all sorts of people that have come up, all sorts of ideas. Write them down. There's a lot here. You can go back to it later. You can listen to this again. You can go back on your notes and tap on the specific issues, but for now just pick one issue that really stood out for you. Again, we're focusing really on feeling safe achieving this goal and being worried about what people are going to say.

Focus on the one issue and pick a feeling. Pick a belief and give it a number on a 0 to 10 scale. If you're really anxious when you think about what your dad would say about this or what would happen if you actually achieved it. What would my best friend say if this happened for me and that makes you anxious? That makes you sad. That makes you angry. Pick the emotion. Pick the event. Pick the feeling. See the whole picture and let's do some tapping. Taping on the side of the hand.

SH: Even though it's not safe to achieve this goal,
I deeply and completely accept myself.
Even though I'm really worried about what they're going to say,
I deeply and completely accept myself.
Even though I have all this stress in my body, what are they going to say about this,
I deeply and completely accept myself.

EB: What are they going to say about this?

SE: All this stress about this goal.

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UE: I'm worried about their judgment.

UN: All this stress.

UM: All this stress about their judgment.

CB: What are they going to say?

UA: It's not safe to share my goal.

TH: It's not safe to share my success.

EB: What if this comes true?

SE: What will they say?

UE: What will they say?

UN: I'm worried about them.

UM: I'm worried about this happening.

CB: What if this actually happens?

UA: What if my goal happens?

TH: What if my dream comes true?

EB: All this stress.

SE: All this fear in my body.

UE: This fear in my body.

UN: About this goal.

UM: This fear in my body.

CB: About their judgment.

UA: What if they judge me?

TH: What if they don't like my goal?

EB: What if they don't like what I did?

SE: What if they don't celebrate my success?

UE: What if they don't celebrate my success?

UN: What if they don't support me?

UM: It's not safe to succeed.

CB: It's not safe to succeed at this goal.

UA: All this fear and anxiety in my body.

TH: Releasing it now.

EB: This goal is safe.

SE: Whatever they say is okay.

UE: Whatever they say is their stuff.

UN: Whatever they think is their stuff.

UM: It's not my business.

CB: It's their business.

UA: I choose this goal.

TH: I choose this vision.

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EB: I choose this dream.

SE: Regardless of what they say.

UE: What they think.

UN: What they do.

UM: I release all this resistance.

CB: About them.

UA: Releasing all this resistance.

TH: About them.

Nick: Take a deep breath and let it go. I think people right now are probably feeling a little bit of movement and a lot comes up because this is really, really big.

Jessica: We're going to go deeper in this in the future as well.

Nick: Absolutely. Like I said, we have a whole week of just this, on feeling safe standing out in the world. Well, we're going to go deeper into the family relationships, the relationships in the world, being criticized in the world. What will they think of me? How will they judge me? What will happen? We're going to go deeper and you can always play this back and do some more tapping. Just repeat the tapping we just did. For a lot of you, I know you've written down a lot of things. You might have written, "Well, Suzie won't like this and my mom won't like that. This person won't like that."

The most results are going to come through focusing on each one of those things individually. Now, you might find that sometimes you'll tap on one thing – you tap on your mother and you think about Suzie and everything's fine. One thing can clear others, but try to be as specific as possible on each one of these. Go back. It's kind of your homework for the week along with Jess's tapping meditation. If there's other stuff to clear up here now's the time to do it.

Jessica: Absolutely. All right Nick, so far we've covered step one, which is determine the format that people want to write their goals, getting it down on paper. Step two, which is writing down your immediate gut response and doing that tapping. We just did step three about what other peoples' reactions are and how we react to that and that brings us to step four. What is step four?

Nick: Step four, so we've cleared up all this stuff hopefully beforehand or at least we're well on our way to clearing up this stuff. Step four, I want you to write down your beliefs about the goal. Before we were focusing on what other people would say and I think it's important to do that first because we clear out some of their junk and worried about what they will say. Now, when you have a little more clarity there it's time to really tune into what you feel about the goal.

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For example, you look at the goal and you say, “Part of me thinks this is impossible. I’ve never been able to do this before. Who am I to achieve this? I tried and I failed 10 times at this. Why will it work now? I’m not smart enough to achieve this goal. I don’t work hard enough to achieve this goal. This goal is unrealistic. The economy is too bad for this goal to actually happen.” Whatever comes up, you right down your beliefs about the goal.

Like everything we do, you want to focus on the belief and the feeling that comes up. If you think it’s impossible how do you feel? Again, how do you feel? What’s the emotion and how do you feel in your body? Remember to get present again. If you find yourself, and it’s okay, you’re going to have to check back in. It’s easy for us to get distracted with things and there’s so much going on right now. Get present again. Take a deep breath. Let it go. Get really deep in your body and write down your beliefs about the goal.

Jessica: Okay, I know that you listed some of those, what I like to call the gremlin voice, some of those doubts that people have and I’m sure a lot of them related to people that are listening. Hopefully we’re writing those down now. When we have them in front of us can we just jump into some tapping right now kind of covering some of those main doubts people have?

Nick: Let’s do it. Again, I’m being general here because I don’t know what your exact belief is, so you can either – there’s always two ways to do the tapping. You can tap along word for word with me and just know that your target is the other goal, is the other issue that you’re dealing with. There’s a funny thing that happens where you cannot speak the language, have written it down and that clears by itself. I’ve yet to understand exactly how that works, but we’ve all experience it, especially it’s borrowing benefits.

If you’ve been at one of our live seminars and group tapping you see that people will tap on totally different issue with the rest of the group and get results on their thing. You can do it that way or feel free to change the language. When I say, “Even though I don’t think I can do this,” you can change the language and say, “Even though I don’t know who am I to achieve this?” Whatever it is that comes up for you.

Jessica: Nick, there’s no bad side effect to tapping and saying words that don’t totally feel true. Is that right? We’re not going to start believing that.

Jessica: That is correct. What’s great about this tapping is that not only are we clearing things as they come up, but just because I can tell you to say anything and just because you say it out loud one or two times doesn’t mean now it’s your belief. Now, if you walked around affirming this for an hour a day I don’t suggest doing

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that, but we're not doing here. For a very short time we're focusing on something and we're doing the tapping with it. Absolutely right, there's no need to worry about saying the wrong thing or saying something that doesn't fit for you and uh-oh, now you've picked up someone else's belief.

Jessica: Right, okay. It's a good thing to know.

Nick: It is a good thing. I understand where people get nervous about it, but we're a lot more resilient than we give ourselves credit for.

Jessica: Yes, that's so true. All right Nick, let's get to the tapping.

Nick: Tapping on your beliefs about the goal. Tapping on the side of the hand.

SH: Even though I don't think I can do this,
I deeply and completely accept myself.
Even though part of me thinks this is impossible,
I've never done this before,
I haven't achieved this goal yet, so why is it going to happen for me now,
I deeply and completely accept myself.
Even though part of me has some negative beliefs about this goal,
I choose to release them now.

EB: My beliefs about this goal.

SE: Part of me thinks this is impossible.

UE: It hasn't happened yet.

UN: Why will it happen now?

UM: All these doubts.

CB: All these limiting beliefs.

UA: All these limiting beliefs about this goal.

TH: They're stressing me out.

EB: They're keeping me stuck.

SE: I don't want to even get started.

UE: I can't even start going towards this goal.

UN: I can't even start.

UM: All these doubts.

CB: All these fears.

UA: All these limiting beliefs.

TH: Around this goal.

EB: I can't do this.

SE: I've never done this before.

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UE: Why am I going to do it now?

UN: All these fears.

UM: Releasing them now.

CB: Releasing these fears now.

UA: Releasing all the fears around this goal.

TH: Letting them go.

EB: It's safe to let them go.

SE: Opening up my mind.

UE: To a new perspective.

UN: A new possibility.

UM: What if I can do this?

CB: I wonder if I can do this.

UA: I can do this.

TH: I can make this happen.

EB: I believe in this goal.

SE: And I believe in myself.

UE: Gaining clarity about this goal.

UN: Gaining clarity about myself.

UM: All this confidence.

CB: About this goal.

UA: Clarity and confidence.

TH: I'm ready to get started.

EB: Let's stop tapping.

SE: I want to work on this goal.

UE: I'm feeling the energy.

UN: I'm clearing all these limiting beliefs.

UM: All these place where I was stuck.

CB: I'm ready to move forward.

UA: All of this confidence.

TH: Moving forward now.

Nick: Take a deep breath. All right, hopefully you're still with us and you haven't left and started on the goal already.

Jessica: Stay with us. There's only one more step.

Nick: Time to go. Time to go. Let's go. Let's get ready, but this is what happens. I'm sure people are feeling an element of this. What's so exciting to me about the tapping is that we naturally move forward. It's just so much easier as opposed to pushing up against a goal, as opposed to having it be stressful. When we gain

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clarity, when we clear out the things that are in our way, when we clear out the resistance of what people would say to us, when we clear out the resistance of what we feel about the goal, when we clear out all these things that are in our way it's just easy. It's like the road just opens right up.

Jessica: It is so true. We definitely experienced that through making the film over and over and over again. That's what we would do when we would feel stuck and it's amazing the ideas and how resourceful you become when you clear that. I think that's why we're so passionate about this.

Nick: No, it works. There's just no getting around it.

Jessica: Yeah, it just works. It's amazing. It still surprises me every time. Well Nick, we have been through these four steps and that brings us to the final step. What is step number five?

Nick: Well, step number five is we've done a lot of it along the way. Step number five is to systematically tap out all of this resistance and then tap in the positive feelings and expectations. We've done that in pieces. Hopefully for the one goal that you picked you've gotten a lot of it. Depends on what your goal was, you might have more. You might have had a goal where, "Oh my gosh, there were 16 people that had opinions about it" and you need to tap about them. Whatever's left to do from the notes you've taken or the things that come up do that for this goal.

Then, obviously going forward this is the process to use for any of your goals. Now, I know what some of you are saying. It's like, "Wait, I really liked it when it was like just make a list of 20 goals. That took 3 ½ minutes, maybe 15 minutes at most to write down all these goals." That's fine. You have a choice here. You can spend 15 to 20 minutes writing these goals, never look at them again or stare at the vision board and say, "Yeah, there's my vision board. I've done it," whatever it is and then you can just enjoy looking at them and not having them come true.

Why, because there's all of this junk around the goal. Or you can choose to spend the time and even if you only do it on one goal. Heck, I'd much rather spend an hour working through one goal and having it come through than spend 15 minutes on 20 goals that never happen.

Jessica: Yes, absolutely. When you say systemically tap out all these things what you're really saying is to continue to review this material every time that you have a goal. Make sure that you're checking in on all these different aspects to how your feeling and what could be holding you back.

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Nick: Absolutely. This process is written down in the workbook for you along with the questions. You don't necessarily have to do this whole audio every time. You can go through the workbook and then Jess's meditation will be a nice supplemental process for this goal setting.

Jessica: Absolutely. Okay, so we're going through the resistance. We're tapping it out and you mentioned tapping in some positive feelings and expectations. What advice do you have on what to do say and what to choose and what's the best way to tap in positive feelings and expectations?

Nick: Yeah, it's a great question. I think what's most important is to keep focusing on the negative, the resistance, the truth until you get to a place where you find that energy moving a little bit, where you start saying, "Huh, maybe this can happen. Maybe this can be a reality for me." When that happens, that's when you can go and really tap it in. What generally happens, at least for me and for my clients is that as you clear the resistance the other stuff is just kind of bursting, it's ready to come out. Give it all the energy and enthusiasm that you can.

Be outrageous. Say, "It's happening now." If you want to get excited about it, get excited about it. Feel the goal. Feel the feeling and now you've changed the energy of this goal from being something that's just on paper and flat where there's no emotion to it or there's resistance to it to something that just feels so real and alive that you are ready to take just one tiny step forward to making this happen the second this call's over.

Jessica: Right. That's basically our homework from this week into the next one?

Nick: That's our homework. There are two steps to the homework. Tap out the resistance to anything that you have left on this goal or other goals if you want to and then what I just mentioned. Take a tiny little step towards that goal. I say tiny little step because, and we're going to talk about this in other calls, one of the challenges that people have in making these dreams come true, their vision come true is that they tend to go too far out in the process and then get stuck. Go. You have some positive energy now, a little success under your belt.

What does that mean? If your goal was to pay down your debt then get organized with your bills. Look at them. If you get triggered, you know all about getting triggered from week one, so tap on it there. If you want to attract more clients, if you want to write a book, write 10 titles for the book. Write one title for the book. Write a one paragraph summary of it. Take a little step and then just congratulate yourself for moving forward. One of the key things with goals is to just start moving in the right direction and that's what we've done here today.

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Jessica: Absolutely and Nick I just want to thank you for leading the way for all of us. I've found this personally helpful and it's always so good to continuously remind ourselves of this powerful process. Again, thank you so much and we are very excited for next week.

Nick: Jess, thank you. I'm having so much fun with this amazing, amazing group of people from around the world who are making a difference in their lives and in the lives of their friends, family members, and the world. Thanks everyone for joining us. It's just a ton of a fun and I'm so delighted with the results that people are having and the feedback that I'm getting. This is great.

Jessica: Definitely. Well, until next time everyone take care and keep tapping.