

ZEN ZONE MINDSET

INNER FREEDOM. INFLUENCE. IMPACT.



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I would like to personally welcome you to the **ZEN ZONE MINDSET TRAINING** program. The fact that you have taken this step tells me that you are serious about bettering yourself, may actually be fed up with mediocrity in your life and are truly ready to raise the bar.

However, you also know that there are

things still holding you back such as feelings of insecurity, shyness and loneliness leading to a lack of confidence when connecting with others both personally and professionally.

The **ZEN ZONE MINDSET TRAINING** program was designed to help you with these pesky issues so that you finally unleash your full personal potential in the world. The program is much more than superficial motivation or limited to academic theory. It is about achieving results through a practical 9 step formula that will help to empower your relationship building skills from the inside out. Like a physical fitness regime, it is more like an inner and verbal fitness program, that if applied will dramatically speed up and transform your personal growth and life-style success. The best advice I can give you is to keep it simple! If you complete each exercise with focus, determination, and commitment the results you will experience within 90 days will amaze you.

Wishing you the best of success!

Sincerely,



9 STEPS TO INNER FREEDOM, SELF-CONFIDENCE, AND COMMUNICATION MASTERY

STEP #1 CONNECT WITH YOUR PRESENT

Assessing your strengths and weaknesses to identify your current life condition.

STEP #2 CONNECT WITH YOUR PAST

Letting go the negative past by first forgiving others who you still hold resentment and grudges towards, and then forgiving yourself, for being so hard on you all these years.

STEP #3 CONNECT WITH YOUR VISION

Getting crystal clear on who you are and the type of life you have always dreamed of living. This step is all about determination, resilience and a 100% intentionality to be the best you can be.

STEP #4 CONNECT WITH YOUR INNER POWER

This is all about unleashing and strengthening yourself from within. It is about transforming negative beliefs and emotions into passion, love, and belief in yourself, as well as learning to tap into a Zen Zone Mindset.

STEP #5 CONNECT TO YOUR ACTIONS

This step is all about taking charge of your life by using a personal accountability system, prioritizing exercises, and access to a success partner.

STEP #6 CONNECT TO YOUR CHALLENGES

This is about busting through the obstacles, challenges, and scud missiles of life. It is about learning to quickly pick yourself up by the bootstraps and get back in the Zen Zone.

STEP #7 CONNECT WITH YOUR MAGNETISM

This step is about tapping into your true power to manifest. It is all about enjoying a state of grace, harmony and synchronicity and achieving an ongoing state of inner freedom with a powerful ability to attract what you want out of life.

STEP #8 CONNECT WITH OTHERS

This stage is about learning to communicate with clarity, confidence, and impact in both your professional and personal life. This includes your ability to effectively connect, listen, network, and date while attracting high quality, heart-centered relationships.

STEP #9 CONNECT WITH YOUR LEGACY

This step is about creating Legacy Circles, for the purpose of sharing and supporting each other towards leaving your mark in the world.

STEP 1: CONNECT WITH YOUR VISION

We begin by doing a self-assessment exercise to evaluate where you are in your life. We do this by identifying the areas of strengths and weaknesses and by re-doing this exercise monthly to see your lifestyle scores increasing month after month.

Calculate your scores from pages 5-10. Rate yourself from poor to excellent for each question, and when all 10 are done you can calculate your scores in the following way. For the POOR column you multiply 1X the number of ticks in that column, so if there are 3 ticks $1 \times 3 = 3$ and put 3 where it says total for that column. Then do the same for FAIR, then multiply 2 x number of ticks, if 3 then $2 \times 3 = 6$. When all 5 columns are complete you should have 5 numbers in the total boxes, then add up all 5 numbers (let's say its 30) then double 30 to get our percent which would be 60 in this case.

When you have all 12 percentages place them in column 1 on page 11

and then redo the exercise monthly. To give your assessment a more visual effect, fill in the wheel with colored pencils which will portray an x-ray of your scores which should serve as a motivator to improve your scores.

Now its time to fill in the assessment.....

STEP 1: CONNECT WITH YOUR PRESENT

HEALTH AND FITNESS	Poor	Fair	Avg	Good	Excl
How do I feel about...	1	2	3	4	5
The quality of my daily diet					
How consistently I do physical exercise					
How easily I am able to relax					
My physical appearance					
My level of physical vitality and energy					
How I take care of my body					
My athletic ability					
The strength of my body					
The quality and quantity of my sleep					
My level of physical stamina and endurance					
TOTAL					

/50 = %

FINANCIAL STABILITY	Poor	Fair	Avg	Good	Excl
How do I feel about...	1	2	3	4	5
How effectively I create wealth and prosperity					
How well I save money					
The way I invest my money					
How knowledgeable I am about my financial future					
How responsible I am with money					
My level of financial stability					
How well I keep my financial commitments					
My spending habits					
The way I plan and keep my budget					
The way I keep proper financial records					
TOTAL					

/50 = %

MOTIVATION AND ATTITUDE	Poor	Fair	Avg	Good	Excl
How do I feel about...	1	2	3	4	5
How motivated I am about life in general					
How well I bounce back after personal setbacks					
How effective I am in turning challenges into opportunities					
How consistent I am at keeping a positive mental attitude					
How good I am at responding rather than reacting					
The level of belief and commitment I have to myself					
The way I learn from mistakes					
How enthusiastic and passionate I am about life					
How positive I am					
How balanced my life is					
TOTAL					

/50 = %

PERSONAL DEVELOPMENT	Poor	Fair	Avg	Good	Excl
How do I feel about...	1	2	3	4	5
The steps I take to better myself					
How committed I am to improve myself					
How open I am to learning and growing					
My level of formal education					
How well I learn from others					
How honest I am in my communications with others					
How I push myself to achieve my goals					
My commitment to developing new skills					
My commitment to personal growth					
How accountable and self-responsible I am					
TOTAL					

/50 = %

SELF CONFIDENCE	Poor	Fair	Avg	Good	Excl
How do I feel about...	1	2	3	4	5
How clearly and effectively I communicate with others					
Myself					
How bold I am in approaching others					
The commitment I have to achieving my goals					
The way I express myself to others					
My willingness in taking healthy risks					
How well I overcome obstacles and challenges					
My public speaking skills					
How I take charge of my life					
How well I initiate conversations with others					
TOTAL					

/50 = %

TIME MANAGEMENT	Poor	Fair	Avg	Good	Excl
How do I feel about...	1	2	3	4	5
How well I organize and plan my time					
How well I get things done right away					
How punctual I am					
My commitment to action as opposed to putting things off					
How I manage my time					
How clear I am about my goals for the future					
How I keep my commitments					
How balanced my life is					
How well I prioritize					
My level of self-discipline					
TOTAL					

/50 = %

COMMUNICATION	Poor	Fair	Avg	Good	Excl
How do I feel about...	1	2	3	4	5
How assertive I am					
How well I listen to others					
How loyal and reliable I am in my relationships					
How good I am at developing good relationships					
How well I handle rejection from others					
How I motivate and inspire others					
How well I receive honest advice and feedback from others					
How well I admit to others when I am wrong					
My openness to learn from others					
How well I communicate my thoughts and feelings					
TOTAL					

/50 = %

STRESS MANAGEMENT	Poor	Fair	Avg	Good	Excl
How do I feel about...	1	2	3	4	5
How calm and relaxed I am					
How well I solve problems					
How effective I am at dealing with change in my life					
How well I deal with stress					
How well I learn from my mistakes					
How well I unwind and relax					
How well I cope with the ageing process					
How well I turn obstacles into opportunities					
How well I handle sickness and death					
How well I bounce back from personal setbacks					
TOTAL					

/50 = %

LEISURE and RECREATION	Poor	Fair	Avg	Good	Excl
How do I feel about...	1	2	3	4	5
How adventurous I am					
The amount of travel I do					
How much fun I have in my life					
The variety of recreational activities I do					
How much I enjoy socializing with others					
The time I take to enjoy entertainment					
The time I take to explore nature					
How well I balance work and play					
How much fun I am to be around					
How spontaneous I am					
TOTAL					

/50 = %

CAREER	Poor	Fair	Avg	Good	Excl
How do I feel about...	1	2	3	4	5
How much I enjoy my career					
My commitment to success					
How focused and determined I am					
My level of discipline at work					
How challenging my work is					
My opportunity for growth at work					
The enthusiasm I have for my work					
The achievements I have made at work					
How creative and interesting my work is					
How well I get along with others at work					
TOTAL					

/50 = %

SOCIAL RESPONSIBILITY	Poor	Fair	Avg	Good	Excl
How do I feel about ...	1	2	3	4	5
My sense of responsibility to society					
My awareness and concern regarding politics					
How up to date I am regarding world events					
My level of compassion towards others					
My awareness and respect for the environment					
My willingness to speak my mind on public issues					
My commitment to making a difference in the world					
How I take time to help those less fortunate					
The actions I take to give back to society					
My support for charities					
TOTAL					

/50 = %

SPIRITUAL	Poor	Fair	Avg	Good	Excl
How do I feel about...	1	2	3	4	5
The time I take for personal reflection					
The importance I give to things spiritual					
How well I am at forgiving others					
How non-judgmental I am					
How clear I am about my life purpose					
How consistently I experience inner calm					
My ability to experience deep insights					
How at peace I am with myself					
My level of intuition					
The depth of compassion I have towards others					
TOTAL					

/50 = %

ZEN ZONE MINDSET TRAINING



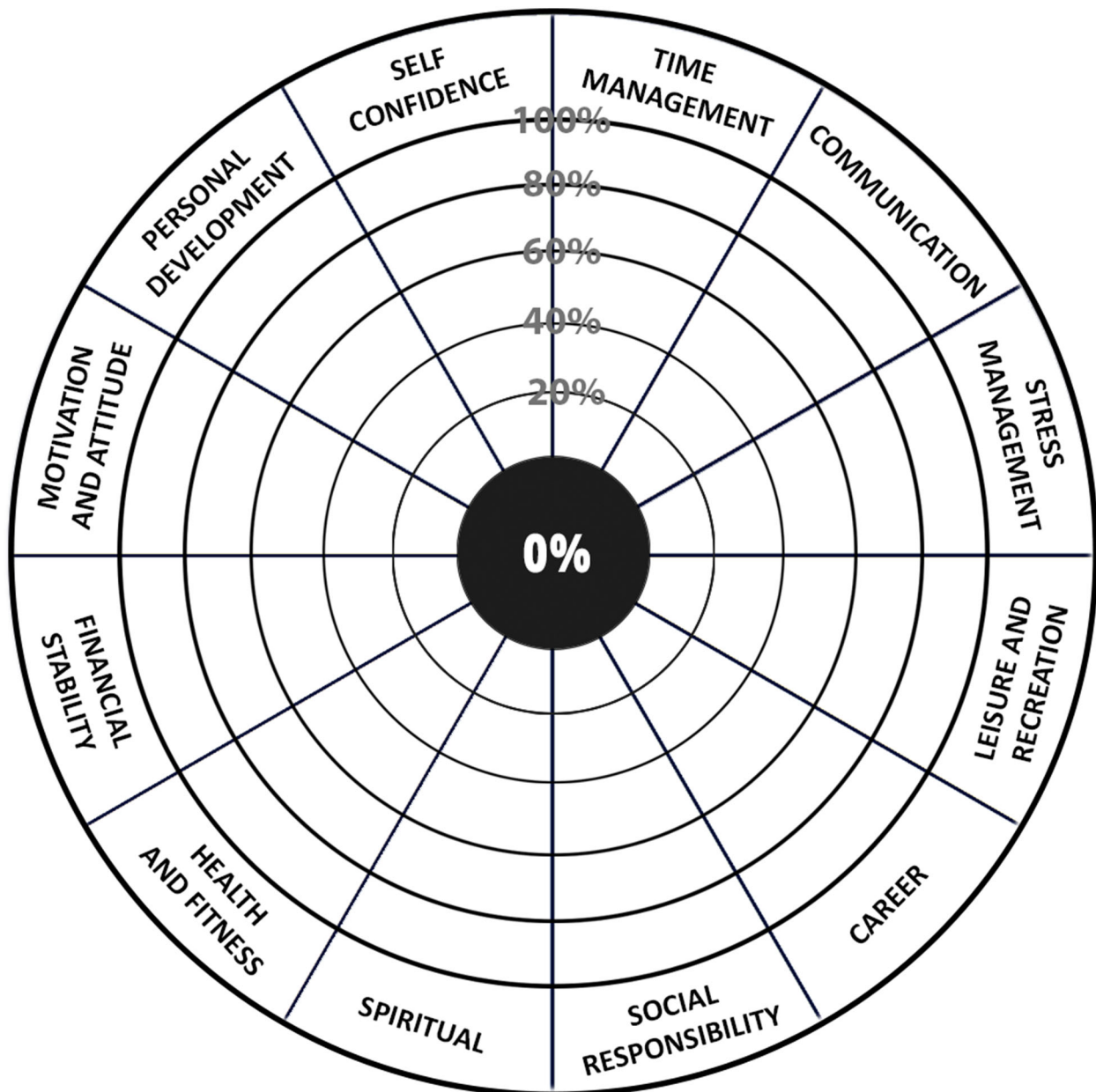
Record once a month for the next 6 months

	MONTH 1	MONTH 2	MONTH 3	MONTH 4	MONTH 5	MONTH 6
HEALTH AND FITNESS	%	%	%	%	%	%
FINANCIAL STABILITY	%	%	%	%	%	%
MOTIVATION AND ATTITUDE	%	%	%	%	%	%
PERSONAL DEVELOPMENT	%	%	%	%	%	%
SELF CONFIDENCE	%	%	%	%	%	%
TIME MANAGEMENT	%	%	%	%	%	%
COMMUNICATION	%	%	%	%	%	%
STRESS MANAGEMENT	%	%	%	%	%	%
LEISURE and RECREATION	%	%	%	%	%	%
CAREER	%	%	%	%	%	%
SOCIAL RESPONSIBILITY	%	%	%	%	%	%
SPIRITUAL	%	%	%	%	%	%

Having completed the first month of the record sheet, you are now able to focus on specific areas you most wish to improve.

SUCCESS WHEEL

To get a visual picture of your scores, fill in your percentages on the following wheel.



STEP 2: CONNECT WITH YOUR PAST

Now that you have a clearer idea about what your strengths and weaknesses are, you are ready to address the root cause of what continues to hold you back.

We must remember that we come into this world with a clean slate; like a new computer you may have just purchased. Over time however, viruses may get inside and keep it from functioning at the highest level of efficiency. In the very same way, we sometimes allow inner viruses to accumulate in the form of negative thoughts and feelings.

We then have a choice to either become victims of these thoughts or feelings or use them as opportunities for growth. Some of the more negative thoughts and feelings may remain with us for a long time, lying dormant within us like some form of "inner parasite".

Like doing a nutritional cleanse, we can choose to do a type of 'inner fitness cleanse'. Before we can effectively move on toward higher levels of personal growth, we first need to clear out the negativity of the past to make room for the positive elements we will allow in, during the later steps.

There are two parts to this step 2. Step 2a. is all about forgiving others and Step 2b. is about forgiving yourself. It's important to remember that when we speak about forgiveness, you are not forgiving others for their sake, you are doing so for your sake. You may not like the person, you may never want to see the person again, but you choose to forgive them so that you don't live with toxicity of resentment that undermines your life.

STEP 2a: Write a Power Healing Letter

Do you have anyone from your past or present that you continue to feel resentment, anger, or hold a grudge against. We recommend you write the letter as in the example below. You write a letter for each person who you consider fits the bill. If the list is short say from 1-3 people you can write letters to each, if more you may have to group some together, i.e., friends from high school.

Use the example below to help you write it effectively and accurately.

Paragraph #1

Dear _____,

“I hope all is well. Just letting you know that I am embarking on a self-development journey and one of the things I am learning about is how significant relationships I have had in the past have impacted me both negatively and positively and you are one of those people. I do appreciate the positive impact you had in my life. At the same time, I have also harbored negative thoughts and feelings toward you for several reasons. The purpose for this letter is for me to finally clear the air and forgive you”.

It is important to remember that this is only a sample idea of how you connect with the person in the first paragraph. You should communicate in a way that is appropriate for you and makes you feel comfortable.

Paragraph #2

This is where you clear the air. It is important to remember that this part of the exercise is about acknowledging, owning, and expressing your feelings, and not about criticizing or "dumping" on the other person. It is a time for you to acknowledge how you have felt over the years. For example:

I want you to know that I was very angry when you...

I was very hurt when you...

I was very disappointed when you...

I was extremely sad when you...

ZEN ZONE MINDSET TRAINING



You keep writing until you have nothing else to say...

It may include things they did or neglected to do. Once you complete the "clear the air" exercise, you can go on to paragraph #3.

Paragraph #3

The following is a sample:

I am now giving you back all the feelings of guilt, pain, sadness, etc.

While you are writing, you imagine sending back all these unwanted thoughts and feelings to that person, and then you write,

"I now completely forgive you for everything you did or did not do that had a negative impact on me in the past and I wish you well!"

Please remember that you are forgiving that person for your sake, not theirs. You may never see them again, but you are simply letting go

of the negativity that resides within you

STEP 2b: Write a Healing Letter to Yourself

Now that the first letter is complete you can begin thinking about any other person from your past that you also feel the need to write a similar letter to. If you do, then simply follow the exact format as the first one. If not, then you are ready for part 2 of the exercise which is to write a letter to yourself. In many cases, people have forgiven others, but continue to suffer because they have not forgiven themselves for being so overly self-critical. One of the most common issues I have seen over the years is that far too many people are way too hard on themselves. And so, as much as it is important to forgive others, it is equally important to forgive ourselves. So, with a pen and paper, begin writing a letter to your little inner boy or girl.

Dear Little John/Jane,

The first paragraph is written in a similar fashion to the one you did in the first exercise. The second paragraph is a little different as you replace the "clearing the air" paragraph with an apology paragraph. The following are only examples of the way you would apologize for specific issues. Again, these are just samples and you are encouraged to do your own that relate specifically to *your* past.

- I want you to know little John that I apologize for not pursuing your dream career.
- I apologize little Jane for not respecting your body.
- I apologize for not attracting more fun filled and nurturing relationships.
- I apologize for not building up your self-confidence.
- I apologize for neglecting you in so many ways.
- I apologize for being overly critical toward you at times.

Continue apologizing until you have nothing left to apologize for.

Once you have completed this section, you go on to write, as you visualize yourself giving that little boy or girl a big hug, for example:

I am now asking you to forgive me for all the things I did or did not do, that negatively impacted your life.

I just want you to know that I accept you, respect you and love you unconditionally like my very own little boy/girl and I am now committed to giving you the absolute best in every area of your life!

Completing these power healing letters will likely make you feel lighter, happier, and more peaceful.

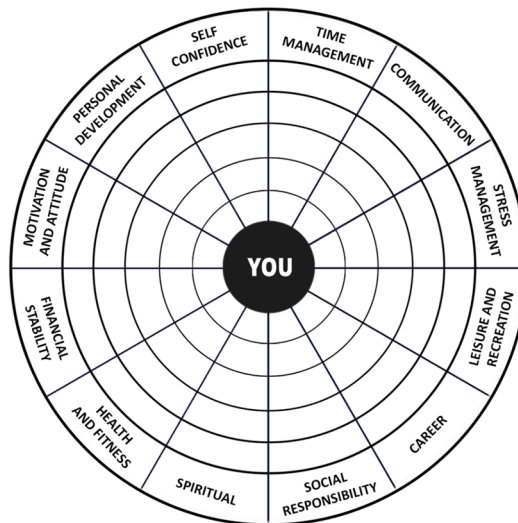
STEP 3: CONNECT WITH YOUR VISION

POWER OF INTENTIONALITY

Now that you have released some of the negativity of the past, it is time to focus on your future. We of course want to replace the negativity into positivity, and we achieve that by doing an Impact Visioning Process. You can either do this online using your desktop as the visual or do it the old fashioned was using a poster board you can purchase at any major drugstore.

You gather up as many photos, images, and items that reflect something you wish to have in your life, short term, medium term, and long term. Let your vision go wild, as this exercise should be fun, inspiring, and meaningful. It has been proven that visual goals have more impact than just writing them out.

1. Purchase a poster board
2. Gather your pictures, etc. That depict your desired lifestyle.
3. Paste the pictures, etc. In a circular fashion with your personal picture being at the center of the board. .
4. Meditate on the vision board by looking at it for at least 5 minutes every day.



BRAINSTORMING EXERCISE

If you need help to decide what your desired lifestyle is, begin by brainstorming specific goals that you have in each one of the following categories.

HEALTH & FITNESS

RELATIONSHIPS

FINANCES

TRAVEL

EDUCATION

LEISURE & RECREATION

PERSONAL DEVELOPMENT

CAREER

SELF CONFIDENCE

SOCIAL RESPONSIBILITY

TIME MANAGEMENT

SPIRITUAL

WRITE YOUR OWN ...

PERSONAL MISSION STATEMENT

If you are not a visual person and wish to simply write out your vision, you can use the following as a sample....

Create a vision or picture of the type of lifestyle you wish to create for yourself over the next 3-5 years. This vision is realistic, challenging and may encompass many areas of your life, i.e., health and fitness, financial freedom, family, fun as well as recreation, education, social, spiritual, etc.

Example

My goal is to be a highly successful financial consultant helping as many people as possible achieves their financial goals. With an annual income of \$100,000/year I expect to enjoy the full benefits of family life, living by the sea, travelling twice a year, and providing our children with the full range of opportunities they need to be the best they can be.

GENERAL VISION

Following the example above describe the kind of life you wish to create for yourself over the next 3-5-10 years.

STEP 4: ONNECT WITH YOUR INNER POWER

Now that we have clarified our vision it is time to empower ourselves from within. To create the desired lifestyle, we just described we need to be mentally tough, fit and spiritually sound. Transforming negative thinking into positive requires some discipline and commitment, and that is why doing exercises like the following one can be valuable.

Think of one thing that is the biggest weakness in your life. Something that if you can change would make a huge impact in your life. Using an 8 X 11 sheet draw a line down the middle of the page with the word AFFIRMATION on the top left and REACTION on the right. In the left column I suggest you write out a positive affirmation connected to your issue: in this case, let's use the example of procrastination. So, the affirmation can be,

"I always take action right away."

Yes, I know, you are saying something you don't really believe, but that is exactly how we will transform the negative into a positive. Begin by writing that same statement over and over down the left-hand column of the page. Every time you complete the affirmation on the left side, if you observe any positive or negative thoughts, write them down on the right-hand column. Immediately return to writing out the positive affirmation on the left side, and if there are any positive or negative thoughts, write them down on the right side. If there are no thoughts, then simply continue writing the positive affirmation down the left side.

There are three stages to this exercise. The first we call the *resistance* stage where you will likely notice a lot of negative thoughts showing up on the right-hand side. Your comfort zone is being threatened and the negative army of thoughts or images you are used to giving attention to, won't really like the newly found positive thoughts you are now affirming on the left side. Expect some strong resistance during this stage. It might look like this:

AFFIRMATION	REACTION
I take action right away	Ridiculous
I take action right away	No way
I take action right away	B.S.
I take action right away	What a stupid exercise

As you continue the exercise, you will notice a shift in the quality of thoughts down the right side. The negative thoughts begin to weaken in intensity because you are now giving equal attention to the positive re-enforcement. Instead of reactions like "no way" or "ridiculous" or "not true" you will begin to experience reactions more like, "we'll see" or "maybe." In stages, the negative reactions begin to weaken in their power which is why we call it the *weakening* stage.

The final stage is called the *power* stage, now as you write out the affirmation, you begin to feel the impact of the affirmation with a powerful conviction in your heart.

At that point you no longer write anything down the right side, as you focus all your attention on writing the affirmation in the left column six times.

Remember to press your pen hard down on the paper with strong conviction and emotion, thus imprinting the new affirmation deeper into your conscious and subconscious mind.

At that point you have completed the writing part of the exercise. Now you are ready to channel the words into a strong emotional commitment.

I recommend you do this part of the exercise standing up, as it often adds to your conviction level. Begin to verbalize your affirmation with passion from your gut for about two to three minutes.

"I TAKE ACTION RIGHT AWAY...

I TAKE ACTION RIGHT AWAY,

I TAKE ACTION RIGHT AWAY" ...

making sure that you verbalize it from your gut and not your throat. Many professional tennis players today will grunt as they are about to hit the ball because it results in a more intense impact in their swing. The grunt sound comes from an area slightly below your navel. By placing your attention there, you can channel your emotions much more powerfully than if it came from your throat.

What you are doing is taking the affirmation out of the mind and igniting the much-needed emotional element, preparing yourself for the third part of the exercise which is to translate all of this into action.

Once you complete the verbal part, I recommend acting right away, for at least twenty minutes or longer. It is important to plan out what specific action you will take before beginning the entire exercise that day, as it is preferable that there be no delay going from one part of the exercise to another.

For example, in this case related to procrastination, the action could be that you go directly to the kitchen and clean up all the dishes that have piled up over the last few days. The action part of the exercise should be at least twenty minutes long but if you choose to go longer that is just fine.

Once you have completed all three stages of the exercise you will likely feel clearer minded, focused, and motivated.

Please remember that procrastination is only one example of an issue you can choose to address. Others may include such things as patience, fear of rejection, laziness, diet, money, relationships; anything that resonates with *you*. Once you have successfully done this exercise with one of your self-limiting patterns, you can then use the same exercise with any other issue you wish to address. This will help you to transform your negative thinking into positive thinking.

The key is do these exercises regularly, sometimes for days, weeks or even months until the results become fully entrenched as part of you. For best results, I recommend you the writing, verbal, and action parts for two days, and then days 3-7 you can eliminate the writing part by only doing the verbal and action part. After one solid week of doing this exercise you can then plan the following week to redo the same affirmation or choose another one that you would like to master at this time.

STEP 5: ONNECT TO YOUR ACTIONS

TAKING CHARGE OF YOUR LIFE

Step #4 is all about your inner power and now we are ready for Outer Power meaning the actions needed to build the lifestyle we desire. There are 3 simple exercises we use for navigating and managing our actions.

PERSONAL ACCOUNTABILITY SYSTEM (see below)

This personal tracking sheet will help you get on track and stay on track with the important actions you need to take every day or at least several days per week. On the left side of the sheet, you will see room for the name of the activity.

Let's say for example the first activity you track is for physical exercise, then you write or type the word exercise in the rectangle and then you decide how many minutes you will exercise and how many times during the upcoming week.

For example, if you commit to doing 60 minutes every day then you will type 60 in each of the boxes where it says G for Goal. At the end of the day, you type in the actual number you did say 30 and then the total will become -30 for that day. You do that every day for entire week and the plus or minus total can easily be tracked so by the end of the week you see exactly how you did and how might need to adjust the goal going forward.

We suggest beginning we suggest you use no more than 3-4 activities to help you get used to using the system. By observing how you do from week to week, you will be able to track your progress in a practical and honest way.

SUCCESS PARTNER

Another support tool you can use is to have a success partner who themselves are tracking their goals touch base with you on a daily or weekly basis. This form of accountability is especially helpful for people who procrastinate or are easily distracted.

PRIORITIZATION EXERCISE

The Personal Tracking sheet is for the purpose of tracking functions that you do on a regular basis, say everyday or 3-4 times a week. The prioritization exercise is more of a to do list. At the bottom of the excel sheet below you can click to find it at the bottom of

the sheet. You simply make a list of everything you must do short term to long term. This might include such things as looking a house, mailing letters, applying to college, visiting friends, taking up a hobby etc.

You then categorize them into A, B and C. A's are for things to do right now, B's for next week, and C's for next month and beyond. Everyday you focus on the A's ticking them off as you complete them, keeping in mind that some B's will become A's, C's will become B's, and some might go right into A's due to an in immediate need for action just arises.

This exercise will help you order your actions which most often can be overwhelming if we do not have a simple structure to focus us each day.

STEP 6: ONNECT WITH YOUR CHALLENGES

Steps # 4 and 5 deal with our inner power and lifestyle power. The combination of the two reflects our total personal power. As we grow through the stages of 1-5, we should begin to feel increasingly good about ourselves and our lives in general. Now we also know that however good we might feel, challenges and obstacles are always just around the corner and so we need to be ready for these and go through what I call the self-mastery stage.

This stage is all about dealing with what I call the Scud Missiles of life. The question is not really whether we will experience the challenges, but much more about how we navigate through them. We want to ensure that we avoid being the victim of them, but rather master them all the while turning lemon into lemonade.

The challenges may come from outside ourselves for example, when we get triggered by someone else, or may come simply from our own thoughts and feelings which can spin out of control whether we get triggered from the outside or not.

BOOT STRAP EXERCISE – when we get triggered from either outside or inside ourselves one thing is certain, it doesn't feel good. If we can quickly, then no real need for the following exercise. However, if the negative feelings and thoughts persist here is a simple exercise you do. Say you have been triggered by a person where you become enveloped with feelings of fear or anger, then sit down with pain and paper. Ask yourself how you are feeling in this moment and answer the question via writing. Ask yourself what has triggered you and how you are feeling and answering the question you have an opportunity to get it off your chest.

Once you complete the written answer, express the answer verbally. After that ask yourself that it would take to get back into the zen zone? The answer can vary from needing to take a walk around the block, to confronting the person

verbally, to doing some form of meditation. Once you get back into the zen zone you will simultaneously get back into the flow of life. You will not only feel a sense of

personal accomplishment that you mastered your own mind but by learning to master this exercise you will build character, resilience confidence and ultimately impact others at a whole new level.

SELF TALK- When you are by your own mind by either thinking too much or obsessing emotionally on something, the first step is to be aware that it is happening. Once you recognize it, consider these destructive thoughts and emotions like an unwanted guest to your home. Simply respond to them by saying something like – thank you sharing, I’m not really interested!!! And get back in the zone. You want to get to a place where nobody and nothing will get you off track from living in inner freedom and your desired lifestyle.

STEP 7: ONNECT WITH YOUR MAGNETISM

Now that you are getting adept at navigating your life led by accessing your zen zone, it's time to take everything to a whole new level. Step # 7 is all about unleashing your personal magnetism to prepare yourself for attracting amazing people into your life. Steps 1-7 were all about empowering yourself and laying the foundation for mastering both your professional and personal relationships.

In step # 4 we learned to practice inner fitness exercises, basic exercises to help build your inner muscles and mindset. In step # 7 we take those to a new level. As we learn to grow in this step, we ultimately experience more synchronicity, harmony, and magnetism.

ADVANCED INNER FITNESS TECHNIQUES – Most of us this level is positive, however the rational mind is wily, and sometimes we are still being held back by negative thinking and judgmental thinking. The scud missile from within at this stage are more subtle. Let's use being judgmental as an example. You might be a person who feels good about yourself but if you stroll down a busy street, might find yourself judging others sometimes ever so slightly. Thoughts like “you look so pretentious “, “how can you wear such a thing “. “you look like a loser” and so on.

COMPASSION IN ACTION – To neutralize the negativity, I, doing the following exercise. Choose a relatively busy section of town and take a stroll. As you pass by each person (silently connect with them) saying such things as ‘I wish you well sir’, “Have a great day miss”, You look fantastic sir, “I send love your way misses etc. Continue doing this for 15-20 minutes and you will be amazed how empowering this exercise can be. By doing this exercise we

raise our vibration to a new level, ultimately feel better about ourselves and most importantly share loving vibes with those around us.

The Gratitude Circle – To unleash greater levels of magnetism and unconditional love, I recommend the following exercise. For this you will need a willing partner. Every night before you go to sleep connect with other. Each takes a turn to express all the things you are grateful for in your life and about the other person. The one listening just listens and receives, avoid getting into any discussion as this is about getting out of your head and into your heart.

Remember the heart is 5000 times more powerful than any other organ in the body including the mind. These few exercises will help you tap into the power of the heart, all of which laying the foundation you need to master your communications skills in #8.

STEP 8: ONNECT WITH OTHERS

Steps 1-7 are all about empowering yourself which conveniently leads us to the next step of empowering our relationships with others...

Breaking the Ice- whenever you meet someone for the first time it is all about breaking the ice. I recommend that you be authentic, down-to-earth and for the most part keep it light. It is also important to be an observer, get the lay of the land so to speak. Really tune in to who the other person is. By getting clearer on who the other person is you are in a much better position to respond to them rather than react. Listening is an extremely important skill when it comes to mastering your communication skills.

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Active Listening- for this exercise you will need a partner. Choose one as A and the other one as B. A will ask B a question that requires more than a yes or no answer, but not too long maybe 3-4 sentences. Here is an example...

What motivated you to move from Toronto to Los Angeles? Answer- I moved there over 10 years ago for several reasons. Firstly, my wife who is a nurse and an American was offered a great position at LA secondly, due to my asthma condition I needed to be in a warm climate where it was consistently over 70 degrees. And thirdly, I was ready for a change as I lived in Toronto all my life and was excited about living in a new country with many new opportunities.

Once B answers, A repeats what was just said in as much detail as possible. There is no need to answer word for word, rather demonstrate that you remembered all the key points. If A is satisfied with your answer, then you can switch with B asking A the question. If on the other hand B is not satisfied that all the key points were included, then A would have to repeat the process until they get it right.

This exercise provides you with an excellent opportunity to stretch your listening fitness level. It encourages you to really tune in to what the other person is saying and how they are saying it. If you keep practicing it, you will be amazed how it impacts every one of your relationships.

Personality Types – in order for you to respond rather than react to people you connect with it helps to know who are dealing with. Here are a few of the types and how you might respond to each.

TIMID/SHY – someone who is timid or shy tends to suppress their emotions. In these situations, you may choose to be more proactive by taking the lead in the conversation and by communicating in a gentle way. This will provide the other person an opportunity to develop trust and ultimately a comfort level to participate in the conversation.

TALKATIVE TYPE – some people can get quite wordy and scattered in their conversations. With this type of person, you may have to wisely interrupt in an appropriate way to make sure you help navigate the conversation in a constructive way.

SAD/LONELY – when you notice that someone looks down, you may have to deviate from making your own point and focus more on either cheering them up or by getting them to open by asking them questions. You will probably find that by getting them to express themselves, they feel better and appreciate being heard. Now you can return to your original purpose you had for the conversation.

STEP 9: ONNECT WITH YOUR LEGACY

CONNECTING WITH THE WORLD

Just to review, steps 1-7 is all about empowering yourself, step 8 is about becoming a more effective communicator with others on a day-by-day basis and step 9 is about making your mark in the world. This does not necessarily mean having a grandiose dream like ending hunger in the world. It may be a large vision but also can be as simple as working as a volunteer in your local area. Love can be spread b in many ways, and it is very much a personal choice. As you grow in the Zen Zone process, you will feel better about yourself and your relationships. A natural evolution of those feelings is to feel a sense of compassion frow within you as you are compelled to impact society in some way.

A particularly useful activity at this stage is to form a Legacy Circle for the purpose of having a mastermind group where a small group of like-minded people meet up to support each other to clarify their legacy, implement it and maintain it. It works best when you have 6-8 people in the group. You can meet up monthly on or offline to share ideas, give feedback and simply be accountable to each other.

As we complete the Zen Zone Mindset program, please remember that results will only happen if you use the tools provided and practice the techniques. You have access here to a self-coaching system which means that whenever you get off track you will now know exactly what step to work to get back in the zone.

We look forward to hearing about your breakthroughs and successes. Let's continue to support each other on this fascinating journey...

PERSONAL TRACKING SYSTEM

MONTH: _____

GOAL		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	Balance						
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GUIDELINES:

1. I am committed to filling in my tracking system for the next 30 days.
2. I will show a copy to my Success Partner, _____ everyday.
3. For every day that I do not I must _____.

SUCCESS PARTNER: _____

Date: _____