



Presents

**“I BELIEVE IN YOU!
VOLUME 1”**

Written by

John W. Carver, III

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P.O. Box 39

Manchester MD 21102

www.johnwcarver.com

"Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time."

Thomas A. Edison

This book is dedicated to
my amazing wife. She has
believed in me since 1987.

I love you Tammy!!

Special Thank you to my
mom, Edna Carver, for
editing my grammatical
mistakes!

“Achievement is not always success, while reputed failure often is. It is honest endeavor, persistent effort to do the best possible under any and all circumstances.”

Orison Swett Marden

I Believe in You

Volume 1

Many of you know that back in 2007 I wrote a book called, "Rising from the Hood – The Cure for American Cities." The book was intended to provide information for people who wish to rise above their current situation and realize their goals and dreams that have only been goals and dreams. In the book I gave specific details how someone, if they chose to practice the information I have in the book, can radically change their lives.

Since 1988, I have had the opportunity to coach thousands of people through my blogs, radio show,

articles, coaching and speeches. It has been a privilege to mentor so many people who have looked to me for new ideas, reminding them that they have potential in them and showing them a way that they can realize any dream, any goal and any desire that they may have in their lives. This book has been a labor of love. It is a collection of many of the writings that I have put online, shared in sermons, taught in group forums and coached people one on one.

My hope is that when you read this book you will be given hope, courage and the desire to do the extraordinary for not only yourself but for the people in your life.

I believe in you! I really do!

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“You will be the same person in five years as you are today except for the people you meet and the books you read.”

Charles “Tremendous”
Jones



Ain't You Scared?

Several years ago, before I bought a cell phone, I was traveling through the inner city of Baltimore Maryland to visit a client. I entered a neighborhood intersection when a man ran a stop sign and plowed into my car. The impact thrust my car up partially onto the sidewalk and jammed the driver's door shut. My head hit the driver's door window with such force I felt like my head was going to explode. As I crawled out of the passenger's side door a little dazed I

began looking around for a pay phone to call for help. I stumbled to a corner store across the street and asked the owners if I could use their phone. They directed me to a pay phone nearby. As I approached the phone a group of about twelve or more young men approached me. Now, these young men and I were not my same color but I didn't really notice them. I was raised to be (racially) color blind (in reality I am blue/green color blind). The young men encircled me and asked me, "Ain't you scared?!" I have to admit I got angry that they even thought (without knowing me) that because of their skin color I was afraid. It wasn't and isn't logical in my brain to fear people based on skin color! I realize, as Malcolm Gladwell

writes, “We learn by example and by direct experience because there are real limits to the adequacy of verbal instruction... “Snap judgments are, first of all, enormously quick: they rely on the thinnest slices of experience ... they are also unconscious.” The young men were taught to assume what they assumed about me.

By this time, I was annoyed that some “jerk” totaled my favorite car...my 1986 Oldsmobile Cutlass Supreme. The young men persisted to try to intimidate me. I responded in a way that I felt was appropriate. I said, “Why should I be afraid...you’re human and I’m human...so that makes us the same.” I saw shock in the faces of several of the young men. They

didn't expect me to view them as my equal. One by one they walked away as I searched for change to call for help.

In Malcolm Gladwell's book "Blink" he writes, "We live in a world that assumes that the quality of a decision is directly related to the time and effort that went into making it...We believe that we are always better off gathering as much information as possible and spending as much time as possible in deliberation. We really only trust conscious decision making. But, there are moments, particularly in times of stress, when haste does not make waste, when our snap judgments and first impressions can offer a much

better means of making sense of the world. The first task of Blink is to convince you of a simple fact: decisions made very quickly can be every bit as good as decisions made cautiously and deliberately.” He also writes, ““The answer is that we are not helpless in the face of our first impressions. They may bubble up from the unconscious - from behind a locked door inside of our brain - but just because something is outside of awareness doesn't mean it's outside of control.”

For years I have helped thousands of people in various forums (including face-to-face in people’s homes) understand various areas in their lives. I have seen “both sides of

the tracks” MANY MANY times. I, truly, feel there is no difference between me and people of color. However, there are many people who do not feel this way. In fact, most people do not even know that they are being “manipulated” in ways they cannot imagine.

Kevin Roberts, CEO of Saatchi and Saatchi Worldwide said, “You feel the world through your five senses...the brands that can move you to that emotional level can create loyalty BEYOND REASON...” Did you catch that? Marketers and advertisers create environments that appeal to our emotions thus bypassing our logic. When this happens people don’t know why they do what they do.

One advertising firm's slogan... "We create ideas that inspire enduring belief." This is the same company that markets Frosted Flakes Cereal and Heinz ketchup. Can you imagine your life without Tony the Tiger from Frosted Flakes saying "They're GREAT!!?" The Axiom Corporation has information about millions of people from the magazines you buy to the shoes you wear. They provide lists for marketers.

Most human beings make decisions based on EMOTION then justify it with LOGIC!! I would say that 97% of people have no clue why they feel the way they feel and do what they do. Look deep inside you and identify those areas that just don't

make any sense. Consider reassessing why you buy certain products, listen to certain music, hang around certain people and avoid the same. Are you being manipulated?

I believe in you! TM



“Be the Change”

Some people, I have met, have told me that they “wish” the world was a better place or they “wish” society was this way or that way or they “wish” they could achieve this or that in life. These people live in “Wish-Land.” That is, a state of mind whereby people see change as a wish and not a possibility. I remember when President Ronald Reagan suggested that the Soviet Union will, one day, be no more. President Reagan was able to move past his

“Wish-Land” to a **STATE OF MIND** whereby he foresaw (along with many other people) a situation, environments and dialogue that helped create an atmosphere where the people in the Soviet Union could choose their own leaders and re-birth a new nation.

Those who move past a “Wish-Land” mentality become INFLUENCIALS in their own culture and, many times, in other cultures as well. Ed Keller and Jon Berry wrote a book called “The Influentials” where they highlight the characteristics of those who become “INFLUENCIALS.” If you seek to become an “Influential” in your life then consider some of the habits that Keller and Berry suggest:

- ✓ They attend community meetings.
- ✓ They serve on committees.
- ✓ They volunteer even though they live busy lives.
- ✓ They READ!!!
- ✓ They have ties to larger number of groups than the average American.
- ✓ They are people others look to for advise.
- ✓ They have active minds....have a restless intellect.
- ✓ They are determined to overcome personal obstacles.
- ✓ They believe change is a “good thing.”
- ✓ They are clear-headed about their priorities.

- ✓ They use multiple sources for information.
- ✓ Again, they READ....ALOT!!

These are just some of the characteristics of those who INFLUENCE many people. If you wish to be an Influencer then consider the (above) habits of the most successful INFLUENCIALS in American society. For those who wish to see CHANGE in your own lives there needs to be a CHANGE in the way you think about yourself!!

In Earl Nightingale's classic recording "The Strangest Secret" he points out that CONFORMITY is one of the greatest dangers in American Society. He defines conformity as, "people acting like everyone else,

without knowing why or without knowing where they are going.” We see this, most, with young people today. When people, blindly, conform to the habits, words and actions of people who “don’t have a clue” where they are heading in life the end-result for us is obvious.

You CAN change! It begins with a realization that you have the **CAPACITY** to do great things in your life, that you will make the **DAILY** changes in **YOUR LIFE** to create an environment that will propel you toward your goals and dreams and you will **FIRE** those people, in your life, who do not believe in your potential. Do not assume that only “special” people can create the lifestyle they

wish to live. If you believe that you were **BORN FOR GREATNESS DEVELOP RIGHT HABITS** then feed your mind and spirit the material that you need to excel no one can stop you...no one!!

You can be **THE ONE** in your family that can be a catalyst for your entire household, neighborhood, city, state and country. **It starts with YOU! BE THE CHANGE!**

“I believe in you!” TM



Christmas ALL YEAR!

Is it just me or does it seem like the older we get Christmas arrives at a faster rate than when we were kids? It is interesting to me that the American society focuses on giving (and getting) during, only, one time of the year. There are five cities that seem to celebrate the holiday all year. They are North Pole Alaska, North Pole New York, Christmas Florida, Bethlehem Pennsylvania and Santa Claus Indiana.

The origin of Christmas is centered on the idea of personal

sacrifice. That is, giving of one's self to others with NO EXPECTATION of anything in return. Many years ago some societies taught their people to welcome guests into their homes by washing their feet from the dusty streets, then offer them food and a place to stay for the night WITHOUT ANY EXPECTATION OF SOMETHING IN RETURN! This was a, TRUE, act of humility. There's an ancient text that reads, "Each of you should give, not reluctantly or under compulsion..." I struggled with this concept for a long time. When someone did something for me, I felt compelled to try to give back. These days, I say "Thank you!" That is the law of reciprocity. A definition of reciprocity is "a mutual exchange;

rewarding kind actions; trading favors; social obligation.” Reciprocity as a form of social obligation calling for future acts of kindness can be seen in the Japanese word for thank you, "sumimisan," which means "this will not end"

Dean Rieck writes, “The Rule of Reciprocity firmly states that we are all bound — even driven — to repay debts of all kinds. Someone does something for you. Then you feel obligated to repay. It's an almost automatic reaction. Cultural anthropologists Lionel Tiger and Robin Fox go as far as to claim that we live in a "web of indebtedness" and this web is central to the human experience, responsible for the division

of labor, all forms of commerce, and how society is organized into interdependent units.

Therefore, reciprocity is a deep and powerful principle that, under the right circumstances, is all but impossible to resist.” Consider GIVING JUST TO GIVE!!!

What if we, as a society, practiced the Spirit of Christmas, ALL YEAR? Here is what I think it would look like:

- People would care more about giving of the time, talents and treasures (money) than receiving the same.
- People would look for ways to share instead of bargain.

- People would go out of their way to do MORE than is expected.
- People would not give to get...they would just give to give.
- Young people would GO OUT OF THEIR WAY to share in the responsibilities around their homes.
- People would respect the elderly because of all their accumulated wisdom.

There is a hidden benefit to GIVING. YOU WILL RECEIVE in ways you cannot imagine. Don't give to get but when you develop the habit of giving you open up your mind and emotions to realize blessings in your life that you cannot imagine!

Be a, DAILY, giver and watch your
life change!!!

“I believe in you!”™

“All who have
accomplished great things
have had a great aim, have
fixed their gaze on a goal
which was high, one which
sometimes seemed
impossible.”

Orison Swett Marden



Do You Believe?

Have you ever looked at people like Donald Trump, movie stars or President Obama and wonder “how they do it?” As I have observed and studied MANY people, over many years, there is one thing that is consistent with people who have “MADE IT.” These people believe in their own GREATNESS. They assume they will succeed. They assume they will endure. They expect

and demand GREATNESS from THEMSELVES. No one (publically) has to reassure them that they are **ABLE TO OVERCOME ANY OBSTACLE.**

Most people, however, assume they are INFERIOR to some people. **THIS IS NOT SO!** I have witnessed so many people walking around with their head down, speak in negative tones, assume that because they came from the “wrong side of the train tracks” there’s no future for them. **THIS IS DEAD WRONG!**

One who expects greatness holds their head up high; they speak with clarity and know where they’re going. They look up every morning with expectations of reaching their

dreams. **Their words are FULL of optimism!!** They have “laser beam concentration” because they know this is what it takes to overcome the day-to-day set-backs. They pay attention to the small things in their lives as those “small things” can lead to BIG things.

Marden writes, “Most of us strangle our supply by our pinching thoughts, our stingy, poverty thought, and our doubt and fear thoughts. We pinch or entirely cut off the inflow of prosperity by our poverty-stricken mental attitude.

The stream of plenty flows toward the open mind, the expectant mind. It flows toward faith and confidence and away from doubt. It

will not flow toward a stingy, pessimistic unbelieving mind, a fearing, worrying, anxious mind. We must keep the current open or the supply will be cut off...There is a constant stream of power, a current of forces running to and fro between individuals who come in contact with one another, if they have inquiring minds. We are all giving and taking perpetually when we associate together. **The achiever today must keep in touch with the society around him; he must put his finger on the pulse of the great busy world and feel its throbbing life.** He must be a part of it, or there will be some lack in his life.”

There is a story of a set of twins. They were young men. One of them was a hunter (Esau) and the other was a chef (Jacob). One day while the hunter twin was out looking for food the chef twin made some delicious stew. All the family came to eat. The hunter twin did not return home at dinner time. While the hunter twin was out hunting he was starving. He was so hungry. Finally, late that night the hunter twin came home and asked the chef twin brother to give him some stew. The chef twin refused. The hunter twin got angry. Finally, the chef twin said, “OK, I will give you some stew BUT you have to sign over your inheritance NOW so when Dad dies I get everything.” The hunter twin was so **shortsighted and hungry**

he agreed to sign over his inheritance. The hunter twin lost millions of dollars in inheritance for some stew. How often do people give away their future prosperity and happiness for something insignificant or short term thinking?

Do you believe in YOU?????!! If you've made stupid mistakes...SO WHAT...GET UP...BRUSH YOURSELF OFF and start climbing AGAIN!!! Bury those mistakes but learn from them before you do. Throw away the useless baggage that has slowed you down.

I BELIEVE IN YOU!!!



Don't Judge a Book...

We have all heard the saying **“don't judge a book by its cover.”** How often, however, have we **JUDGED** people based on their appearance, social status, income etc? All of us have done it from time to time.

Dr. Katrina Firlik was the first woman admitted into the neurosurgery residency at the University of Pittsburgh Medical Center. Her book, **“Another Day in the Frontal Lobe,”**

provides a glimpse into the training of a brain surgeon:

I walked into yet another examining room...18 year old, cerebral palsy, spastic. Okay, Okay I have seen this before,...I looked at the patient for a second: very skinny, special wheelchair, arms contracted, head support in place, mouth hung open. It was clear I wasn't going to get a medical history from him so I turned to the parents, my back to the patient. The story picks up and is told by a friend:

It was clear that she was not going to get any information from him so she turned to speak with his parents.

As she began to write down the history

her senior mentor entered, introduced himself, and surveyed the room before taking a seat on the exam table. He sat quietly for several very uncomfortable seconds and then he looked the young patient in the eye and asked, “So, when did you graduate from high school?” She said the young man’s face lit up like she had no idea it could.

Her mentor had taken the time to notice that the patient was wearing a large high-school class ring, so large that it looked silly on his bony finger. His body, far more than his mind, had borne the brunt of his cerebral palsy. He was a proud, beaming high-school graduate, who used a special computer to help him communicate. (Katrina

Firlik, Another Day in the Frontal Lobe, Random House, 2007, pp. 138-139

How many people, in our lives, are ignored because _____ (fill in the blank)? How many times have you been ignored because people may have thought certain things about you? **I have found that there are a WEALTH of relationships with people who society considers not worth our time.**

The term inattentional blindness was coined by Arien Mack and Irvin Rock in 1992. It was used as the title of Mack and Rock's book published by MIT Press in 1998. The book describes the discovery of Inattentional

Blindness and the procedure used for revealing it.

The best-known study demonstrating inattention blindness is the Invisible gorilla test, which was conducted by Daniel Simons of the University of Illinois at Urbana-Champaign and Christopher Chabris of Harvard University. Their study, a revised version of earlier studies conducted by Ulric Neisser, Neisser and Becklen, 1975, asked subjects to watch a short video in which two groups of people (wearing black and white t-shirts) pass a basketball around. The subjects are told to either count the number of passes made by one of the teams or to keep count of bounce passes vs. aerial passes. In

different versions of the video a woman walks through the scene carrying an umbrella, or wearing a full gorilla suit. After watching the video the subjects are asked if they saw anything out of the ordinary take place. In most groups, 50% of the subjects did not report seeing the gorilla. The failure to perceive the gorilla or the woman carrying an umbrella is attributed to the failure to attend to it while engaged in the difficult task of counting the number of passes of the ball. These results indicate that the relationship between what is in one's visual field and perception is based much more significantly on attention than was previously thought.

I will never forget when we adopted our first two children, Rebecca and Matthew, from Russia. When we were leaving Rebecca's orphanage with our new daughter in hand more than a dozen children were hanging on me yelling "Papa." Each of them, it seemed, wanted me to take them away from the orphanage. That experience, radically, changed my life. **It instilled in me that there must be millions of people around the world who just want people to notice them and engage them.**

See what society is blind to seeing. Build relationships with those who are on the fringes and watch YOUR life blossom.

I believe in you!!™

“Don't wait for
extraordinary
opportunities. Seize
common occasions
and make them great.

Weak men wait for
opportunities; strong
men make them.”

Orison Swett
Marden



Go Ahead And Fail!

Most people that I have met are taught that failing is bad. I can still remember in first grade when my teacher gave me a big orange “U” (for Unsatisfactory) on one of my writing assignments. Most of us go through grade school and then high school with a certain level of anxiety about failing. This anxiety, unfortunately, has leaked into adulthood. Most people do not even like to ATTEMPT new ventures or opportunities because of that little “demon” on their shoulder that says,

“DON’T DO IT...YOU’RE GOING TO FAIL!”

I know someone who lives in the country and birds constantly build nests in her hanging baskets above her front porch. She brushes the nests out of her hanging baskets and within a few days the birds **rebuild their nests**. Are birds smarter than people? Many people give up after they get knocked down over and over...not birds! What about you? When you fail do you give up the first, second, third time? I hope not because the fourth attempt may be the time that you achieve your breakthrough!

Bill Gates of Microsoft was a college dropout. Thomas Edison was the holder of 1,093 patents. His

teacher told him he was stupid while he was in school. Basketball icon Michael Jordan was told he “didn’t have enough skill.” Michael Jordan says: *“I’ve failed over and over again... that is why I succeeded.”* Steven Spielberg was placed in a “learning disabled class” while in school. According to the late Walt Disney, “You may not realize it when it happens, but a kick in the teeth may be the best thing in the world for you.” Napoleon Hill (author of *Think and Grow Rich*) who said: *“Opportunity often comes in disguised in the form of misfortune, or temporary defeat.”* There are millions more people known and unknown who looked FAILURE IN THE EYE and KEPT GOING!!

There is a profound difference between FAILING AND QUITTING! EVERYONE FAILS! Champions, however, NEVER QUIT! They get knocked down, READJUST their stance and attack strategies and GO FOR IT as long and as many times as it takes to achieve VICTORY! EVERY SINGLE DAY you have to decide that NO MATTER WHAT, you are NOT going to QUIT!! You will PERSIST UNTIL...

Sir Winston Churchill once said, “Never give in, never give in, never; never; never; never – in nothing, great or small, large or petty – never give in except to convictions of honor and good sense”

Don't be afraid of failing!

Learn from each failure, readjust and
go for it again until you succeed!

I believe in you!TM

“Success is not measured by what you accomplish, but by the opposition you have encountered, and the courage with which you have maintained the struggle against overwhelming odds.”

Orison Swett Marden



“I WILL”

January 24, is my mother’s birthday. She is alive today because a family said, “I WILL.” During the summer of 2010, after struggling with heart failure as a result of a specific chemotherapy drug that she took in 1998 when she had cancer. she received a heart transplant. Today, she lives because others said, “I WILL” (donate their relative’s heart). To me “I WILL” suggests other ideas that I would like to share today.

Dryden wrote, “Fortune befriends the bold.” Many years ago, in the Baltimore Maryland harbor stood a small number of soldiers that

were about to be overrun by the British Navy in their attempt to rule the new Americans. Francis Scott Key was so moved by the courage of the moment he wrote the Star Spangled Banner. The last verse reads:

“Oh! thus be it ever, when freemen
shall stand
Between their loved home and the
war's desolation!
Blest with victory and peace, may the
heav'n rescued land
Praise the Power that hath made and
preserved us a nation.
Then conquer we must, when our
cause it is just,
And this be our motto: "In God is our
trust."
And the Star - Spangled Banner in
triumph shall wave

O'er the land of the free and the home
of the brave!”

How hard has it been for people you know (maybe even yourself) to “stand your ground” when you feel like giving up? How hard has it been to “keep going” when all hope seems to be lost? This is when the “I WILL” attitude can help you regain that momentum that “leaked out” as a result of difficulty after difficulty in your life. Being bold in the middle of struggles can be very difficult but this is the ONE ingredient that ALL successful people realize that PULLS them THROUGH life’s disappointments and challenges.

The “I WILL” attitude is a DECISION that each of us must make in order to STAND when you FEEL

like FALLING DOWN! Think about the Police Officers in Firefighters in your community who say “I WILL” (help) to total strangers. They place their safety on the line for people each and every day AND make a positive difference in communities all over the country. Orison Marden wrote, “Conquer your place in the world. Combat difficulty manfully; sustain misfortune bravely; endure poverty nobly; encounter disappointment courageously. Don’t waste time dreaming of obstacles you may never encounter, or in crossing bridges you may have not reached.” I have met so many people, over the years, which are too afraid to STEP UP and reach for goals that they thought were only for the “privileged.” There were, however, a few who saw opportunities and said, “I WILL” and they reached

levels of success and contentment that only lived in their dreams. Consider not being afraid and say “I DO” when opportunity comes your way.

I believe in you! TM

“Most of our obstacles
would melt away if, instead
of cowering before them,
we should make up our
minds to walk boldly
through them.”

Orison Swett Marden



“Your Life Sentence”

If you had the opportunity to write a "life sentence" for yourself what would it say? That is, **a sentence that describes where you're going in life.** Most people, I have met, have never considered a "life sentence" for themselves. Someone once called those who don't have a clear goal for themselves in life "average and ordinary." I know, however, that is NOT you because you read my weekly emails with hopes of learning something new that can help you now and in the future.

John Maxwell once said, "If you grow you will change." In an inverse statement "**If you want to change you need to grow.**" That sentence is interesting to me as most people are afraid to grow or have no interest in growing then complain that their life is the "same ole same ole." There is one key of the SUPER SUCCESSFUL in life. They realize that **CHANGE is KEY to their MASSIVE SUCCESS** in life. These people understand that they cannot change the past but CAN use the past as a stepping stone and not a stumbling block. They realize that their personal attitude should mirror their potential. That is, "stinkin thinkin" nets a "stinkin' thinkin" life." **The, truly, successful people realize that people behave in a manner consistent with their beliefs.** Mirabeau wrote, "Trample upon your

impossibilities.” Alexander the Great once said, “There is nothing impossible to him that will try.” Your unwavering aim will get you to your goals but you have had to identify those goals for you and your life.

If your actions have been inconsistent with where you want to go in life, consider:

- Don't Complain...about anything.
- Cease from using negative words.
- Write down one sentence that describes where you want to go in life but write it in the present tense ("I am....") and keep it in front of you **ALL THE TIME!**
- Understand that personal growth comes from consistent internal change.

- You have the exact same capacity as any other human being on earth regardless of your past.
- Ask, daily, for Divine help in your endeavors.
- READ READ READ material that can help you get closer to your dreams and goals.

You can be on the edge of realizing something incredible in your life. Don't quit...don't give up!!

I believe in you! TM



In The Middle of It

I have a habit of looking for metaphors wherever I go in order to share ideas and concepts with you via word pictures, video or photographs. This past week I recognized a metaphor. As you know my youngest daughter is going through cancer for the second time in four years. Last Monday I took several of her siblings to the hospital to spend some time with her while she was receiving chemotherapy. While there, two of her siblings (Lindsay and Kristina) decided to dance with her **WHILE she**

was hooked up to chemotherapy drugs and ant-nausea medication.

As I shot video (<http://www.youtube.com/watch?v=JqzWv4eEWuI>) of the dancing the metaphor jumped into my brain!

Juliana, our youngest daughter, was (partly) being energized by those around her. She had a sister on either side of her to **KEEP HER GOING**. Here is a lesson for all of us. **Who do we have in front, behind and beside us at all times?** With whom are we surrounding ourselves with that will **ENERGIZE** us to **KEEP GOING IN THE MIDDLE** of life's struggles? Some may ask who can I find to be my "energizer?" The easy answer is to "recruit" people who are smarter, earn

more and have experienced more than you do. There is a POWERFUL chemistry when “two or three tare gathered” [or more] focused on the same thing. It’s called **SYNERGY!**

Your momentum in life is determined by the people you hang around, the habits you develop and the books you read. This is a concept that goes back thousands of years! I am in the middle of reading Russell Simmons book “Do You!” He writes, “If you find yourself stalling, there are several ways to break out of that condition. The easiest way is to simply put your head down and start working...stalling keeps you chained to one place and prevents you from moving forward. It prevents the

world's natural momentum from carrying you closer to your dreams.” Simmons goes on to share, in various parts of the book, that he did not attend college but he maintained “educated” people in front, behind and either side of him at all times.

When you find yourself in the middle of discouragement, frustration, fear and doubt look around you and see who is feeding you more of the same. If you want to **BREAK FREE** of those limiting thoughts and actions then you **MUST CHOOSE** to surround yourself with the right kind of people. This act can make or break your future.

Look around...choose carefully those who will **PUSH YOU...PULL**

YOU...toward your dreams and goals
for YOUR life.

“I believe in YOU!”™

“You cannot measure a man
by his failures. You must
know what use he makes of
them. What did they mean
to him. What did he get out
of them?”

Orison Swett Marden



Is It Possible?

As a kid I was always amazed by magicians. The way the magicians were able to make me believe that what they were performing was reality was amazing. I saw magicians **“walking through walls”** and **“catching bullets in their teeth.”** I knew what I was seeing was not real but I know what I saw with my own eyes. That started me on the path of questioning if what I saw with my own eyes was **REALLY REAL** or not.

What have we, as a society, placed in our minds that seems to be

“real?” For many years, in America, people of African descent were not considered human. Was that reality? Of course not! There are many in America, who believe, that because you do not have a college education or live in a “certain part of town” you can’t make it BIG TIME in life. Is that reality? Of course not!! In America, many people assume that “what is will always be.” Is this reality? Of course not! When we adopted our children from Russia and Belarus we were told **NOT** to give them anything cold (including ice cream) until they were five or six years old. I guess they thought it would make them sick. Was that a reality for us (as parents)? Of course not! We gave them ice cream as soon as possible AND THEY

DIDN'T GET SICK! AMAZING!! In America, millions of people believe that those in prisons and jails are beyond help and cannot be “rewired.” I disagree! This is why I created “Convicts with Convictions.” *My aim is to transform millions of convicts and former convicts into VERY productive citizens!!* Why? Because I believe it's POSSIBLE!

Today, I'd like you to question your “reality” and the societal “norms” that are in existence today. Is it possible for you to overcome obstacles in your past? Of course! Is it possible to overcome your lack of information about certain subjects that interest you? Of course! **Is it possible to step beyond the expectations of people**

around you that continue to keep you in a mental “box?” Of course!!

Your belief system has more power than you can imagine! Your belief system can enable you to look discouragement in the eye and spit in it. *The words you CHOOSE TO SPEAK have tremendous power to understand your own possibilities!!!* What if you were able to track the words you use and how your language connects to your potential? You would be AMAZED by its implications! Magicians use words and misdirection to trick us into believing what we are seeing on their stage. What if we are intentional about our words and our direction? **IT CAN ALTER OUR POSSIBILITIES!!**

STOP BEING AN ECHO! BE AN ORIGINAL! Your belief system can PULL you toward becoming the ideal YOU! Is it possible? Of course!!!

I believe in you!!

“Many a man has finally succeeded only because he has failed after repeated efforts. If he had never met defeat he would never have known any great victory.”

Orison Swett Marden



Leverage Your Past

In my businesses I get to meet people, all the time, with different strengths, weaknesses and stories. There are a few people who have chosen to **USE** their past as a source of inspiration, strength and hope for the future. Others, however, choose to use their past in a manner that keeps them from **REACHING UP** for new and better things in life. Can there be any lessons from a divorce, major illness, loss of a job, abuse, manipulation by a friend and others? Of course!

Most of those who reach their dreams have a habit of USING ALL the information in their **PAST** and **LEARNING FROM IT** instead of **STUMBLING OVER IT!** This takes real courage. I am sure, because there have been times in the past that most people do not want to “revisit” as it’s just too painful. Consider the following:

In Orison Marden’s book “Pushing to the Front” he writes, “A spark falling upon some combustibles led to the invention of gunpowder. A few bits of seaweed and driftwood, floating on the waves, enabled Columbus to stay a mutiny of his sailors which threatened to prevent the discovery of a new world.” What if

there had been no spark? What if there had been no, threatened, mutiny would they have even noticed the seaweed?

Marden continues, “It was a little thing for the janitor to leave a lamp swinging in the cathedral at Pisa (Italy), but in that steady swaying motion the boy Galileo saw the pendulum, and conceived the idea of thus measuring time. The web of a spider suggested to Captain Brown the idea of a suspension bridge.” What if those people would not have **NOTICED** (leveraged) information all around them for their benefit and, eventually, the benefit of MILLIONS of people?

Marden (can you tell he is one of my favorite authors?) said, “**Small**

things become great when a great soul sees them. A single noble or heroic act of one man has sometimes elevated a nation.”

Revisit your past...but briefly. Don't do it as a participant (which evokes emotions) but rather as a student (which gives knowledge). This process can help stop the habit of repeating the same mistakes over and over again and not changing your life.

“If past history was all there was to the game, the richest people would be librarians.” Warren Buffett

“I've come to believe that all my past failure and frustration was actually laying the foundation for the understandings that have created

the new level of living I now enjoy.”

Tony Robbins

Do not allow the challenges of the past keep you from reaching forward to your dreams. **STEP UP** on those experiences, notice the lessons in each situation, pay attention to the smallest of details and walk away with your head held high with ideas and a greater vision for your potential. As my friend, Chris, told me recently, “there are many minutes in life and then there are fewer special moments.”

Maximize each moment (in the past and present) as leverage to propel you to your dreams and goals.

“While I take inspiration from the past, like most Americans, I live for the future.” Ronald Reagan

“If past history was all there was to the game, the richest people would be librarians.” Warren Buffett

“I've come to believe that all my past failure and frustration were actually laying the foundation for the understandings that have created the new level of living I now enjoy.” Tony Robbins

I believe in you!



My Divorce!

Imagine if you live in Washington D.C. and you want to take a plane trip to Disney World in Orlando Florida. You buy your ticket, drive to the airport and run into an old “friend.” He convinces you to fly, with him, to Toronto Canada which is in the opposite direction as Disney World. You get to Toronto and shadow your friend while he does all he wants to do. Deep down inside, however, you REALLY want to go to Disney World but you don’t want to offend your friend.

Now, it is six months later and you have another week's vacation, and you buy another ticket to Orlando, Florida so you can FINALLY go to Disney World. This time, you run into another friend at the airport who convinces you to fly to Texas to visit with some hold high school friends for a reunion that was planned that you had no interest in attending. Again, you succumb to the persuasion of your "friend" and you are miserable the entire week. Over time, you never end up going to Disney World.

This little parable reminds me of how 97% of the public continues to chase other people's dreams instead of identifying and chasing their dreams. Many years ago I was in that group.

One day, after several weeks of reading **GREAT** books on self development, I decided to GET A DIVORCE! Not a divorce from my wife of now twenty three years and with whom I am, absolutely, NUTS about, but the people who kept convincing me to realign my life's plans for their life's plans. Has this happened to you?

The late Jim Rohn once said, **“Run away from the 97%.”** The decision that all of us have to “DIVORCE” ourselves from people who drag us down and stand in our way of understanding that we were created in God's image should be made at some point. I don't know about you but I am NOT getting any

younger, so, for me, (maybe for you) to live a life that is constantly at the “beck and call” of people who do not care about my goals and my dreams is unwise. **TRUE friends and TRUE leaders will help YOU find and follow your “Disney World Experience.”** These people will encourage you to step out of your “box,” climb every mountain, dream **BIG** dreams and **NOT BE AFRAID!**

Find those friends and leaders in your life that will PROPEL you forward and “DIVORCE” those who continue to drag you down, hold you back and do not believe in YOUR potential!!

I believe in you! TM



Notice the Overlooked

Have you ever seen people who have overlooked or ignored people in a given environment? People who are homeless, short in stature, the sick, dirty or criminals seem to not get our attention while those who are famous or, by society's standards "beautiful." There is a story written more than two thousand years ago about a government official who may have been a dwarf. He was, often, overlooked but feared and hated as a result of the power he had and how he

abused it. The story goes like this as it is found in Luke 19 in the Bible:

“There was a man there, his name Zacchaeus, the head tax man and quite rich. He wanted desperately to see Jesus, but the crowd was in his way—he was a short man and couldn't see over the crowd. So he ran on ahead and climbed up in a sycamore tree so he could see Jesus when he came by.

When Jesus got to the tree, he looked up and said, "Zacchaeus, hurry down. Today is my day to be a guest in your home." Zacchaeus scrambled out of the tree, hardly believing his good luck, delighted to take Jesus home with him. Everyone who saw the incident was indignant and grumped, "What

business does he have getting cozy with this crook?"

Zacchaeus just stood there, a little stunned. He stammered apologetically, "Master, I give away half my income to the poor—and if I'm caught cheating, I pay four times the damages."

Jesus said, "Today is salvation day in this home! Here he is: Zacchaeus, son of Abraham! For the Son of Man came to find and restore the lost."

This story intrigues me as there are people all around us who need our attention. They may not be the “beautiful” or, according to society, people who are “**worth our time.**” As in the above story **Jesus decided to**

impact Zacchaeus and as a result Zacchaeus decided to impact other people. There is a lesson within this lesson. When we impact people the impact does not become stagnant. **The impact grows exponentially.** It's like dropping a rock in a pond. Try doing it and not create ripples. It's impossible!

Whatever good you do for other people EXPANDS to other people. Zacchaeus must have heard about Jesus to climb a tree to see him. Jesus must have had some kind of reputation!! What's your reputation? Is it one of good, caring, sharing and trying to impact people?

Consider your potential!
Consider how you can notice others

who are secretly admiring your work but are too intimidated or afraid to approach you. **Seek them out, make a difference and watch your life and the lives of those you touch expand!!**

“I believe in you!!” TM

“No employer today is independent of those about him. He cannot succeed alone, no matter how great his ability or capital. Business today is more than ever a question of cooperation.”

Orison Swett Marden



Ponder Your Purpose

Remember the story of Batman, the comic book hero, who became Batman because of a tragedy in this life? Through much pain he decided to become a protector of the weak and a defender of truth. In my own life I look back and wonder IF my wife and I would have gotten pregnant (we have been infertile for 23 years) would we have met and adopted our six children whom I love with **ALL MY HEART?** Would our daughter, **Juliana** (who is now battling cancer for the second time in four years), still be alive if we

had not met Ron Stoddart from **Nightlight Christian Adoptions** and in 2003 adopted Juliana?

Often times it is so easy to ask why horrible things happen in our lives. Most of those events cannot be understood. Like one author asked, “why do bad things happen to good people?” **Regardless of what happens to us we are in full control of HOW we view the events in our lives.** There have been times, in people’s lives, when major disruptions have occurred that some people decided to make the most of the disruption. That is, “**when one door closed they began looking for other doors.**” *When we give into negative emotions, manipulation, fear, etc. We*

become dominated thus our standing is demoted by our own actions. Why, then, don't we take full advantage of all the gifts and talents GOD placed in us?

When events like these occur it COULD be a sign that you could be on the edge of finding your purpose....why you were born. How many people, do you know, who have died and really haven't lived? **Most of us give way before we enter into our greatness!** This is not for you!

In an average day what percentage of YOUR resources do you use...your mental capacity? Courage is the first step in realizing that you should be living higher than what you are right now!

Remove the “legs” in the areas in your life that have held you back. DEFINE THEM!! WHAT ARE THEY THAT PULL YOU FROM YOUR POTENTIAL? DEFEAT THEM!!

You were born for greatness!! Don't allow the past, discouragement, fear or the opinions of others to define you. **You are GREATER than you can IMAGINE!!** If you knew how uniquely you are designed nothing would stand in your way...NOTHING!! Believe in you...believe in your purpose for being...believe me that...

I believe in YOU!!



Shatter Your Expectations of Yourself

Imagine a life where you are living in your **STRENGTHS** instead of constantly trying to support the weak areas in your life. For some reason American society has most of us **SPENDING** more time trying to get better in our weak areas instead of **INVESTING** time and energy in areas where we are **WIRED TO EXCEL!** What if you had the guts to approach

your boss and help him or her redesign your daily activities in order for you to be more productive? A by-product will be a more satisfied life? In Marcus Buckingham's book "**Go Put Your Strengths to Work**" (buy a copy at www.tremendouslifebooks.com) he lists several tips to maximize **your** strengths. Buckingham writes, "Strengths are made up of three separate ingredients:

1. **Talents** – Such as empathy, assertiveness or competitiveness.
2. **Skills** – Such as knowing the steps involved in giving injections.
3. **Knowledge** – Such as, which dosage is correct for a particular

patient or who is your most dangerous competitor in the marketplace.

4. **BUILD** your job toward each strength”

He goes on to suggest:

- **FOCUS** – Identify how your strengths help you in your **CURRENT** job.
- **RELEASE** – What new situations can you put yourself into to use these strengths **MORE?**
- **EDUCATE** – Learn new skills and techniques to **BUILD THIS STRENGTH.**

- **EXPAND** – Again, **BUILD YOUR JOB AROUND YOUR STRENGTHS!**

The job you're doing now doesn't have to be the one you do forever. This is the beauty of reading GREAT BOOKS. That is, to expand your horizons in ways you have never imagined. What if you DECIDED, once you identified your strengths, to meet with your boss privately to discuss redesigning your job duties to leverage your strength zones? It would be a win/win situation!!

You cannot imagine the level of **YOUR CAPACITY!! You were born for greatness, for living a life that is limitless in your STRENGTHS!! Shatter what you THINK you can**

accomplish, SHATTER what you think is possible, LOOK beyond the obvious, DIG into the REAL YOU and DISCOVER talents and skill sets you have never identified.

I believe in you!TM

"No one is a failure until
they blame somebody else."

Charles "Tremendous"
Jones



Reacting to “Yesterday”

As many of you know I have been a “student” of people for many years. In other words, I study why people do what they do and help them climb from a life of less-than-ideal to a life of excellence and joy. I had an “ah-ha” moment a while back. Late one night I was watching the new Oprah Winfrey Network. Before I tell you what I saw and heard travel back with me to about 1968.

In 1968, I was less than two years old when I slipped on the landing

of our stair steps in our row home in Lakeland Maryland. I fell all the way down the twelve or so steps to the bottom. I remember as if it happened yesterday. I remember that I could not stop my fall no matter how much I tried to stop myself. For years and years I have been afraid of heights. Could the fall in 1968 have something to do with that fear? **It's as if I made a decision, unconsciously, to maintain as much control of MY OWN LIFE as possible so I won't "fall" again.**

Fast forward to 2011 when I was watching the Oprah Winfrey Network and heard something that brought incredible clarity to me. A doctor, on the show, said that people who are afraid of heights have a fear of being "out of control" of their surroundings.

That is, these people feel most secure when they can control what's happening around them and to them. **They have a fear of “letting go” in order to be free.** They're afraid of trusting anyone or anything. That got me thinking, not only about my life, but about the thousands of people who read my weekly emails.

How many people, reading this book, have been “stuck” in the “**rut of the past**” because of something that happened in the past? **How many people have placed their future in the hands of their past difficulties, stereotypes, bad relationships, past failures and struggles?** How many of US live, so much in the past, that we find it difficult to grab hold of new ventures and new opportunities?

The show I watched has forced me, now, to find a rock climbing wall and GO FOR IT!! Will it be scary? YES!! But, if I teach that we have to try to explode from our fears, then I have to be first in line to overcome mine. I will keep you posted on my progress.

You have a decision. The decision is to face what has, maybe without you being conscious of it, been secretly holding you back in life. **Take a moment or two to look back in order to move forward.** The time has come to look back in your history and use those events that were meant to destroy you or, at least, slow you down to help you catapult from an average life to an extraordinary life. Diagnose the situations in your past that may have “stopped you in your

tracks” and see if they are still being stumbling blocks in your path. My fear of heights has not destroyed me but it has kept me from enjoying certain sights. How about you? **What is keeping you from enjoying a life that is just beyond your reach? Climb your “wall!” Overcome that pain of the past, CHOOSE to look past the past and RUN toward a BRIGHTER future!!**

I believe in YOU!!™

“Obstacles are like wild animals. They are cowards but they will bluff you if they can. If they see you are afraid of them... they are liable to spring upon you; but if you look them squarely in the eye, they will slink out of sight.”

Orison Swett Marden



So Many Distractions

The older I get the more I see the amount of distractions is growing that keep people from realizing their “mission in life.” That is, what areas in your life seem to be crowding out the IMPORTANT things in your life? From IPAD’s to Blackberries to Cable Television we are bombarded with ways to use our time, as Denis Waitley, describes it “**Tension Relieving Activities instead of Goal Achieving Activities.**”

Christopher Columbus said, **“By prevailing over all obstacles and distractions, one may unfailingly arrive at his chosen goal or destination.”** Imagine if Columbus would have been distracted by every storm he faced when we was looking for the Americas. Columbus faced so many people telling him he was crazy for setting out on a journey when many people thought the Earth was flat. For Americans, we are thankful that he persisted.

David McCullough wrote, **“I'm very aware how many distractions the reader has in life today, how many good reasons there are to put the book down.”** Since modern technology has evolved, we see so few

people who have library cards and who read books that can help them GROW in life. It was my father who instilled in me the value of the **wealth of information in good books**. My personal library, now, consists of more than three hundred books on subjects that help me grow as an individual, leader and business owner.

Larry Dixon wrote, “**Winning teams have the least amount of distractions. They have a really tight group of people working towards the same common goal.**” Imagine if **YOU** surrounded yourself with people who believe in you, are smarter than you, earn more than you and are more grounded in their faith than you how different your

life would be in a very short number of years. This can be accomplished but it's up to you to locate those individuals and “attach” yourself to them on a consistent basis. It was the late Charlie “Tremendous” Jones who said, **“You will be the same person in five years as you are today except for the people you meet and the books you read.”** So, if you want to change your life in a **HUGE** way choose the **RIGHT** people to be around every day and start building and **READING** a personal library that is rich with **DETAILS** to help you **GROW IN LIFE!!**

Grenville Kleiser wrote, **“The ability to apply your mind steadily and exclusively to one subject at a**

time is a mark of superior power and essential to really great achievement.” Today, we have a world that promotes multi-tasking. We drive and talk on the phone (in some states); we drive our car and eat, read and watch television and so on. The more “stuff” we have as a society the less focused we tend to be from day to day. Louis Pasteur said, "Let me tell you the secret that has led me to my goal. My strength lies solely in my tenacity." Thomas Edison is a perfect example of a person with proactive persistence. When he reached experiment 9,999 he was asked by a reporter, "Sir, are you going to fail 10,000 times?" Edison confidently replied, "I have not failed at each attempt; rather I've succeeded

at discovering another way not to invent an electric lamp." Napoleon remarked, "Victory belongs to the most persevering."

Develop good habits and watch your life change!

I believe in you! TM



Steve Jobs' Genio

The day before (October 5, 2011) I began writing my blog for the October 10, 2011 edition, I heard that Steve Jobs (former CEO of Apple) passed away from cancer. It was very difficult for me not to write about him for my next blog. The word Genius is pronounced differently in various parts of the world. The French call it Genie, in English it's called GENIUS, and the Italians call it Genio while the Swedes call it Geni. Anyway you say it Steve Jobs was a GENIUS!

One definition of GENIUS is “Extraordinary intellectual and creative power.” It’s interesting to me, however, that Steve Jobs wasn’t trained as an engineer or designer. Cliff Kuang, of Fast Company magazine writes, “...managers told him that no one would ever pay \$400 for a portable music player. Or in another conference room, as new managers told him no one would ever pay \$400 for a cell phone.” Steve Jobs PASSION of the POSSIBILITIES revolutionized the world! Steve Case Tweets, “He was the most innovative entrepreneur of our generation.” Michael Bloomberg Tweets, “Steve Jobs was a genius who will be remembered with Edison and Einstein. His ideas will shape the

world for generations.” Seth Godin blogged, “Steve devoted his professional life to giving us (you, me and a billion other people) the most powerful device ever available to an ordinary person.”

Steve Jobs took his PASSION and created LOYAL FANS all over the world. If you have been reading my blogs or listening to my radio show I hope you read and heard the importance of FOLLOWING YOUR PASSION!! It doesn't matter if you are twelve years old or seventy two years old. Each of us is born with GENIUS. It may not be what fired up Steve Jobs because you are not Steve Jobs. However, you have so much potential in you it is incredible. Steve

Jobs was able to take his PASSION and SURROUND HIMSELF with people who could help him FULFILL THAT PASSION. Are you doing the same thing?

Steve Jobs said, in a 2005 Commencement Speech at Stanford University, “your time is limited so don’t waste it living someone else’s life. Don’t be trapped by dogma which is living with the results of other people’s thinking. Don’t let the noise of other people’s opinions drown out your inner voice and, most important, have the courage to follow your heart and intuition. They, somehow, already know, what you truly want to become. Everything else is secondary.”

Most geniuses, throughout history, were only really great at one or two things. Ignore those who say you CAN'T DO IT! Ignore those who DON'T BELIEVE IN YOU!! Steve Jobs was no different than you. He had a vision of what could be and started working on making that vision a reality. WHAT COULD BE IN YOUR LIFE? There is only one you and there are BILLIONS OF PEOPLE who are waiting for you to live your Genio.

“I believe in YOU!”™

“Success is the child of
drudgery and perseverance.

It cannot be coaxed or
bribed; pay the price and it
is yours.”

Orison Swett Marden



The 180 Degree Turn

What happens when, as a child, you run and hide every time your father walks in the door because he's drunk and mean as dirt? What happens when you have to hide in under the steps or in the "coal bins" that are in the basement of your house because your father may kill you? What happens when you see your father break several of your mother's bones on several occasions and hold a shot gun on her for hours and hours? Things like this happened to my father,

in addition to many more horrors, when he was a kid.

My father's father died of a heart attack when he was only forty years old. Shortly thereafter my father, also, turned to alcohol. Long story short, he spiraled out of control until one day...one day...he looked into my eyes when I was barely two years old. The year was 1968. He was in the middle of one of his rages and had my little brother by the leg ready to bash his head into a wall. He looked into my eyes and realized what he had become...a man heading down a wrong path.

Within months of this incident he discovered what many successful people consistently leverage to

guarantee their success. My father surrounded himself with a **“Mastermind Group.”** The **“Mastermind Group”** found him and not the other way around. **Several people saw him in trouble and formed a “huddle” around him and, in time, helped turn his life 180 degrees.** Instead of him spiraling out of control he had **vision, goals, dreams and a purpose.** It was my father, however, who had to accept the love and support of others who saw **GREATNESS** in him. **My father’s “Mastermind Group” was able to create an image in his mind of HIS POSSIBILITIES, a life of faith and his limitless potential.** Today, my father is known in many countries as an expert in his field.

In Napoleon Hill's classic book, "Think and Grow Rich" he wrote:

"So you may better understand the "intangible" potentialities of power available to you, through a properly chosen "Master Mind" group, we will here explain the two characteristics of the Master Mind principle, one of which is economic in nature, and the other psychic. The economic feature is obvious. **Economic advantages may be created by any person who surrounds himself with the advice, counsel, and personal cooperation of a group of men who are willing to lend him wholehearted aid, in a spirit of PERFECT HARMONY.** This form of cooperative alliance has been the basis of nearly every great

fortune. Your understanding of this great truth may definitely determine your financial status.

Mr. Carnegie's Master Mind group consisted of a staff of approximately fifty men, with whom he surrounded himself, for the **DEFINITE PURPOSE** of manufacturing and marketing steel. He attributed his entire fortune to the **POWER** he accumulated through this "Master Mind."

Analyze the record of any man who has accumulated a great fortune, and many of those who have accumulated modest fortunes, and you will find that they have either consciously, or unconsciously employed the "Master Mind" principle.

GREAT POWER CAN BE
ACCUMULATED THROUGH NO
OTHER PRINCIPLE!

It is a well known fact that Henry Ford began his business career under the handicap of poverty, illiteracy, and ignorance. It is an equally well known fact that, within the inconceivably short period of ten years, Mr. Ford mastered these three handicaps and that within twenty-five years he made himself one of the richest men in America. Connect with this fact, the additional knowledge that Mr. Ford's most rapid strides became noticeable, from the time he became a personal friend of Thomas A. Edison, and you will begin to understand what the influence of one mind upon another

can accomplish. Go a step farther, and consider the fact that Mr. Ford's most outstanding achievements began from the time that he formed the acquaintances of Harvey Firestone, John Burroughs, and Luther Burbank, (each a man of great brain capacity), and you will have further evidence that POWER may be produced through friendly alliance of minds.”

Choose to surround yourself with people who believe in you, support you and hold you accountable to reaching YOUR dreams! Include me in that group!

I believe in you! TM

“Don't just read the easy
stuff. You may be
entertained by it, but you
will never grow from it.”

Jim Rohn



The Back Porch

Have you ever WANTED to tell someone something important, that was intended to help him or her, but you were too AFRAID because you thought that you would offend them? I think all of us have felt that from time to time. Several years ago I scheduled a day in Washington DC to meet and help several senior citizens who needed guidance and advice with their life insurance and investment needs. One particular house I visited, the lady, if memory serves was in her mid

seventies, welcomed me in and suggested we go to the back porch where she, proudly, showed me her potted plants. The back porch was about 6'x8' in size. As we walked through the kitchen to get to the back porch that was open to the rest of the house I noticed stacks of newspapers on the table in the center of the little back porch.

We sat facing each other with the pots of plants behind her, to my left (her right) and behind me. So, there were plants on three sides of us. For several minutes I asked her questions about her family, hobbies and other personal information to get a “feel” for her personality and needs. About twenty minutes into my visit, just over

her left shoulder, I noticed a mouse hopping from one flower pot to another. Of course, I tried to continue to make eye contact with my (potential) client but it was getting more and more difficult with the mouse (I hate mice) hopping around just two feet from the woman. I had a choice. The choice was to ignore the mouse or tell the lady that she had a mouse in her house while taking the chance of embarrassing her. I took the chance. I said, “There is a mouse hopping from one flower pot to another right behind you.” With that statement, she jumped up, started screaming then grabbed something long. She was moving so fast I didn’t know what it was...a big stick....a pipe? She started whacking the flower

pots screaming at them...cursing at the mouse.

By this time I was on my feet and backing up into the kitchen as I didn't want to be the recipient of one of the blows intended for the mouse. After several minutes, she hit the mouse and killed it. Now, I have seen some "very interesting" environments in people's homes for more than twenty (PLUS) years but I didn't know what she was about to do next. Once she killed the mouse she walked over to me and gave me a big hug and said, "I have been trying to catch that _____ mouse for months...thank you." WHEW!!

What's my point? Sometimes it takes courage to tell someone something that could prove to be

embarrassing. The end result, however, could be a big hug and a thank you!

“I believe in you!”™

“Failure is not a single, cataclysmic event. You don't fail overnight. Instead, failure is a few errors in judgement, repeated every day.”

Jim Rohn



The Good Side of Being Empty

A close friend of mine recently lost his mother. She was a HUGE “anchor” in his family of seven children, many grandchildren and a loyal husband. I have known his mom for more than twenty years. **As long as I have known her she was always focused on the happiness of other people.** She did not worry about how much time it cost her or the large amount of effort it took to bring a smile on someone’s face.

Michael Hyatt tells a story about a conversation he had with a friend in South Africa. The conversation went like this... *“A South African friend asked, “Do you know what the most valuable land in the world is?” The rest of us were thinking, “Well, probably the diamond mines of Africa, or maybe the oil fields of the middle east?”*

“No,” our friend replied, “it’s the graveyard, because with all of those people are buried unfulfilled dreams, unwritten novels, masterpieces not created, businesses not started, relationships not reconciled. THAT is the most valuable land in the world.”

I ask myself often, **“When I take my last breath what legacy/gifts/information/inspiration will I leave behind and for how long?”** When I pass, like my friend’s mother, **I want to die empty.** That is, I would want to have given ALL of myself to others for **THEIR SAKES** for **THEIR GROWTH...for THEIR BENEFIT!** I don’t want to die with **anything left in me.** This is why I am a “maniac” about self development and getting better and better every day! That’s one of the reasons why I wrote a book in 2007 called, “Rising from the Hood-The Cure for America’s Cities.” I want the people in America’s cities to learn the secrets of realizing a fulfilled life by making

specific changes in their daily habits and thinking patterns.

How about you? **What is STILL in you that the world needs to hear and see? If you THINK you do not have anything to offer the world you are WRONG!** Look at the life you have lived, the experiences you have overcome and the lessons you have learned. Dwayne “The Rock” Johnson once asked “What talent and potential am I leaving on the table?” **Seek out people who can look into your life from the outside in and identify those gifts that you do not even know live within you. I write it often but I will write it again...you are CREATED for a PURPOSE in this life!**

So, learn all you can...read all you can about successful people...hang around people who know where they're going in life...believe in yourself and when you come to the end of your life be EMPTY because you have given ALL to mankind or as Zig Zlglar says, "you can have all you want then you help others get what they want."

I believe in you! TM

“The best thing about giving of ourselves is that what we get is always better than what we give. The reaction is greater than the action.”

Orison Swett Marden



The Paths

A few years ago my wife and I bought a six-and-a-half acre piece of ground on the Maryland/Pennsylvania line. Soon thereafter we built our home on the land. Most of the property was wooded with poison ivy and briars as well as mature trees. The briars and weeds were so thick our kids couldn't play on a couple acres of the land so I made a decision. I decided to create a few paths through several acres of our land. It was **HARD WORK!** Mowing down

thorns, getting stuck a few times, cutting down obstructions and poison ivy made the creation of the paths slower than I expected. For several months (off and on) I would work on the paths so our kids could maximize the land that we purchased. One day, my paths all met! I felt like it was a personal breakthrough. Now, our kids, my wife and anyone else can walk through a few acres of paths and not have to worry about getting stuck by briars or getting poison ivy. So why am I telling this story? The paths do not just stay clear of poison ivy and briars. Every couple of weeks I have to go through the paths with trimmers and weed killer to **KEEP THE PATHS OPEN and CLEAR!**

What does this have to do with you? There are people who have cleared paths for YOU to walk on and enjoy the RESULTS OF THEIR LABORS! They have PAID THE PRICE so others can bypass most of the difficulties they had to endure. The key is to locate these people and READ (or listen to via audio book) what they have learned so they can help you in your life. It's like "standing on the shoulders of giants." This is what I have done for many years! Some of those "giants" that I have stood on (you can too) have been John Maxwell, Mark Sanborn, Stephen Covey, Brian Tracy, Denis Waitley, Charlie "Tremendous" Jones, Seth Godin, Tom Peters, Napoleon Hill, Jim Rohn, Anthony Robbins, Denis

Waitley, Peter Drucker, Marcus Buckingham, Og Mandino and many more. By the way, ALL these people stood on the shoulders of giants to reach their goals and dreams.

Brian Tracy said, "If you could find out what the most successful people did in any area and then you did the same thing over and over, you'd eventually get the same result they do."

Think about these pioneers who have cleared the way for you to find out the secrets of **REALIZING YOUR GOALS AND DREAMS IN LIFE!** It is their gift to you! That's one reason why I do my blog (email newsletter) each week. My gift to you...no strings attached. They/I have paid the price,

endured the pain and left a path for you to follow. CHOOSE to master what you need to know to open paths for you and for others to enjoy!

“I believe in YOU!”™

“There is no medicine like
hope, no incentive so great,
and no tonic so powerful as
expectation of something
better tomorrow.”

Orison Swett Marden

(Can you tell I like Orison Swett Marden? He lived
over a hundred years ago. I have several of his
original books)



The Snooze Button

Most of us have hit the snooze button from time to time. It's the little button on top of your alarm clock that gives you a few precious extra minutes between the sheets before you have to face the world for the day. Several of my children find it difficult to wake up in the morning. One night, very late, all of our smoke detectors went off at once for some strange reason. Picture this...we have a seven bedroom house with about nine smoke detectors on the top floor and they were blaring. All,

but one, of our children did not hear a thing and were “snoozing” away. Other times, before I leave for the office, I walk down the hall and say, “ok kiddy-poops time to get up...up up up.” It’s my way of trying to get them up and about for school. Most of the time there are a couple of our kids who have to be told a couple times to get up. There’s a story in there for me.

How many people have you met who have all the talent in the world or, at the least, raw talent waiting to be developed and they find it difficult to stop hitting the “snooze button” in their lives? Dottie Lessard once said, “To truly live life we must do the things we believe we cannot.” So many people keep hitting the “snooze

button” in their life because they think they cannot accomplish what their destiny ordained or they aren’t smart enough, talented enough, tough enough etc. NOT SO! I have found that greatness is always preceded by a desire to be great...a desire to “unplug the snooze button” in your life and leap to your feet and run toward opportunity. Most people get discouraged between EFFORT and REWARD. That is, the delay from intentional struggle toward an ideal goal to the realization of that goal. The in-between space is the hardest of all. It makes you STAY FOCUSED or enables some to LOSE FOCUS. Malcolm Gladwell writes, “Once a musician has enough ability to get into a top music school, the thing that

distinguishes one performer from another is how hard he or she works. That's it. And what's more, the people at the very top don't work just harder or even much harder than everyone else. They work much, much harder." The passive people, in life, are left behind.

It is essential that we go back and “re-look” at the reasons why we do what we do or as Malcolm Gladwell writes, “Our first impressions are generated by our experiences and our environment, which means that we can change our first impressions . . . by changing the experiences that compromise those impressions.” Maybe you know people who were raised in homes where everyone lived

their lives based on hitting their “snooze button” for everything in life. They never quite got “off the ground.” This does not have to be you!! Research shows that it takes an average of 10,000 hours to be viewed as successful in any serious task. So, based on that assessment, how can people believe they can reach their goals in life by stopping and starting all the time? This is not for you!

One of my favorite authors, Orison S. Marden (1850-1924), wrote “Success is not measured by what you accomplish, but by the opposition you have encountered, and the courage with which you have maintained the struggle against overwhelming odds.” Don’t run from those odds, embrace

them, jump from your bed in the morning and take on the world and create a life instead of allowing others to create it for you. Live a life that you want, not what seems to be handed to you. Consistent concentration of effort will get you closer to your dreams than most any other means. Leverage your **PERSONAL POWER** and watch your life change right before your eyes.

I believe in you!



The Upper Lip

A grandfather was sleeping on the couch one day when his grandchildren decided to play a little trick on him. They went to the refrigerator and pulled out a bit of smelly Limburger cheese. They rubbed a little bit of it under grandpa's mustache then ran and hid around the corner. Within a few minutes grandpa squirmed and his nose began to twitch. Finally, Grandpa sat straight up and yelled, **"Something stinks in here."**

John Maxwell wrote, "To a person with Limburger cheese under his nose,

everything stinks." He walked outside for some fresh air and realized **the whole world had suddenly smelled horrible.** After a short time his grandkids told him about the trick they pulled on him and grandpa was able to smell the fresh air once again after he washed his mustache.

How many people do you know that have the attitude that the whole world stinks? They get up in the morning with "stinking thinking" and go to bed with "stinking thinking." **There is a cure for this situation.** It is essential, for those who struggle with the same thing grandpa had to overcome, to **identify if other people have "planted" material in their minds**

that makes them “THINK” that everything stinks.

John Maxwell wrote:

Five things that determine who we are:

1. Genetics
2. Self-image
3. Experiences in life
4. Attitudes and choices about those experiences.
5. Friends

My daughter, Juliana, told me recently, ***“I have everything that I need.”*** This is the same little girl that is now struggling through cancer for the second time in four years. At her young age of nine she feels that she doesn't need anything else to be content. What a lesson in her words!!

When we make the habit of looking into our emotional, mental and spiritual “mirror” we can see if others have “planted” negative thoughts, attitudes, fears, prejudices and other “smelly” concepts that may not be based in fact.

**“Men who are resolved to find a way for themselves will always find opportunities enough; and if they do not find them, they will make them.”
Samuel Smiles**

In John Maxwell’s book “Winning With People” he teaches that we should use the T-H-I-N-K acronym when it comes to helping us stay focused on thinking right thoughts:

T Is it true?
H Is it helpful?
I Is it inspiring?
N Is it necessary?
K Is it kind?

Re-evaluate how you see (smell) life every day. Life **DOES NOT** stink. Life is **FULL** of opportunity for you to reach **ALL** your dreams and goals!!

I believe in you! TM

“We advance on our
journey only when we face
our goal, when we are
confident and believe we
are going to win out.”

Orison Swett Marden



What's In Your Foundation?

On July 4th we celebrate America's birthday!! The foundation of America was built on FREEDOM and INDIVIDUAL LIBERTY!! Every structure known to mankind has a foundation. For thousands of years people have been designing buildings for a variety of reasons. One thing that is consistent with most of the designers is their careful attention to the foundation of the structure. The designers understand that without a SOLID foundation their creation will not stand. When people build on

sandy soil it's like people living their lives based on their EMOTIONS! Emotions come and go and change the events of a day.

We see in Rome, Greece, China, South America, Russia, Great Britain and other locations, that there are structures that have stood for hundreds and thousands of years. Part of the reason why these structures have stood so long is the foundation on which the structures stand. This is like some people. They base their lives on FACTS rather than EMOTIONS!! Emotions come and go like the wind! They invest their time into becoming excellent and then emotions have less of a change to rule their lives.

As I coach people I have witnessed something that is interesting. When some people grow up in an environment whereby they are NOT surrounded by positive, uplifting and encouraging people they tend to grow up struggling in a variety of areas of life. For those who ARE surrounded by positive people they tend to have a stronger foundation for their lives. We, certainly, cannot turn back the clock, but we can DECIDE to redesign our own Mental, Emotional and Spiritual foundation.

Focus on WHAT YOU WANT IN LIFE. Remain true to ethical practices, treat others as they wish to be treated and NEVER EVER GIVE UP ON YOURSELF!!

“I believe in you!” TM

“There is no stimulus like that which comes from the consciousness of knowing that others believe in us.”

Orison Swett Marden



What's On Your Hook?

Have you ever tried to communicate with someone and find yourself feeling like you are talking to a brick wall? I am sure this has happened to most of us more times than we care to remember. I have some friends who like to fish and they have told me that different fish, are attracted to different kinds of lure or bait. That got me thinking! What if we used different “bait,” in an ethical manner, when trying to influence or communicate with someone. Let me

explain. Each of us is, primarily, “wired” in one of four ways. Melancholy, Sanguine, Choleric and Phlegmatic. People try to communicate in ways that make them feel comfortable. What if that is reversed? **What if we consider thinking about communicating in a manner that feels most comfortable to the one we are trying to influence???**

This can be accomplished but there are a couple of steps to accomplish this feat. The first step is **LISTENING** to not only what the other party is trying to tell you but in what **FORM** that the person is telling you. That is, what **WORDS, PHRASES and HAND GESTURES** does he or she use to try to get their

point across to you? If you **LISTEN** carefully, and **FEED BACK** those words and actions to the person to whom you are communicating the person will be **MORE** open to **WHAT** you are saying. Most people **DO NOT** listen when conversation is taking place thus missing vital clues that can help the conversation. **If these skills are mastered some of the most stressful conversations can become civil.**

There's a story written thousands of years ago about a man who walked up to an individual that his culture considered an enemy. He ignored the "rule" and began to ask questions rather than "TELLING" what he thought was "right." This act

influenced dozens of people in a manner that had not been seen before up to that time. Stephen Covey says, **“Seek first to understand then be understood.”** Like in fishing, it’s important, if you want your communications to go well, **ATTRACT** those you are attempting to influence with bait that **ATTRACTS** them to **YOUR** communication.

I Believe in you! TM



While She Sleeps

Most of you know that my daughter, Juliana, is dealing with cancer for the second time in four years. I am sure some are tired of hearing about it but if you will indulge me again. I remember the first time Juliana was stricken with cancer in 2007. The day we found out I did not want to leave her bedroom while she slept that night. I lay down on the floor beside her bed to be as close to her as possible while she fell asleep. She was only five years old at the time.

Fast forward to 2011! The cancer returned in a different part of her body. Last time Juliana had cancer I went into her room, regularly; while she slept and just watched her and prayed (I still do this regularly). I cannot help but wonder why this had to happen to her and then I remember that **her young life has touched thousands of people around the world.** Her pictures and YouTube videos have moved so many people in ways that they have not been impacted before.

While Juliana sleeps I think about the courage she has had to endure when, in 2007, the radiation burns were so severe and the vomiting was debilitating BUT she faced it with

a smile. I think about the times when I got discouraged, and then I remember ALL that she has endured. Then I remind myself I have no business being discouraged or WHINING! While Juliana sleeps I think about the day I met her in Minsk, Belarus when she said, “Momma” and “Poppa” to her new adoptive Mom and Dad. While she sleeps I think about one of my YouTube Subscribers who posted the following:

“I was looking up videos on Belarus orphanages and found your video, WOW! My heart is touched. It is truly “God's Will” that your family and this amazing child found each other. I pray her treatments are working, stay

strong!” As I read this to my wife, began to cry and cry over the kindness of a total stranger.

It is so easy to be overwhelmed with discouragement, disgust, fear, uncertainty and other mixed emotions when times get crazy in your life. REACH OUT to people who care about you, those who can lift you up when you feel like falling down. You are more than an “OVERCOMER.” You are a VICTOR and not a VICTIM! You were born for a purpose, just like Juliana, and in order for you to BE AN OVERCOMER you need people around you who BELIEVE IN YOU and will PULL you along when, like Juliana, life throws you a curve ball.

I have a neighbor who owns a former one room school house. He is accumulating hundreds of pieces of wood these days. He doesn't need the wood in the heat of the summer! BUT, he knows that winter is only a few months away so he is **MAKING PLANS** for the day when he will need to keep warm. Jim Rohn once said, "Some people plant in the spring and leave in the summer. If you're signed up for a season, see it through. You don't have to stay forever, but at least stay until you see it through." **Expect struggles, expect setbacks, but don't let them keep you for RISING ABOVE THOSE CIRCUMSTANCES and CLIMBING toward all your dreams and goals in life.**

I believe in you! ™



Whom Are You Leveraging?

How often have you thought that some people who have reached massive levels of success must be **REALLY** smart or **REALLY** lucky? I know, during my teens and early twenties, I thought the same thing. At some point I realized that these people, whom I see on television or in business, could not have been **BORN** that smart. I started to dig. **I found out that ALL of these people used**

LEVERAGE to become very successful. Leverage is defined as “the mechanical advantage gained by employing a lever.” So, what’s a lever? A lever is defined as “A simple machine consisting of a rigid bar **pivoted** on a fixed point and used to transmit force, as in raising or moving a weight at one end by pushing down on the other.”

What does this have to do with successful people? Successful people use the knowledge of OTHER PEOPLE to LIFT THEMSELVES UP to higher levels of knowledge, experience and income. Think of all the successful people you know...they ALL have mentors and teachers that THEY used to LEVERAGE

themselves to reach specific goals **FASTER THAN THE REST.** Virgin Records/Airlines CEO Richard Branson leveraged the knowledge and experience of Freddie Laker. Famous Film Directors Ron Howard, Martin Scorsese, James Carmeron and others all leveraged Director Roger Corman and now, of course, others are leveraging Ron Howard and the other directors mentioned.

The key, in order to shorten your path to your dreams and goals, is to find others who have **PAID THE PRICE** to get where you're trying to go in your life and **“GET INTO THEIR HEADS.”** This must be done intentionally and consistently. Those, who have gone before you, have PAID

THE PRICE and can save you hundreds and thousands of hours of painful mistakes that you do not have to make in your path to greatness.

I chose to read the books, attend the seminars and listen to those to whom I wish to emulate. **INVEST IN YOURSELF SO THAT INVESTMENT CAN CARRY YOU THROUGH TO AND BEYOND YOUR DREAMS!!**

I believe in you!!™



You're Still Standing!!

Have you ever had a day when you looked in the mirror and told yourself that you cannot take another step, overcome another disappointment or deal with another issue? I think all of us have been there from time to time. I can remember a time when I was struggling so hard at a task that it seemed too much for me to handle. I decided to take a “bite” out of the situation a little but every day. Brian Tracy, one of my earliest mentors, wrote:

Eating the Elephant...you have heard the question, "How do you eat an elephant?" The answer is, "one bite at a time." This metaphor applies to achieving any big goal, as well. **How do you achieve a huge goal? You accomplish it one step, one task, one measure at a time. Continuous and Never Ending Improvement...**if you want to increase your hourly rate and your income look for ways to get a little bit better at the most important tasks you do, every single day. Read one hour per day in your field of endeavor. Listen to audio programs on your way to and from work. Take additional courses whenever you can. These activities will propel your entire career onto the fast track. **When you invest**

an extra one or two hours per day in self-improvement, the cumulative effect on your greater ability to get results can be extraordinary.

Become a Learned Person... if you read fifteen minutes each evening, rather than watching television, you will complete about fifteen books per year. If you read the classics of English literature for fifteen minutes each day, in seven years you will have read one hundred of the greatest books ever written. You will be one of the best-educated and most erudite people of your generation. And you can achieve this just by reading fifteen minutes each evening before you go to bed.

If You Measure It, You Can Manage

It... In each area of your life, analyze your activities carefully and select a specific number that, more than anything else, determines your level of success in that area. Then focus all of your attention, all day long, on that specific number. The very act of focused attention will cause you to perform better in that area, both consciously and unconsciously.”

You are STILL STANDING because, unconsciously or consciously, you have done some of the things mentioned above. Look back at your life when you felt like giving up...and you didn't. Look at what you have overcome and are now in a position to offer advice to those

who are in a similar situation. **YOU ARE STILL STANDING!**

1 Corinthians 16:13 says “Be on guard. Stand firm in the faith. Be courageous. Be strong.”

Rev. T.D. Jakes said: “A setback is a setup for a comeback”

“You cannot have victory without conflict.”

"You don't know how much you've grown until trouble comes back for an encore."

So, if you are struggling, fearful, full of self doubt or frustrated remember: **YOU CAN STAND** under it, learn from it and **OVERCOME** anything that you're going through!

You are STRONGER than you think!

“I believe in you!”™

“We fail to see that we can control our destiny; make ourselves do whatever is possible; make ourselves become whatever we long to be.”

Orison Swett Marden



You're the Farmer!

Have you ever thought of yourself as a farmer? You say, "I live in the city and we don't even have much grass." Maybe you think, "I wear a shirt and tie, a uniform or a skirt for work...I'm no farmer." I think you are a farmer not in a literal sense but, rather, in a figurative sense. Each of us can be in control of much of what we receive (reap) in our lives.

What seeds are you planting? Do you have seeds? Are you watering them daily? What do you mean seeds...watering? Each of us has

hidden talents (seeds) that, often, never become realized (fruit/vegetables) because we don't know how to identify those talents (seeds) and/or don't know how to make them grow (water). The first step is to look at your life and see if you're happy with its results.

If you're not happy with your current crop (life) look back and see what you planted and how you took care of it. If you chose to, as Denis Waitley calls it, engaging in “stress relieving activities instead of goal achieving activities” then it's no wonder your crop (life) isn't what you want for yourself.

Farmers can't sleep late if they want

a record crop. They can't skip irrigating their fields if they want a bountiful harvest. They can't get angry because their crop didn't produce much if they **CHOSE NOT TO PLANT SEED!** Farmers are intentional about what they **WANT** from the harvest. They work deliberately, consciously and continuously to increase the chances of a good bounty. The farmer **SEES** his harvest before he **REAPS THE HARVEST!** He **SOWS BEFORE HE REAPS.** He's like the ant who works all summer for the winter. Farmers are willing to rise with the sun and work until after dark **EVERY SINGLE DAY!**

The farmer, like you and me, has to

pay the price for a good crop BEFORE...way before the harvest. The farmer knows that he can't expect a great harvest without a great time of planting and watering. Zig Ziglar says, "The elevator to success is out of order, but the stairs are always open." A farmer knows that he can't have a HARVEST without a time of PLANTING SEEDS.

Every successful farmer learns about the newest tools, techniques and breakthroughs that could help his farm. This goes for you as well. Learn from the experts in areas where you want to excel. Read their books, listen to their audio programs, attend their seminars and watch your life (farm) transform. Your commitment to self development

must be like bathing. It must be done daily or everyone around you will know it.

Brian Tracy writes in his book (GET THE BOOK) "The Power of Self Discipline-No Excuses, "To become someone that you have never been before, you must first do something you have never done before." You OWN your OWN farm! You are RESPONSIBLE for GROWING YOUR FARM! Your seeds (ideas, goals and dreams) have LIFE in them! Never underestimate YOUR POWER!

"I believe in you!"™

“What power can poverty
have over a home where
loving hearts are beating
with a consciousness of
untold riches of the head
and heart?”

Orison Swett Marden



Letter from the Author

Thank you for reading “I Believe in You – Volume 1.” I, sincerely, believe that every human being has greatness in them. Too long many people have assumed that only “special” people can achieve greatness in life. I reject that assumption. The main difference between those who have achieved their goals is that they decided to find the information, people and knowledge that can transform their lives.

My prayer is that, through my writings, radio show, sermons and speeches that you will BELIEVE IN YOU enough to take the consistent steps it takes to be GREAT!

I am available for coaching, speeches and interviews. You can contact me at www.johnwcarver.com

“I believe in YOU!” ™

John W. Carver, LUTCF, MDRT,
NQA, NSAA

Author, Radio Talk Show Host,
Speaker and Consultant

P. O. Box 39

Manchester MD 21102

www.johnwcarver.com - Website

www.stomppoverty.com - Website

www.convictswithconvictions.com -
Website

[http://www.blogtalkradio.com/thejohncarver
show](http://www.blogtalkradio.com/thejohncarvershow)

www.caringbridge.org/visit/julianacarver -

My Daughter's Website

“I BELIEVE IN YOU”™