



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

-Webinar 3 Transcript-

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Jessica: Welcome to *Seven Weeks to Financial Success and Personal Fulfillment*. This is Jessica Ortner and welcome to Week 3. On our journey to create real change, we can oftentimes be confronted by our worst enemy, our own critical voice. That voice can stop us in our tracks, so in this class we are addressing what you can do to overcome this voice and take a step forward.

I'd like to welcome back Nick. Nick, thanks for being with us again.

Nick: Jess, I'm having so much fun with this series and it's always a pleasure to talk to you...

Jessica: Nick, it's been so great to watch this unfold and to hear from people. Can you tell us some of the 'aha' moments that people had from last week?

Okay, Nick, like I said, we are going to be talking about this critical voice. Most of us, we think we know what the critical voice is, but I'd love to hear your definition of it.

Nick: The critical voice. Well, what we're calling the critical voice is, you know, you hear about that angel and the devil on the shoulder. So this is the little devil on the shoulder, whatever the side of your shoulder that is. This is the voice that tells us all of these things about ourselves and about others that are critical. It's the voice that says, "I'm not good enough." It's the voice that says, "You've got to do a better job here. You're not doing enough."

At the end of the day, the critical voice, more often than not, is criticizing us for not being enough in some way. That's what we're going to focus on today, really taking a look at that idea of not being enough. What does it really mean to not be enough? Why have we set ourselves up to fail constantly in terms of being enough? Why is this such a pervasive issue for so many people and most importantly, what can we do to quiet, to tame, to reign in that critical voice.

Eventually we want it to be as quiet as possible. Maybe some enlightened people can silence it all together but at the very least, we want to turn down the volume of that critical voice.

I was thinking about the title of this program, *Seven Weeks to Financial Success and Personal Fulfillment*, and the critical voice - and we're going to connect it to financial success in just a minute - but it also plays such a big role with personal fulfillment because I see a lot of people who have financial success and maybe want more, or whatever they have going on, they want to grow things, and that critical voice is taking away the personal fulfillment side of things.

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We've talked about this before. What's the point of doing all this work? What's the point in making money? Obviously to pay bills and to have a certain amount of freedom, but beyond that, why are we doing it? We need to have that element of personal fulfillment in it. Quieting that critical voice is key to that.

Jessica: Absolutely, because if you do succeed and get the money you want, you're not going to be happy even when you have it because money doesn't make that critical voice stop criticizing, so that's a really important point.

Nick: No. You hear ridiculous stories, which I don't have a firsthand experience of a story this huge but I've heard from some people saying, "Oh this guy made a billion dollars" and he was upset because his buddy was making 3 billion dollars. To all of us listening that seems beyond ridiculous and at some degree, it's a level of psychosis to think that way.

Jessica: Yeah, to always be comparing.

Nick: Yeah, there's something really wrong with that and that's that critical voice. A lot of us do that on a smaller scale, where we're comparing ourselves to others. It's okay to set high standards for yourself. It's fantastic to set high standards for yourself. The question is, and we're going to discuss today, how do you balance setting high standards with also cutting yourself some slack and giving yourself a break?

What most of us do is we set high standards and then the critical voice comes in and we continually disappoint ourselves because we have this expectation to be perfect. "Tomorrow I'm going to run my day perfectly. I'm going to do this. I'm going to do that. I'm going to work out, then meditate, then eat this perfect nutritionally balanced breakfast that I've been told to do, and then be focused and energetic and present; all these things all day. It's fantastic to set that high standard, but then the end of the day rolls around and the critical voice says, "Well, you didn't do it all. You missed this part of it."

I've yet to meet someone who runs their day that perfectly and efficiently. And guess what? You don't need to be perfect and efficient to be happy, fulfilled and financially successful.

Jessica: Absolutely. Well Nick, where does this critical voice come from?

Nick: The deepest stuff really comes from childhood, and it's a theme that's going to come up again and again throughout this program. Repetition is fantastic, so I want to make sure that when you hear these things, you don't turn off and go, "Oh, childhood again." We're not going to cover it in one session and different

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things are going to come up for you related to a particular issue that's going to ring that bell and it's going to go, "Ooh, that's it. That's what I was looking for."

So stay present to the fact that we're going to look at childhood a lot, because this is the time when the things that we hear from our parents, from our siblings, affect us in the deepest way.

You might remember from the film *The Tapping Solution*, Jody talked about her experiences growing up: Jody with fibromyalgia. In this case she wasn't focused on the fibromyalgia, she was focused on all these things she wanted to do in her life that she wasn't accomplishing – the book that was unfinished that had been sitting on her desk for years, all these other goals and dreams and they were all half done.

When we were looking deeper at what was going on with her, she shared a story about her father paying more attention to her than her sister.

Jessica: Do you mean paying more attention to her sister than to Jody?

Nick: You are absolutely right, so her father paid more attention to her sister than to Jody, and you can imagine that situation when that happens, there's jealousy, there's sadness, there's all sorts of feelings. Jody decided for herself, learned for herself, however it happened, that she would have to be perfect in order to be loved. She obviously compared something about her sister to herself, recognized, "I'm not as pretty as her, as smart as her, as tall as her, as athletic as her," whatever it was, "So that's why daddy must love her more than me. I better be perfect. I'm not good enough."

It's funny. That particular case goes back to comparing again, comparing ourselves to others and finding ourselves wanting or lacking in some way.

Jessica: Yeah, absolutely. What was so incredible is when she tapped focusing on this critical voice, this critical voice that was telling her that she needed to be perfect, she got past that and she finished her book a few weeks after that event so it's amazing how quickly things can change and how fast we can take those steps forward, once we get rid of that critical voice or quiet down that critical voice.

Nick: Exactly. Get rid of it; quiet it down. It was just unleashed energy within her that said, "I can be out in the world, I don't have to be perfect." The idea of, "I have to be perfect or else," is going to stop you dead in your tracks everywhere because you don't hit perfection. That's the funny thing about that word that there will never be a moment when you put out a book that's perfect, a project that's perfect, a new idea that's perfect, a perfect job. It's just silly and we know this

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when we think about it, “Yeah, of course nothing is perfect,” but we still do this to ourselves.

Again, the delicate balance that we have to navigate throughout this process is saying, “How do I set high standards for myself? How do I look for the perfect job if we want to call it that?” Maybe we want to call it something else if perfect doesn’t work for us, because we recognize what comes with that word. How do we look for the fantastic job? How do we put out an incredible book? How do we start a fabulous project without having that standard be so high that you could never meet it, and then you can never celebrate because if you can’t celebrate what you’ve done, then that’s where the personal fulfillment just goes out the window.

Jessica: Absolutely. Nick, do people ever get completely 100% rid of their crucial voice?

Nick: No. I mean, it’s possible. I’m working towards it. I like to be very honest about my expectations. I am extremely happy with where my critical voice is now as opposed to where it was five years ago. The way I look at it for me personally - and I can only talk personally really - I can talk about clients and my experiences with them, but the challenge is I am not inside their head so I don’t know if they’re telling me the truth.

So in this case I can only share how I feel, and maybe you could do the same. I feel that I transformed my critical voice from one that criticizes to one that gives me information. It can serve too, because there can be times when if my critical voice was before about not working hard enough, or having to be perfect with something I put out there, if I get glimpses of it now, I pay attention to (a) is it just being a critical voice and I can tap right here to just quiet the nonsense that I’m thinking? Or (b) is it giving me good information? “You need to change this about what you’re doing.”

We need to determine the difference between the critical voice and intuition. How do we do that? Well, it’s kind of an intuitive process. Here’s a little clue. The critical voice, usually when you hear it, makes you feel kind of crappy.

Jessica: You feel it in your body.

Nick: You feel it in your body. You’re not happy. You don’t feel a surge of energy. You don’t feel empowered. Intuition might very well tell you, “Hey, you need to work on this project a little more,” or “This isn’t up to the standard of what you can do.” Maybe that’s the intuition. That’s okay. That’s intuition and you feel it and it feels right to you. Or what it will say for most of us is, “Hey, you need to slow down. You need to really be aware of the great things that you’re doing. Cut

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yourself some slack. Give yourself a break. Set high standards but also do it within the context of some balance.” Start paying attention for that. Start trying to recognize within yourself, “What’s the difference between my critical voice and my intuition.” And you’ll know the difference.

Jessica: Right, absolutely. I keep saying absolutely. I keep using that word because I’m just agreeing with everything that you’re saying.

Nick, what are some common voices or some common critical beliefs that people have that we should begin to become aware of and to do some tapping around?

Nick: That’s a great question. I’m going to say a few but the easiest way to determine specifically for yourself, because there’s 100, 200 different ones. There’s some common ones for everyone, but the easiest way to determine that critical voice is to sort of look at the beliefs that you have about yourself. One very easy way to find that out is to say out loud, “I am…” and then you fill in the blank. You fill in the blank - in this case, remember, we’re focusing on the negative, the truth, to be aware of it, and to clear it. In this case you say, “I am lazy. I am not smart enough. I am not hard-working enough. I am not worthy. I am not smart enough to make money.”

Just keep asking yourself and try that a couple more times. I am [fill in the blank]. If nothing comes up, just give it another second because sometimes we struggle. Get present in your body. Remember we keep talking about getting present so you really feel it. Take a deep breath and then just say, “I am…” and see what comes up. Then see how it feels in your body. See how you react to that.

Jessica: Right. Another thing that comes to mind, Nick, is these are overall critical beliefs that we have that we need to work on, and I think it serves a lot to when we’re doing a project or when we’re focusing specifically on money, how critical we get around trying something new or how critical we get to changing our approach to things. So I think it serves, too, to ask ourselves that question of what are those “I am…” beliefs when we are being specific on a certain project that we want to start or a certain dream that we have.

Nick: Absolutely. We can break it down specifically on the things that we face in our life. The “I am…” statement is a very general one. For most people it will be, “I am not enough, for some reason.” That’s very general.

You might not feel that specifically. Like you said, when you start a new project it will show up in different ways, in specific ways. In this case, “I am not enough,” is the very global statement.

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Remember with everything that we're doing, if you remember back to the original webinar before the program started, the tapping tree. We went over the tapping tree and how everything we're dealing with has the side effects. In this case, the side effects of the critical voice are the things that you're saying to yourself and the side effects are what happens because of that. So the side effect of the perfectionism from the critical voice is not getting anything fully completed, not putting it out there because you're trying to be too perfect. The side effect of saying, "I'm not good enough," or "I'm not smart enough," is never starting a new project because you're not smart enough so it's not going to happen.

So we look at the side effects. We look at the branches of the tree which are the emotions, so it's how you feel; tuning into what are the emotions that are going on when that critical voice speaks up. So you hear, "I'm not good enough. I'm not smart enough," and there's sadness that comes with it.

Then there's the trunk of the tree which is the events. So again, breaking down those statements and trying to find out, like with Jody and her father, when did this start? When did this critical voice really lock in?

Then at the bottom of it all are the roots, which is what we started with. The roots are the belief systems of, "I am *this*."

So as we look at the different formats of the critical voice, I think that tree is so great to just keep in mind, because if you get stuck tapping somewhere, it can remind you...if you're tapping on an event and you're just not getting anywhere, you just might ask yourself, "What emotion am I feeling now?" Let's focus on the emotion right now to see if that's a doorway.

Or if you're tapping on a belief and you're not making headway, you think I keep tapping on, "Even though I know I'm not enough." That might be a little too global. It might move some energy but it might be too global. Maybe you need to find the specific event where you learned that happened.

You can move throughout the tree into tapping all different aspects of it.

Jessica: Right. Nick, a lot of the things we're talking about is "not good enough" or "not worthy" for things that are almost moving forward, like with wanting to be more financially well off. If we're taking a moment and looking at our bills, and critical thoughts come in about our past, is that an important place to start, or do we start focusing on the critical voice while we're focusing on a future project, or does it not matter in which direction you begin?

Nick: You can take it any way you want. I do think that there are really two ways to tap

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with a critical voice. Let's get to some tapping right now because I know people are anxious to tap. In the first week we talked about the triggers and the noise, and this critical voice is just a part of that. So what we want to look at is, okay, that bill was a trigger and we looked at calming that response. Maybe there's more work left to do there. You calm the stress response to the bill but you still look at the bill and say, "I can't believe I got myself in this situation. I am such an idiot! Why did I buy all this stuff? Why did I let this happen," or all that self-talk that comes up.

Or you're at work and you're starting a new project and you say, "I really can't do this. I have not succeeded at this before, this, that and the other." So tapping in the moment when that comes up is a great way to get started. Remember, awareness is always key. I'm going to keep repeating that again and again. We need to be aware of what's happening, recognize it and say, "Hey, this is something that we want to change." Make the commitment to change and then tap on it.

Why don't we do some tapping on just the critical voice, period? So tune into an event, something that happened recently, or maybe you're criticizing yourself right now, or you did half an hour ago, or you know you're going to in an hour. You know what you say to yourself, so tune into what you say to yourself most often, and again, tune into the emotion of that, feel that in your body. What does that self-talk sound like? When do you criticize yourself and for what reason? Tune into that feeling and let's start tapping on the side of the hand.

KC: Even though I have this critical voice
I just can't quiet it down
I deeply and completely accept myself.

Even though I'm so critical of myself
I deeply and completely accept myself.

Even though I just can't stop criticizing myself
I've been doing it for so long
I deeply and completely accept myself.

EB: This critical voice

SE: This critical voice

UE: I don't know how to silence it.

UN: How do I silence it?

CP: I've had it for so long

CB: This critical voice

UA: It's in my head

TH: And it won't shut up.

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EB: Why do I criticize myself so much?
SE: Why do I keep thinking the same thing?
UE: This critical voice
UN: This habit of criticizing myself
CP: Is it serving me?
CB: Why am I doing this?
UA: How can I stop?
TH: How can I be easier on myself?

EB: How can I forgive myself?
SE: How can I cut myself some slack?
UE: Maybe I can give myself a break.
UN: Maybe I can take a deep breath.
CP: And forgive myself.
CB: I'm not perfect
UA: And neither is anybody else
TH: Releasing this need to be perfect

EB: Forgiving myself
SE: Accepting myself
UE: And quieting this critical voice
UN: It's time to quiet this critical voice.
CP: I thank it
CB: But it's time to move on
UA: It's time to give myself a break
TH: It's time to cut myself some slack.

Take a deep breath.

Nick: Well, I think I'm going to take a break from this now because I just did some tapping and I'm ready to cut myself some slack. I'm very busy so I've got to go. Thanks for listening. Maybe I'll go for a walk in nature and...bless you all!

Jessica: We really can be so hard on ourselves.

Nick: We sure can. I know that the accompanying audio meditation that you're putting together for this week – every week is so powerful and people are absolutely loving it and transforming and it's so powerful to do it every day and to get into that space. I know that this is going to be a very special one that people are going to not only use for this whole week but keep using for a long time because quieting that critical voice, not only does it feel so good to finally go, “Oh my gosh, just cut myself some slack.” We are harder on ourselves than anybody on

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the planet. It's important to take a look at how you're criticizing other people and see if that's a mirror for some of the things that are going on with you, and to recognize if you're being critical of other people that that's also a critical voice to quiet.

The reality is if we were as critical of other people as we are of ourselves, we wouldn't have any friends.

Jessica: That's true.

Nick: Nobody would like us at work because we'd walk around being like, "Wow, you're not doing good enough work," or this, that and the other, pointing out all the things that are wrong with people. Maybe we think of them or other people but most people don't say them to other people. We do say them to ourselves all the time so unfortunately the critical voice is unleashed within our own minds. Hopefully we keep it in check if we are being critical of other people. We don't tell them everything we think.

Jessica: Yeah. Nick, what would you say to someone who thinks, "I'm not really ready to let go of my critical voice because I feel like it keeps me on track. I'm not doing good enough and I want more from myself. Maybe my critical voice resembles my father or my mother and they did it with love. They criticized me because they wanted better from me."

So what would you say to someone who is looking at their critical voice through that lens?

Nick: That is a tremendous question and I want everyone to really sit with that and understand what Jess asked, because it's so big that most of us are scared to quiet that critical voice because we believe that that's the voice that keeps us going. That's the voice that actually helps us achieve everything we want in our lives and if we quiet down the voice, then we're basically giving up.

I think it goes back to what I mentioned earlier with saying to yourself, "Okay," because people will make this compromise, I believe. They'll tell me if I'm wrong. I will hear about it. If we turn down the noise on the critical voice, and we turn up the volume, turn up the noise on intuition, and allow that voice to come forward, then you can allow the voice to say, "Hey, it's time for more. It's time to be more than I am being right now."

Maybe you're at that place where you need that kick in the butt; you're actually not working that hard. You say, "No, I need this critical voice because I need that kick in the butt. I'm not doing enough." So make that kick in the butt come from

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intuition.

In terms of a feeling place, I keep referring back to the body because I think it's so important to get into our body and really know what it's really telling us. The critical voice has a tendency to be very heady – people hear that in their head. The intuition tends to come from lower down whether it be the heart or the gut.

If you start thinking from that place, it's a weird thing. If I say to you right now, "Think from your stomach," or "Think from your heart. Think from your gut," there would be some people that would say, "What on earth are you talking about? My brain is in my head? That's where I think." But just play with it, just instruct your body to do that, to just take a deep breath and move down into the heart and into the gut and say, "What does thinking look like from there?"

What you can also do is you can do the tapping when the critical voice is going. You don't even need to worry about the phrasing and "even though." The critical voice is acting up. That's what you're hearing, so just go ahead and start tapping on whatever it is that it's saying and just run it through your head. If you're by yourself, say it out loud. Just say that and start tapping and start calming that response.

Then see if you can get the same message or the best message from your gut or your heart as opposed to your head. So what does that mean? It means that if you're working on a project and the critical voice is telling you, "You are not working hard enough. You're getting way behind on schedule here. You need to be more focused. You're on Facebook too much, blah, blah, blah," this whole critical chatter, you just start tapping right there.

You start tapping and you think about everything you're supposed to be doing and what you're doing wrong and everything that you're not and you're not good enough and why you're upset at yourself so you tap and you tap and you tap and you keep going until you find that critical voice quiets down.

Now you ask your body, "Okay, give me whatever message I need now but give it to me from my heart or my gut." Now what comes up? You might actually hear similar things. You might hear, "You're actually spending a little too much time on Facebook so why don't you recognize what it's doing for you, maybe see if you set some limits for yourself and you just check in once a day to be practical about it and not be checking in every hour." Or if you're working on a project you might say, "It's kind of important to focus now," so maybe put on some great music and set a goal for yourself and focus.

Some people say, "Well, that's the same thing. You're getting the same

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information,” but you’re not. You’re getting a different quality of information. The reality is that you are so much more likely to act on the information from your intuition than you are from your critical voice.

Because, we don’t like our critical voice. We hear, “You’re doing this too much. You’re doing that too much.” Guess what? It often sounds like a parent. We mentioned parents and they can play a big role in establishing that critical voice but even if it comes from society, or things we see on TV, or other expectations from friends or family, that critical voice sounds like an adult nagging you. We are all adults here and we do not like it when anyone nags us.

So there’s a tendency to then rebel. “You’re spending too much time on Facebook.” “Well, I’m happy. I’m having fun and I don’t want to do other work.” We can turn into a child very quickly as opposed to quieting that critical voice and then from the intuitive voice finding, “Okay, what information do I need and what do I need to do?” “Yeah, I would actually be happier if I spent less time doing this and more time doing that.”

Jessica: Nick, another aspect of the critical voice that you’ve touched upon and I know we’ve talked about it before but it’s this idea of always looking at the negative; doing a project and being very critical and not seeing the steps that we have taken or all that we have done. So I think it would be great to do some tapping on this habit that we have of being so hard on ourselves and always looking at what we’re doing wrong instead of all the things that we’re doing right.

Nick: Absolutely. Unfortunately biology works against us a little bit here. This is where the amygdala comes into play, the fight or flight response. There’s a mechanism that we are trained to notice the negative more. It’s that survival mechanism. We better pay attention to the things that are wrong so we can keep ourselves safe. Unfortunately, we tend to do that on things where our safety is not in play for most things now. So we need to retrain the brain to quiet down that negative and start looking at the positive. Let’s do some tapping.

KC: Even though I keep noticing what’s wrong
I can’t focus on anything else
I deeply and completely accept myself.

Even though I just can’t focus on anything else
My critical voice just keeps speaking up
There are so many negative things around me
And I have to notice them
I deeply and completely accept myself.

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Even though I have to keep myself safe
By noticing everything that's wrong
I deeply and completely accept myself.

Even though I just can't stop noticing what's wrong
I deeply and completely accept myself.

EB: I can't stop noticing what's wrong

SE: My brain is trained to do that.

UE: I just can't stop.

UN: I've got to keep myself safe.

CP: And I do that by noticing what's wrong.

CB: I have to notice what's wrong.

UA: I have to keep myself safe.

TH: I have to keep myself safe.

EB: It's not safe to be positive.

SE: It's not safe to look at the positive.

UE: I have to be negative

UN: To stay safe.

CP: This pattern of negativity

CB: This critical voice

UA: Changing it now.

TH: It's safe to notice the positive.

EB: It's safe to believe in the positive.

SE: It's safe to be positive.

UE: It's safe to be optimistic.

UN: It's safe to be enthusiastic.

CP: I choose to be optimistic.

CB: I choose to be enthusiastic.

UA: It's safe to be enthusiastic.

TH: Feeling positive now.

Take a deep breath.

Nick: That got me thinking just about how hard it really can be to be positive in this society. We get so much feedback. As we were doing the tapping on "it's safe to be positive," I started thinking about... I knew the experience people are having right now with that tapping along is, "No, it's not. When I'm positive, people make fun of me or they tell me that I'm being naïve." How many times have we all heard that, "Oh, you're being naïve. You're not being realistic."

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Jessica: Or you could be disappointed. If you have too many expectations, you're scared of being disappointed so you'd rather just be negative.

Nick: Yeah, because that's safer than being disappointed, and we are all very programmed to think that way, so it's important to tap on that as that comes up. We're quieting the critical voice and you're going to get a little fight from it. Expect a little bit of push back. Again, the tapping makes it so much easier to quiet it. Without the tapping, it's so difficult. The only real process is just to have awareness and keep trying to recondition the brain and say, "Okay, I'm being critical of myself. Stop. Think of the positive," and that can happen but man, that's a lot of work.

With the tapping we are directly retraining the brain to act differently. You'll find as you start quieting that critical voice and then quieting the fear of it being gone, there's the new identity that is coming into place here. When you don't have that critical voice, you're going to find that life is a heck of a lot better. Not only are you feeling that personal fulfillment, but doors open financially in such huge ways.

Jessica: Right. I think it's important to touch upon this because we're talking about the critical voice which really impacts every aspect of our life. This is geared towards finances. Does this critical voice actually stop people from having the business they want or even cash flow? How do you tie in the two?

Nick: It's right at the bottom of it. For a lot of people, it's very easy to not have that awareness, to say, "Well, my finances are my finances," or whatever is going on is not related to the things that I'm saying to myself, but if you go back far enough, they do. It's these small decisions that we make, whether we stop ourselves from doing that new business venture because of that critical voice.

I was working with a client a couple of weeks ago and we did a lot of tapping on the things that she was saying to herself – the same work we're doing now, that critical voice. She shared with me later that she was astonished when she recognized all of the projects that she had just sitting right in front of her, all the different income opportunities, all the different opportunities to do great work, to spread her message in the world that she just couldn't even see because that critical voice was so much in the way.

If that critical voice shows up as perfectionism, you can have an opportunity right in front of you and you shut it down instantly because you go, "Yeah, doing that cookbook would be great but it's too difficult. I'm not good enough. I'm not smart enough or it needs to be perfect before I finish it. I'm not putting it out there." "That job looks great but I don't think I'm qualified for it for whatever

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reason,” and there you go. You cut yourself off. At every turn really we cut ourselves off with that critical voice.

Jessica: Right, it’s true. Nick, another interesting fear that people have that I think can make the critical voice louder is this fear of failure. How are the two related?

Nick: Like everything else we’re talking about here, they’re all deeply intertwined. So what is the fear of failure usually about? There are two elements. One is past events that have told you X about yourself. So when we were saying, “I am...” and you were filling in the blank, those were beliefs that have been created oftentimes from past events.

So if at any level you have failed in the past, and if you haven’t then you need to send me an email because I would like to meet you. It is nonexistent. We have all failed at some level. The reality is that usually the most successful people fail most because they keep trying things. So that fear of failure brought up from past events keeps us directly stopped to what we want to do next.

The last ten years - I shared some of this in the webinar - I’ve been an entrepreneur right out of college. I spent three months working in the corporate department of a bank. I wasn’t cut out for it. I had to get out and I said, “Let me try things myself.” I failed massively. I would succeed and then I would fail. It was one thing after another.

The challenge is that those failures were very, very important in terms of learning lessons and learning what to do differently, but you’ve got to take the lessons and pull the positive out of it and not let it stop you dead in its tracks.

What I was able to do with the tapping, when I rewrote my financial story and my beliefs about myself, was take those “failures” and see what worked, what didn’t work, what did I like, what don’t I like, what did I do right, what did I do wrong, and now establish a new patter for myself.

Unfortunately where people get stuck is they can have the same experiences and now if they don’t tap on those traumatic events...because that’s what they are: When a business goes under or is in trouble, it’s a traumatic event. When you don’t get hired for the job that you want, it’s a traumatic event. These things build upon each other and we have these expectations and instead of taking the positive out of the experience, we are just stuck.

Jessica: We get more critical.

Nick: We get more critical. Remember fight or flight or freeze so we get frozen and

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critical of ourselves, that we're not good enough, that we're not smart enough, that we failed before so we're probably going to fail again, that it's not even worth trying or "Yeah, I'm going to try but I will probably fail again." That voice just acts up and gets louder and louder.

So we use the tapping to take those past experiences, because the reality is - and I know this is going to be hard for some people to hear - but the more financial traumas that you've had, the more financial experiences that you've had, the more things that you've gone for and failed at in the past, the more information you have right now that you can tap on and then take all of the positive out of it.

What's done is done. It's in the past. Now use that to empower yourself. I'm betting on the person right now who has failed ten times and is now doing the tapping to change their financial story, over the college graduate who just got out and has never had a failure.

Take these experiences, take these failures and for once in your life actually give yourself a little pat on the back, and then a tap on the eyebrow, and say, "Even though I've had these failures, I deeply and completely accept myself." Let's do some tapping on that right now.

Jessica: Okay, let's do it.

Nick: Tune into these failures. We've had them. They're there. They're in the past but if one stands out as a particularly traumatic event, if it's like, "Yeah, that time. I'm having a hard time letting go of that event," tune into that. Or you can put them together in a big pile if there are ten of them, and just lock in on those and feel what you feel. Are you angry about what happened? Are you embarrassed? Are you sad? Are you frustrated that you keep failing?

Jessica: Could failure also be not accomplishing something, having a dream that you didn't do so it's almost a lack of action than the actual action you took?

Nick: There's no doubt about it. We all have a string of 1,000 failures of the things we said we were going to do. We chalk those up as failures. So if you can string all of those together if they come up and whatever really comes to mind when you think of failing, lock in on that event, that emotion, that belief. Give it a number on a 0 - 10 scale for intensity and let's do some tapping.

KC: Even though I've failed so much
I deeply and completely accept myself.

Even though I have a history of failing

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And I keep judging myself
I deeply and completely accept myself.

Even though part of me believes
That I failed more than anyone else
I deeply and completely accept myself.

EB: All these failures
SE: All the trauma
UE: From these failures
UN: I just can't let them go.
CP: I can't let these failures go.
CB: They keep me stuck.
UA: I keep hearing about them.
TH: From my critical voice.

EB: All of these failures
SE: All these failures from my past
UE: All these failures from my present
UN: All this trauma
CP: About what I've done
CB: Or what I haven't done
UA: Releasing all these failures
TH: Releasing this energetic imprint

EB: From all these failures
SE: I'm taking the positive lesson
UE: And I'm moving on.
UN: I'm so happy with how much I've failed
CP: I have so much great information
CB: I know exactly how to move forward
UA: I'm betting on myself
TH: Because I failed so much.

EB: And I actually didn't fail that much.
SE: Maybe I was blowing this out of proportion.
UE: Maybe it's time to let all this go.
UN: It's in the past
CP: And it's time to move on.
CB: It's time to move on
UA: It's time to let go
TH: Letting all this go now.

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Take a deep breath.

Nick: See how that feels and check in on the intensity. Remember as with everything, if the intensity is still there, pause, do some tapping on your own. You can rewind. If you're listening to this later, you can listen again later. Keep tapping until you bring down the intensity on these particular issues. If something sticks out as a big event in the past, focus on that.

Again, just think about it. Think about it and tap. Don't get worried about doing it perfectly. Don't get worried about the language. See it in your mind's eye. Remember what happened. Remember all the details of what happened. Remember what people thought about it. Remember how you felt about it. Ask yourself, "What did I feel about myself when this happened? How did others feel about me? What beliefs did I create about these events where I failed?"

Just ask yourself these questions while you do the tapping and clear that charge.

Jessica: Wonderful, Nick. Thank you for that tapping. I think a great place to wrap up since we don't have much time left is to do some positive tapping on just looking at the positive side, being a little bit nicer to ourselves. What do you think about that?

Nick: Let's do it.

EB: Hello critical voice.

SE: It's nice to see you again.

UE: I hope we can be friends.

UN: I really appreciate everything you've done for me.

CP: But it would be nicer if you got a little quieter.

CB: I want to change this critical voice

UA: To positive intuition.

TH: This intuitive voice

EB: My critical voice

SE: Turns into my intuitive voice.

UE: I'm listening to my intuitive voice.

UN: I'm believing in myself again.

CP: I'm quieting down all this mental chatter

CB: So I can hear this intuitive voice.

UA: It's time to listen in,

TH: Cut myself some slack

EB: Give myself a break

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SE: I am doing great.
UE: I'm doing the best I can
UN: With the resources I have
CP: And that's enough.
CB: All I can do is my best
UA: All I can do is forgive myself
TH: All I can do is forgive others

EB: And trust that all is well.
SE: All is well.
UE: I'm so grateful for all of my failures
UN: And all of my successes.
CP: I believe in myself
CB: I believe in my ability to help others
UA: I believe in my ability to change the world,
TH: I believe in my ability to change my financial picture.

EB: It's time to believe in myself again.
SE: It's time to believe in myself again.
UE: And it's happening now.
UN: It's all happening now.
CP: And I'm having a great time doing it.
CB: My finances are growing
UA: More money in the bank
TH: And more fulfillment in my life.

Take a deep breath.

Nick: And there we go. That's a little different than the critical voice so now it's a matter of working at it. Again, paying attention throughout this week, seeing what those critical voice triggers are, when does it come up again and if it does, maybe we quieted it down forever but if it comes up for whatever reason, pay attention, doing Jessica's meditation everyday to reinforce that positive voice, that intuitive voice. Just remind yourself...I think it's nice to make the switch from the critical voice to the intuitive voice, because it's very hard to just shut it up and say, "Shut up. I don't want to hear you. This isn't working," because now it's a fight. It's antagonistic so just say, "Hey critical voice, how about we turn into the intuitive voice." Do some tapping. Quiet the critical voice. Turn it into the intuitive voice. So now that voice is a victory; it's an ally. It's not something you can shut up forever.

Jessica: Right. This is exciting. It's freeing, Nick. That's what I really think it's about. It's about finally being free of the control that this voice used to have on us. A lot of

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people are being freed to start following their passion and that is really exciting.

Nick: It's very exciting.

Jessica: Nick, thank you so much. Again, I hope everybody taps every day along with the mediation. Nick, thank you very much. I look forward to next week.

Nick: Me too. Take care.