



Step into Your Greatness

Session #7

Welcome, this is Sonia Ricotti and this is module seven in the Unsinkable Bounce Back System.

In this final module, I want to congratulate you on getting to this point. There has been a lot of very powerful content in this program and if you've been doing all the exercises, meditations, along with utilizing all the tools in this system, you're on your way to not only quickly overcome whatever situation you've found yourself, but you'll now have the ability to handle any difficult situation that may arise in the future, too. You are well equipped now.

Today, I want to help you to step into your greatness and rapidly move you along that path to achieve the life you love and deserve. It's time to make things happen and see the results you've been hoping and waiting for. As I've mentioned in the previous sessions, there's a silver lining in every situation or adversity. Hopefully, you've found yours by now. Not only does every adversity have a silver lining, but within every crisis lies a golden opportunity. There's a phenomenal opportunity here waiting for you, you just have to uncover it. You know, depending on where you are on this journey, you have already discovered what that is.

Remember, in one of the previous sessions I discussed how I made a powerful statement after I had my meltdown. It was a declaration of sorts. I said *'something great is going to come out of this. I don't know what yet, but something amazing, huge, incredible will come out of it, something so big, way bigger than me. I will make sure of it because there's no way I'm going to through all of this for nothing.'*

Little did I know at the time how those powerful words would set in motion events far beyond what I ever imagined was possible. That statement helped me step away from that closed door I was staring at and allowed me to instead look at the open doors around me. Those open doors weren't immediately available to me, but I was looking. I

knew they were there. I believed. I had faith that something magnificent was going to be unveiled.

About two weeks after that meltdown, I found my open door. I knew that my new calling was to help others going through difficult times. I knew I needed to learn all the lessons I could in order to grow from this experience. I was eagerly searching for lessons. Again, within every crisis lies a golden opportunity, and often people are completely oblivious to the opportunity that has been handed to them; most likely because they're intently focused on the closed door. There's a huge opportunity waiting for you. You may not know what that is yet, but just know it's there. With time, it will be revealed to you, if you so choose.

In one of the previous sessions I asked you to create your own declaration. Did you do that? If you haven't done that yet, here's another opportunity to do it. So grab a pen and pad and begin creating your own personal declaration. It doesn't have to be the same as mine. Choose words that resonate for you, words that feel powerful and positive to you. It can be just a sentence or two, even more if you'd like. There's no right or wrong way to create this declaration. Once you've done it, post it in a visible place where you can be reminded of it regularly.

You know, another opportunity that's staring right at you is the opportunity to now begin living life on your own terms. Living life not based on how others want you to live your life, or how others think you should live your life, but live your life the way you want to live your life. So how do you want to live your life? If you knew you could achieve anything in life, how would you live your life? Is this obstacle an opportunity for you to go out there and start living your true authentic life, the life you've always wanted, but were afraid to go out there and actually reach for? Is this the opportunity to finally make things happen and start taking action in the direction you've always wanted?

The question I have for you is what do you want? What do you really want? You know what's really amazing? It's that sometimes we just know what we want or we're not even able to dream something really big for ourselves, usually because we don't believe it's possible or because we don't know how to achieve it. The truth is you don't need to know the 'how', but you just need to know the 'what' first. So what do you really want? I'll give you an example.

How much money do you want to make in the next year? How much money do you really want to make? Now write that number down on a piece of paper. Go ahead, write that number down now. So do you have a number written down? Okay, now times that

by 10. No, seriously, times that by 10. How much is it now? You're probably thinking *'wow, that's a lot of money. That's crazy!'* My question to you is why didn't you write that number down originally?

Remember, the question I asked was 'how much money do you want to make?' I didn't ask how much do you think you can make or how much money can you make realistically speaking? I didn't say that. I said *'how much money do you want to make?'* You know, I started my career in the personal development world as a life coach and I remember asking this question to one of my clients. This was the conversation...

I asked her, *'so tell me Mary, let's create some goals for you. Let's begin with money. How much money would you like to make this year?'* Then she replied, *'well, I'd like to make \$40k.'* Now, I was surprised to hear that. I replied, *'\$40k, really? Why did you choose that amount, that's only 25% more than what you're making right now.'* Her reply to me was, *'well Sonia, I have to be realistic.'* So I responded by saying, *'you do? Who says you have to be realistic? I didn't ask you to be realistic, I asked you how much money would you like to make this year.'*

You see, the only limits we have in our lives are the limits we impose on ourselves. Now, she could have said I'd like to make \$100k, but she didn't. Why? Because that just wasn't possible in her mind and why was that not possible in her mind? Because of the negative and limiting beliefs she has in her mind that tells her it just isn't possible. Of course, like the old saying goes, *'if you think you can or you think you can't you're right.'*

This is all about creating the life you love and deserve, and I really want you to dream big. I want you to be unrealistic. Don't worry for now how what you want will develop in your life. Your job is to first figure out what you want. So now I'm going to do this exercise with you that will help you determine what that is. It's kind of a strange exercise because all I will be asking you is one question over and over again, that's it.

Each time I ask you this question I want you to answer something different and not think twice or judge your answer. I want you to go deep and really answer from your true authentic self and be honest and truthful. Whenever you get stuck that's okay. Don't give up, just dig for an answer. When it gets harder and harder to answer the question it's a good thing. That's because you're going really deep into your heart and searching for the truth. Still answer the question, even if it takes a while to get there or it takes a while to answer. So let's begin.

Sit in a comfortable chair with your feet on the floor and adjust your position so you're sitting in an upright position. Place your hands in your lap, now gently close

your eyes and take a nice, long, deep breath in and breathe out. Become aware of any tension you're holding in your body. Begin releasing your tension as you exhale with each breath. Breathe in peace and calmness and exhale all your tension. Focus on your breathing, breathe in and breathe out.

Now I'm going to ask you a question and each time I do that I want you to answer it in your mind. Be honest and truthful and dig deep. Have a different answer each time I ask you this question.

*What would you do if you knew you could not fail?
What would you do if you knew you could not fail?
What would you do if you knew you could not fail?
What would you do if you knew you could not fail?*

Dig deep.

*What would you do if you knew you could not fail?
What would you do if you knew you could not fail?*

Dig deep. Take your time, it's there.

*What would you do if you knew you could not fail?
What would you do if you knew you could not fail?*

If you're stuck that's okay, just dig deep and you will find it. What would you do if you knew you could not fail?

Now, this is the last time I'll be asking this and once I ask I'd like you to really meditate on it and truly dig deep and get the answer that's really deep within. What would you do if you knew you could not fail?

In a few moments I'm going to count from three to one. When I get to one you'll feel refreshed and energized.

*Three... you're returning back to the present. You feel refreshed and alert.
Two... you begin to move your toes, your legs, your arms and your hands.
One... you open your eyes. You are peaceful, calm and alert.*

Now I want you to sit silently and take the time to write down everything that came up for you. What is it you would do if you knew you could not fail? Write it all out.

What came up for you in this exercise?

How was it for you?

Was it difficult?

Did stuff come up that surprised you?

Perhaps some stuff came up that you completely forgot about. This exercise is so powerful because it reveals what's really important to you, what really makes your heart sing. Often, life happens and we put our dreams and big goals on the shelf for another time, a later time for when the stars line up. *'One day the stars will line up and then I'll do that.'* Well, I hate to be the bearer of bad news, but the stars will rarely ever line up.

If you're waiting for the perfect time to do something it just isn't going to happen. There's always an obstacle, reason or excuse not to do it and you know what? Time flies. Just think about how the last year, two years, five years and even 10 years have flown by. The next thing you know you'll be at a point where it's too late and you missed your opportunity. You don't want that to happen, life is just too short. Plus, do you really know how long you really have.

We all hope we have a nice long life, but what if we didn't. What if you knew you only have five years left to live, what would you do? Would there all of a sudden be a sense of urgency to do things you've always wanted to do? Now is the time. It's time to stop thinking about it, to stop taking about it, stop making excuses and start taking action.

I'm not saying to go out there and be irresponsible; for instance, quit your job with no plan whatsoever, no money and just go out there and just start your dream business, build it and they will come. I'm not saying that. Yes, when you begin living your biggest life there are risks, there's no question. You might even fail, but as long as you get back up and move forward you will succeed.

You see, no matter what decision you make there's always a risk. Even deciding to do nothing and not make any changes in your life is a risk. So what's the risk? You run the risk of living your life unfulfilled and unhappy and at the end of your life you may have lots of regrets for all the things you did not do. See, doing nothing is a risk, too.

What I'm saying is go out there and begin living the life of your dreams, but be smart about it. Find people who have been successful in that area and pick their brain, learn from them, do what successful people do. Plan it out. Take the steps necessary to move forward towards achieving your goal. Each day do something that will get you closer to achieving that goal.

Of course, be flexible with this plan. Remember, always say '*I want this or something better*', and when something else pops up become aware of this opportunity and shift your plan accordingly. You'll eventually reach your destination, but don't make your destination the most important thing. What's really important is the journey. Your journey there is what's important. Why is it important to enjoy the journey? Well, first, the journey is actually your life. It's the present. Enjoy the present. Enjoy your life.

The destination is the future and as I mentioned in a previous session the future doesn't exist, except in our minds. Yes, we should have goals, but we must enjoy the journey, because if we don't we're on the wrong path. Why are we on the wrong path? If we're not enjoying the journey, then we're in a negative state. We're generating negative energy and one of two things can happen. Either you'll never reach your goal because you'll be attracting negative things, people and situations into your life, or you'll achieve your goal only to realize it wasn't at all what you expected and you're unhappy and disappointed. Again, make sure you enjoy the journey. That journey is your life.

Now go out there and don't be afraid to be different. Yes, some people may disagree with you, some people may even laugh at you and think you're crazy, but that doesn't matter. It's your life not theirs. If you want to live an extraordinary life you have to step away from the crowd. Be a maverick. You have to be prepared to walk your own path. At times, when you do this people may not agree with what you're doing. They may laugh at you or mock you and they may very well think you're crazy, but get used to that. Don't allow others to rain on your parade, stay focused and maintain your vision.

You'll notice that many of the naysayers are people who are close to you and often their opinions and advice are coming from a loving and well-intended place. I want you to respect that. Send them love, acknowledge their concern and thank them for sharing their thoughts and advice. Ultimately, however, you have to do what's best for you and your life and this may be very different from what others around you think is best for you and your life. Of course, they're entitled to their opinions, just as you're entitled to yours, but remember it's your life.

One thing I learned a long time ago is that I can't control how others feel, think, react or behave. I used to live my life always trying to please others and I would behave in ways

that I knew would make others close to me happy, even if it wasn't what I wanted to do and it didn't make me happy. One day I'd just had enough. One day it occurred to me that I actually had no real control over how others feel, think or behave. I realized that as much as I tried to make others happy, many times at the expense of my own happiness, they never really behaved and reacted the way I expected and wanted them to anyway. It was all an illusion of control.

I began living what I like to call a Maverick Life. In my mid-20s up until then I had followed the crowd and done what I was supposed to. I didn't stick out, I blended in beautifully, but once I finally blossomed and took control of my own life I really began to live. Go out there and live a Maverick Life. *Think outside the box, step outside the box and live outside the box.* That's where your greatest life lives. Living a Maverick Life is not always easy, but let me tell you sometimes you have to really think differently than most people do. Sometimes you have to make sacrifices, sometimes you have to go against the grain and, at times, it can be a very lonely road. In the end, however, it's all worth it.

I mentioned earlier that we are the ones that are limiting ourselves. In fact, our limiting and negative beliefs are what are holding us back. Any time you want to achieve something and in your mind you're thinking that it's not possible to achieve, stop yourself. Recognize that it's something you just made up, it isn't true, and then start thinking of ways to make it happen. Think outside the box. Those "obstacles" in your way can be removed. It may not be easy, you may have to work hard to do it, but if you really want it, it will be worth it. Think outside the box.

How can you make this dream a reality?

What do you need to do?

How can you make it happen?

Who do you need to contact?

Really think outside the box. I have a crazy story for you that illustrates this perfectly. It's an example of living a Maverick Life and thinking outside the box, stepping outside the box and living outside the box and how when you do you can accomplish great things in your life and live the life of your dreams. Here it is...

I remember one of the first times I really spread my wings and began flying on my own, I had been working for a tour operator in the customer relations department. I would spend eight hours a day five days a week listening to people complain. Being in such a negative environment really took a toll on me. I was burnt out, tired and miserable. I was ready for a change.

Now, having lived my entire life in the Great White North, as we call it here in Canada, I lived through some brutal winters year after year. I had always had a dream to live and work down south at some tropical destination. I loved to daydream and visualize living this beautiful life by the beach enjoying the hot sun in a very relaxed, laid back environment. So I began investigating and researching what it would take to make this dream a reality.

I found out that there was a job that would allow me to live and work in tropical destinations working for tour operators. I would essentially be their representative at a vacation destination handling any problems and offering destination information to the travelers. I wanted that job, there was just one problem. The job required that the representative speak Spanish, I didn't speak Spanish.

Although at first I was somewhat deflated, I didn't give up. I really, really wanted that job. I decided to go ahead and apply for the position anyway. I knew that they would be doing the interviews in September and the job wouldn't begin until December, so I figured I would have two to three months to learn the language. I remember getting the phone call about two weeks later inviting me to an interview for my dream job. The recruiter said 'we would like to interview you for the position of Destination Representative, would you be available to come in on Tuesday at 2:00 pm?'

I was so excited, my dream was about to come true. Then he said, 'we will do the majority of the interview in English, but we have to also test your Spanish so we will be doing part of the interview in Spanish.' My heart sank. Game over, my dream was shattered. I was completely caught off guard and I didn't know what to say, after a few seconds these were the words that came out of my mouth. 'Okay, great! I'll see you on Tuesday at 2:00 p.m. Thank you for this opportunity' and I hung up the phone.

I sat there dumbfounded. I began to panic. What did I just do? Why did I just say yes to the interview? I can't go to that interview, they'll find out I don't speak Spanish. I will make a total fool of myself. I wanted that job so badly, though, so I began to think outside the box. How can I make this dream of mine come true? How can I get this job? A crazy thought entered my mind. I wasn't sure if I could pull it off, but I thought I would give it a try anyway.

I thought about all the questions they could possibly ask me in an interview like, '*why do you want to be a Destination Representative? Why do you think you would be a good representative? What does good customer service mean to you?*' I wrote 10 questions down and then wrote out my answers to all of them. I then called a good friend of mine

who was fluent in Spanish and asked for a big favor. I asked her if she could translate all the questions and answers for me into Spanish, she did. She helped me with the pronunciation and I memorized each of the answers.

I remember arriving at the interview and feeling nervous and nauseous. The interview started off easy enough and it was going really, really well, I could feel it. Then it was time for the dreaded test, my heart was beating out of my chest. The interviewer said 'so now I'm going to test your Spanish, okay?' 'Okay,' I replied with a smile. In the back of my mind I was thinking 'no, not okay, not okay at all!'

He said 'tell me, Sonia, why do you want to be a Destination Representative?' Now, he asked this in Spanish. I almost fell off my chair, I know this one! I answered with my memorized answer, next question. 'So, Sonia, why do you think you'd be a good representative?' Hey, I know this one, too! I answered with my memorized answer. I couldn't believe it. He asked me four questions and I had the answers to all of them and three months later I was working in Varadero, Cuba as a Destination Representative.

Mind you, I had to spend those three months between getting the job and actually beginning work learning a new language and let me tell you it wasn't easy, but it was something I wanted so much that I was willing to work hard to get it. What's amazing is that I spent the next four years working as a Destination Representative for various companies and I lived in Cuba, Columbia and Mexico. Those four years were some of the most memorable and incredible years of my life. I could easily have been stopped by the obstacle that was presented in front of me – not knowing how to speak Spanish. Instead, I chose to think outside the box, step outside the box and ultimately live outside the box.

During those four years I became very present to the way people are stopped by these types of obstacles all the time, it really fascinated me. Foreign travelers would always come up to me and say, *'wow, I wish I could the job that you're doing. I would love living in paradise and spending my winters here'* and my response would always be the same. *'Then do it. If I can do it, so can you.'* This is the answer I would always, always hear from people. *'Oh no, I really wish I could, but I can't. I don't speak Spanish.'* So that's my crazy story.

Now that I've shared this story with you my message to you is this. Don't let obstacles stop you from living your greatest life. There will be obstacles, no question, but you can overcome them. You may have to work hard, but it's possible. Simply think outside the box and be different. Don't follow the crowd.

In the exercise we did earlier you answered the question *'what would you do if you knew you could not fail?'* What is that exactly?

What would you do?

What's stopping you?

What are the obstacles in your way?

How could you think outside the box to overcome that obstacle in your way?

Be different. Be creative with your solutions. Put an action plan on how you can make it happen. It may not happen overnight, it may take some time, but by putting a solid action plan together and taking steps each day towards that goal you'll eventually get there or somewhere better.

It takes a lot of courage to live life on your own terms. You'll be faced with a lot of fear.

What if I fail?

What if people laugh at me?

What if I make a fool of myself?

What if I make a mistake?

Those are all normal fearful questions that come up when taking the road less traveled, the road to your greatest life. The answer to all of them? So what? Do it anyway.

The next time you begin to feel fear, simply remind yourself that fear is just another emotion and that all emotions are generated through your thoughts. Your thoughts are causing you to feel fearful. So what if you fail. So what if people laugh at you. So what if you make a fool of yourself. So what if you make a mistake. So what? It doesn't mean anything anyway, except what you choose to make it mean. If you make a mistake pick yourself up, dust yourself off, learn what you're supposed to learn and continue moving forward. You may be required to shift your direction a bit, but you must move forward.

Ask yourself these questions:

What if I succeed?

What if it all works out beautifully?

What if it works out better than I could ever imagine?

How does that feel?

I'm sure it feels great, but what really matters is the journey. What matters is that you're living your life true to yourself. You may or may not reach the destination you

desire, but you may actually reach an even better destination, better than you ever thought possible.

Now, as we're coming to the end of the audio course portion of this program, I want to offer a few words of advice and one final story. As you maneuver your way through these tough times imagine yourself as the phoenix rising from the ashes. With every end there's a new beginning.

Wherever you are on your journey right now always remember these very important words. **DON'T GIVE UP. NEVER, EVER GIVE UP. YOU CAN OVERCOME ANY OBSTACLE NO MATTER WHAT IT IS.**

As you're just about to give up, that's when things are about to turn around. Although you may not know exactly how that will happen, just surrender to that and believe. In fact, it might happen much faster than you ever imagined. Why? Because miracles do happen. I have seen miracles happen over and over again over the years. The fact that my dad survived when he was on life support is one example. Remember, I talked about that in one of the previous modules; here's another example?

Around the same time I was going through my difficult situation I visited a good friend of mine who was experiencing some serious financial problems. She was unable to pay her rent and would be evicted from her apartment if she didn't come up with the money in the next week. It was a very stressful time for her. She tried to figure out how to get out of this bad situation. She attempted several different things to quickly generate cash, but for some reason nothing worked.

Unfortunately, I wasn't in any financial position at the time to help her myself. So she said if I could just figure out a way to manifest \$2K everything would be fine. Just \$2K that's it, that's all I have to come up with. My response to that was you can do that. You still have a few days to pull it off. Actually, instead of setting the intention of manifesting \$2,000, why don't you set the intention of manifesting \$5K? That will keep you going for the next month, too.

I was trying really hard to be a good friend, supportive, but honestly, I had no idea how such a thing could be possible. We were throwing those statements out, but we had no real plan behind how the money was going to appear in the next few days. It all sounded very Pollyannaish.

She finally decided to surrender and she said I'm surrendering to everything that's happening. I am allowing what's supposed to happen to happen. If I'm supposed to leave this place, I will. If I'm supposed to stay here, something will happen to make it

happen. It will all work out. I surrender to it all. Then I said sounds good to me. Just let it go for now. Hey, you know what? I have plans to meet my friend Jen for lunch shortly. Do you want to come with me? She said sure.

A few minutes later we put on our jackets and hopped into the car. The twenty-minute ride to the restaurant was filled with laughter and fun small talk. We were simply enjoying the present, living in the moment and loving life. I was excited to meet with Jen because I hadn't seen her for several months and there was so much catching up to do. We all had a beautiful time having lunch, chatting, laughing and sharing stories.

After about two hours it was time to say our goodbyes and Jen said to my friend, *'hey, let's keep in touch. Give me your number and I'll call you.'* My friend replied, *'well, actually, I'm probably going to have a different number very shortly because I'm moving, so I'll call you instead.'* *'You're moving. Well, that's exciting. Where are you moving to?'* Jen was a bit surprised, considering that this major event wasn't mentioned at all throughout the lunch. *'Actually, I don't know where I'm moving to yet.'* *'I don't understand,'* Jen said completely confused. *'I'm being evicted.'* *'What! What do you mean?'* She was totally in shock.

'Yeah, I'm being evicted. I didn't really want to talk about it during lunch,' she said. *'I'm having some financial problems right now and I haven't been about to come up with the rent so I'm being evicted, but don't worry. Everything will work itself out.'* *'Evicted, are you kidding me? How much money do you need? I'll lend you the money,'* Jen said. *'Oh, no, I can't accept money from you. It wouldn't feel right. Plus, I don't know when I'll be able to pay you back. Thank you so much for offering to help, though, that means a lot to me. I'll be fine, don't worry.'*

'I insist,' Jen said. *'How much do you need?'* *'No, no, I can't accept money from you.'* Jen then went into her purse and pulled out a checkbook and a pen. *'Okay, then, if you won't tell me how much you need I'll write you a check for the amount that feels right to me.'* I was stunned at what was happening. Jen had only met my friend once before, they barely knew each other. Was Jen really going to lend her money? I couldn't believe it, she began writing the check, she tore it off from the checkbook and handed it to my friend and she said *'here you go. This should help you pay your rent and keep you going for a little while. You can pay me back when you're 75 years old.'*

My friend took the check, looked at it and tears began to well up in her eyes. *'Thank you, I don't know what to say.'* *'You're welcome. Someone helped me out several years ago when I was down and out, I'm just paying it forward,'* Jen said with a huge smile on her face. The check was for \$7,500.

Now, I thought this story was a perfect way to end this course. It's the perfect example of how things can turn around in a split second. Often, things change in ways that you couldn't even imagine. You hear stories of miracles like this happening all the time, often even more dramatic and unbelievable. If it has happened to others, it can happen to you.

This isn't to say you should just sit down, not do anything and wait for something incredible to land in your lap. What I am saying is, have faith that something incredible will be sent your way. Do what you need to do, but surrender the control to how it is supposed to happen. Just know that miracles do happen and that great things are waiting for you around the corner. How you choose to navigate any difficult time that arises in your life and how quickly you bounce back and move forward is up to you. Ultimately, you hold the key. You hold the key to your own peace, your own happiness and your own destiny.

I'm Sonia Ricotti, wishing you all the best. May all your dreams come true and remember, dream big. I'm sending you lots and lots of love and light. Take care.