

# **I love the thought that...**

My Most Inspiring thoughts on creating  
wealth growing your business and Being the  
best In the World at What You Do!

**by Joe Stumpf**

To all my mentors, coaches and teachers.

# I love the thought that...

## Joe's Story

Let me tell you a story about a guy named Joe.

Joe had this very difficult time accepting criticism without being rejected.

Maybe you know a Joe in your life. When others were critical of him, he would react. The way he would react was he would shut down and he would go into fear.

He would get flooded with emotions. That flood of emotions would just shut him down. He'd become defensive. Eventually, he would just isolate.

Later in his isolation, he would be embarrassed by his immature behavior. He'd feel guilty, shameful and full of remorse.

Joe wanted to change. **So he started to practice affirmations.**

He stated affirmations like:

***"I love the thought that I am at peace under all conditions.***

*I love the thought that I am at peace under all conditions.*

*I love the thought that I am at peace under all conditions."*

*"Thinking about it now, I love the thought I remain calm when challenged. Thinking about it now, I love the thought I remain calm when challenged."*

***"I love the thought that I am a warm, compassionate, loving, human being. I love the thought that I am a warm, compassionate, loving, human being."***

***"It's a lovely thought to consider that I am as good as any other person. It's a lovely thought to think that I am as good as any other person."***

*"I love the thought that I routinely remain calm even if the other people around me seem mean or wrong. I love the thought that I routinely remain calm even if the other people may seem mean or wrong."*

Joe also **visualized himself at peace** no matter how triggered he got by other people's behavior. **Joe systematically performed his affirmations and his visualizations with calm concentration.**

His subconscious mind formed a new habit pattern of staying calm. Joe would *picture* himself with other people being triggered. **He would picture himself** being triggered but remaining calm and in control.

Later a frightened, angry person confronted Joe at a restaurant. Instead of reacting with fear, he **remained calm** and was able to stay *supportive* of all the other people around him and the person who confronted him by just giving him a kind word.

He withdrew from the scene without adding any *oil* to the other person's fire.

Joe marveled at **the power of affirmations** to heal his longstanding problem. Joe was also wise to the fact that his healing was not complete. He knew that his progress *might* not be a straight line and that his record might not be perfect. He may need to do a lot more recording of new affirmations.

He knew that he might not handle other situations as well and that negative thoughts of discouragement and insecurity would certainly rise again. But despite the inevitable setbacks,

**Joe continued to practice his affirmations** with diligence, patience and perseverance.

Although he knew it would take time, he was confident that he would ultimately master his longstanding problem by **calmly concentrating** on his affirmation with all his heart, all his mind, all his might, and all his soul

**And eventually Joe achieved mastery.**

## **Affirmations**

Let's talk about a concept you have heard before and shine a **new light on it**. I'm talking about affirmations.

An affirmation is a suggestion you make to yourself that is **carefully crafted** as a statement of a desirable intention you want to deliberately create. By consciously meditating and dwelling on it, through constantly repeating the statement and

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visualizing it as true, you automatically implant the affirmation so it becomes part of who you want to be.

**This is how you create what you want.**

The absolutely wonderful news is how scientific the process of self-affirmation is in terms of positively affecting your brain. It's free to do any time and there are no negative wacky side effects. When **practiced deliberately** and repeatedly, affirmations regularly reinforce the chemical pathway of your brain to make the neurons connecting to your statement stronger.

## **How Affirmations Work**

**Imagine that your brain is like a big, dry piece of land.**

When there's rain, the water has no place to go until it cuts a path through the land. We're having a lot of rain in Southern California right now and I have an alley in the back of my house. Without concrete in the back, the water just runs all over the place.

So I went out there with my shovel and I carved out a path in the alley so the water drains down the alley into the gutter and then eventually into the ocean. The water will **cut deeper**

**and deeper and deeper** into the earth down this path. And the deeper the indentation the water makes, the more water will be able to run through it.

**Your brain works the same way.** When you put a thought into it, it's like creating small rivers out of rain. Having the same thought over and over again with the same level of emotion attached to it is like pouring more water into the same groove. The "indentation" you create eventually makes the

thought a **natural way** of thinking for you by firing your neurons in a very specific pattern that fuses your synapses together.

### **Have you ever been triggered?**

Your subconscious mind is a vast storehouse of memories, thoughts and experiences wired together in complex mental paths. Whenever a thought, word or event in your present life is similar to one of those paths, you get *triggered* to **feel the same** emotions or thoughts contained in that big bank of experiences. Many of us have had trauma or abuse, maybe an accident or illness that created these negative thought patterns or habits that cause us some unnecessary pain. When we get triggered, **we automatically** go down that path. These patterns are all stored in our subconscious mind. And the negative thought brain circuits can lock us into some pretty destructive ways of responding to the world.

### **How Powerful Is Your Mind?**

I know I have a tendency to underestimate the mind's power because so much of it is submerged beneath my awareness. But science and affirmation teaches us how to access the unconscious and **subconscious mind** so that these negative patterns can be brought into awareness, rooted out and replaced with new positive thought patterns.

The result is a positive, calm, focused and resilient mind; sharpened and always ready for problem solving, to manage life's harsh realities, to **create health**, to create success, to create harmony and to create joy.

**Positive affirmations** actually act like medicine released from your own brain's pharmacy. This thought medicine can't do its work if there are a lot of negative ideas, negative beliefs, and negative attitudes *neutralizing* the **healing power** of the affirmation. When a *positive* affirmation is stated there is often an attack on it from the negative thoughts or beliefs which emerge from the storage of our own conscious mind. That's just natural. Whenever you're attempting to create a **new set of beliefs** it

leads to a new set of habits that require a whole new set of decisions and actions. This can give birth to all the *negativity* until the new river of thought has more strength and power than the old river.

### **Nothing Is Closer To You Than Your Own Thoughts**

It is in the realm of your thoughts that you can change your reality and your destiny. Experience shows that we all look at the world through our own glasses.

Some of the glasses are dark and have negative thoughts fashioned to them. It creates a version of the world that may be dark.

### **To change your glasses, simply change your thought.**

By doing so you make an *immediate* contribution towards transforming and healing the world by recreating yourself.

Every moment of our lives we choose our thoughts, we choose our attitudes, and we choose what we want to create next.

As soon as we perceive a single, negative thought we can eliminate it with an *army* of positive thoughts.

You can do this.

### **You can create qualities you *lack* through concentration.**

You can create qualities you lack through willpower. You can create qualities you lack through focused thought and faith. You'll be amazed at what you can create in your life when you see how *wonderful* powerful affirmations can be.

### **What Makes Language Patterns Hypnotic?**

You'll quickly see how **hypnotic language patterns** can be. I'll use some of these hypnotic language patterns with you right now to rewrite or create your affirmations.

A couple of patterns that I use are: *I love the thought*. You hear me say that frequently. **I love the thought**. It's called a truism because the body and mind at a cellular level knows all truth.

Doctor David Hawkins says, "There's nothing that's false; there are only things that are more true." In his original book called *Power vs. Force*, he introduced one of the most important concepts that I've integrated into my life. It's the **concept of kinesiology** and understanding how to speak the truth.

### **When I affirm something that's not true, my body**

**knows it.** So if I say, "I weigh a hundred and ninety-five pounds," but I really weigh 220lbs my body knows I'm not telling the truth and gets weak from that thought. So even if I

was affirming I weighed 195lbs, when I stepped on the scale I would weigh 220lbs.

This is called **cognitive dissonance**. The mind does not have the capacity to hold two opposing thoughts simultaneously. It will automatically gravitate towards the thought that is most true; and the most true thought is I am 220lbs not 195lbs. There are many ways in kinesiology to test if your body is weak or strong to a thought to know whether or not it's true.

**If you simply put the words "I love the thought" in front of whatever you desire, you turn the future into the truth today.**

So when I say, I love the *thought* that I weigh a 195lbs this is 100% true.

I am affirming I weigh 195lb. I am pouring water into that groove over and over and over again so the neuro-networks in my brain get wired together. So when I sit down at a meal I look at the food and I say, "**I love the thought that I weigh a hundred and ninety-five pounds.**"

I am aligning myself with the right foods to ingest to make the thought that I weigh a 195lbs my current reality.

Just by using "*I love the thought*" in front of all my affirmations, I've *accelerated* my personal development by twenty years.

**I've accomplished things that I struggled with for years and years and years.**

I got them accomplished in months by using "I love the thought." I use it in almost everything I say. You can see it in almost all of my writing. And not only does it feel good to say, but it's true.

All I want to do is keep on affirming truth.

You'll also notice I use the words **I love the thought because**.

The word "because" amplifies everything *after* it.

**I love the thought** because anything I put after it is true and it's amplifying whatever I am putting inside there.

I'll give you some examples of this.

You may have said in the past, "I am a millionaire. **I am a millionaire.** I am a millionaire."

And you're not.

Because of cognitive dissonance, whatever is truer gets fired in your neuro-network so your thought instead turn to: "I am not a millionaire." "I am going to act like I am not a millionaire." "I am going to spend money like a person who's not a millionaire." "I am not going to think like a millionaire."

**Your body sends a message to your mind that it's not true.** What gets implanted is: "I am not a millionaire."

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But when you change your affirmation to a simple statement like "I love the thought that I am a millionaire" there is no cognitive dissonance because that statement is true.

***"I love the thought that I am a millionaire."***

Completely true. It bypasses the critical mind and gets implanted.

I also like to use "**Think about it now**" followed by the affirmation. **This is actually a hypnosis technique that brings into awareness the fact that you're thinking about it now.**

What I am really teaching you is self-hypnosis. I *love* the thought that I am thinking right now you're learning to hypnotize yourself.

After all, that's what Tiger Woods does when he's on the golf course. Watch him. His mother taught him to hypnotize himself.

He blinks three times to go into a hypnotic trance. Selfhypnosis.

Think about his amazing capacity to shut out everything happening around him to create extraordinary golf routines.

You can use this same **power of your mind** to create whatever you want in your life.

But don't forget what Spiderman said, "With great power comes great responsibility." As you learn how to hypnotize yourself, you have the great responsibility to choose the words that will create what you want.

### **My Most Inspiring Thoughts On Creating Wealth, Growing Your Business And Being The Best In The World At What You Do!**

What I want for you is to create wealth, grow your business ,be highly productive and become the best version of yourself.

To help you achieve this outcome what I've done for you is compiled 462 of my best thoughts ideas, concepts, insights and methods that I have mastered.

My promise to you is, when you invest the time and effort into reading these affirmation regularly, you will eventually create all the wealth you desire, grow your business as large as you want and become the best in the world at what you do!

I love that thought.

Joe Stumpf

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My Most Inspiring thoughts on creating wealth growing your business and Being the best In the World at What You Do!

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1- I love thinking that I easily pick thoughts that are hypnotically designed to make me feel happier. I love the thought that **I'm thinking happily.**

2- Thinking about it now, I love the thought that I'm powerfully directing my thinking in the direction I choose and I do it whenever I want. I definitely love the thought that **I'm directing my thinking.**

3- I love thinking that the fastest way to discover what I want is to actively pay attention to what I don't want. I love the thought that **I'm thinking attentively.**

4- I love thinking that a negative thought becomes a good thing, because a negative thought is actually my inner guidance system, wisely suggesting **I redirect the negative thoughts** in a desirably new direction.

5- I love thinking that when I privately have a thought that feels bad it's like a warning bell saying, "**Right now,** seriously begin to notice what you're thinking, because that thought has created this feeling." I love the thought that bad feelings are like warning bells. I love that thought.

6- I love thinking that my thoughts **wisely create my words**, which exactly create my emotions, which automatically create my actions, which healthily create my habits, which catalytically create my character, which definitely creates my destiny. I truly love the thought utterly.

7- Thinking about it now, I love the thought that from Ralph Waldo Emerson: "None of us will accomplish anything excellent or commanding except when he **listens to the whisper** which is heard by him alone..."



8- I love thinking about it now that the source of all my bad feeling occurs when I invest heavily in thoughts and words that focus on what I don't want! I love that **I'm thinking deliberately** about what I want daily.

9- Thinking about it now, I love the thought that **my thoughts are so powerful** that they can change my whole body chemistry instantly. Right now I love that I'm thinking crystal clear.

10- I love thinking that my body is routinely created over and over again by my thoughts. I love the craftiness of that thought and now that I'm thinking about it I love that **I'm thinking craftily**.

11- Thinking about it now I love the thought that my mind creates my body and my body is my outer expression of my mind's inner experience which means, "I change my thinking, I change my body". Boy I love that **I'm thinking boldly outside the box**.

12- I love thinking the thought that the life **I crave to create** now, lives marvelously within me.

13- Reflecting on these words, "I clearly realize that freedom's inner kingdom cannot be touched by exterior attacks." I love thinking that **my mind was meant to creatively invent** all the things I want in my inner kingdom. I absolutely love that thought.

14- Thinking about it now, I love the thought that seriously profound thinkers of all ages have readily known, which is, "**I create my realty** with my thoughts." I love that thought.

15- Thinking about it now, **I'm infused with purpose** and possibility plus delightfully inspired in a way that invites me to boldly step up to the door called "My Best Self," open it and gracefully walk and daringly. I lavishly love that thought.

16- I love the thought that **I eagerly embrace my process** of creating what I want so when I'm lovingly looking back in a few weeks, months and even years what I'm surely seeing is a new, evolved me and I hardly recognize who I'm today. I love delightfully thinking that thought.

17- Thinking about it now I love the thought that **I am routinely improving my relationship** with my strong body and mind and it feels so joyful that I'm thinking so brightly about my body and mind.

18- I love the thought **I'm purposefully prioritizing health**, vitality, stamina, strength and flexibility as my personal path to the highest version of myself. I love thinking that thought.

19- Thinking about it now **I actually love the direction of my life** because I'm undoubtedly headed in the direction that's feeling favorably for me. I love the way that thought is feeling now.

20- Thinking about it now I love the thought that **I have amazingly high levels of awareness** and ability to navigate my life with my wisdom.

21- I love the thought that **I have the perfectly created exactly the amount of money** flowing to me and through me so that it's nourishing everyone surrounding me. I love that thought.

22- I love thinking the thought that **I lovingly created deep connections with friends** that are natured generously with kindness and compassion. I love the way that thought feels.

23- Thinking about it now I love the thought that because **I'm faithfully practicing** "Focused Thought" daily I'm causally improving my concentration, positively increasing my productivity and honestly enjoying lasting happiness. I love that thought.

24- I love the thought that simply using "Focused Thought" on what **I'm grateful** for and what I want rapidly refines my mind's ability to concentrate, plus I love the thought that "Focused Thought" easily reduces any likelihood of depression or anxiety. I thoroughly love that thought.

25- Thinking about it now I love the thought that during my day **I consciously raise my awareness** about how many times I accidentally use words that point me in the direction I want to avoid. I love the thought that I vigilantly

trim down the use and eventually eliminate the words “don’t,” “not” and “no” from my daily vocabulary. I love that thought.

26- I love the thought that each time I hear myself saying or thinking “don’t,” “not” and “no,” I abruptly yet gently STOP and kindly say to myself, “**So, what do I want?**” I love that thought.

27- Thinking about it now I love the thought that the thoughts that **I judicially accept** as true officially become my beliefs. I personally love that thought.

28- Thinking about it now I love thinking the thought that **I resolutely replace** my silly old disempowering beliefs with freshly encouraged beliefs. I love that I’m thinking that thought.

29- **I love reflecting** on the words of Arthur Schopenhauer shared: “Every truth passes through three stages before it is recognized. First it is ridiculed, second it is opposed, and third it is regarded as self-evident.” I love that thought.

30- **I love the simplicity** of the thought that a belief is a thought that I think over and over again and the accumulation of all my thoughts splendidly make up my belief system. I love thinking that thought deeply.

31- **I love wonderfully reflecting** on Bruce Lipton’s thought that beliefs are waves of energy that I send out into the universe that connect with other similar beliefs in order to create events, circumstances and relationships that substantiate my beliefs. I welcome that thought warmly.

32- I love the thought that “I experience something only if **I believe it**; and I firmly believe that beliefs always come first. Thinking about it now I especially love the thought that my experiences actually authenticate my beliefs. I totally love that thought.

33- I love my growing awareness around the thought that when I fearfully focus on what I don’t like I absolutely just get more of what I don’t like. I love the thought that **I’m skillfully increasing by accountability** for my thinking.

34- Thinking about it now **I zestfully love the thought** that when I allow a new insight into my mind it gets favorably tweaked instantly and a new belief is birthed miraculously.

35- **I love reflecting mindfully** on this thought, “If I limit my choices only to what I see as possible or reasonable, I disconnect myself from what I truly want and all that is left is a compromise.” I thankfully love that thought.

36- **I love carefully reflecting** on these words from Deepak Chopra “An energetic signature represents each of our belief systems, which is unique to each of us and the result is we are magnetically drawing our experience to us based on our beliefs.”

37- Thinking about it now I love the thought that whenever I meet a person worthy modeling **I curiously ask** them, ‘What beliefs have you created that have most helped accomplish all that you have accomplished?’ I love the thought that openly receive discernibly empowering insight from confidently empowered people.

38- Thinking about it right now I love the thought that **I’m focusing fiercely** on what I want and I’m investing heavily into creating the beliefs that I want which is gladly guaranteeing me that I’m manifesting whatever I truly want. I love that thought.

39- **I love chewing** on the thought that when I experience judgment , fear, worry, or doubt it’s because I lack the beliefs that are required to create what I want. That’s really worth thinking about.

40- I love the thought that I add and remove beliefs **by choice**.

41- I love the thought that my energetic signature **attracts** everything into my life.

42- I love reflecting on the words of Jim Rohn, “**A life worth living** is a life worth recording...” and I believe my life is really worth recording and that is why I love the thought of journaling daily.

43- Thinking about it now I love keeping my thoughts

focused on **helping people** get from where they are to where they want to be. I love that thought.

44- I love thinking that I love the thought that every inspired desire that I receive carries with it all the skills, abilities, insight, and wisdom to see it through; all I have to do is **believe it**. Oh I love that thought.

45- I love the thought that the perfect partner will perfectly appear at the perfect moment; all I need to do is remain perfectly **true to what I believe**. I love that perfect thought.

46- Thinking about it now I love the thought that I am willing to be who I need to be and **willing to do whatever** I need to do to create what I want. I simply love that the thought.

47- Thinking about it now I love the thought that when I **plant my flag** and say to myself, "This is who I am going to be, then the universe lines up with me and God gives me all the wisdom to make it eventually come true. I love that thought.

48- I love the thought that unless I'm very clear in every moment about what I want, I may be influenced by the thoughts or words or actions of those who surround me to create something that I do not want, therefore **I love thinking clearly** about what I want.

49- I love thinking that my thoughts are powerful but my words are even more powerful than my thoughts; but my actions are more powerful than both thoughts and words, and since my actions follow my dominant beliefs I love the thought that **I'm crystal-clear** about my dominant wants. I love that thought.

50- Thinking about it now I love the thought that when I'm beginning a new episode in my life I love that I'm taking 60 seconds before starting to I clarify what I'm most wanting to **give and get** during this next life episode. I love that thought.

51- I love the thought that until I have made a clear decision about what I want to give and get from each episode of my life, all the stimulation and distraction gets my attention

and as I give my attention, so goes my creation, therefore I thinking that I make **clear decision** about what I want. I love that thought.

52- Thinking about it now I love the thought that when I'm beginning a new episode in my life I love that I'm taking 60 seconds before starting to **I clarify** what I'm most wanting to give and get during this next life episode. I love that thought.

53- I love the thought that **I'm identifying** what is most important to me every moment because as I'm doing that my natural creative process goes to work and confusion disappears.

54- I love the thought that when **I invest** uninterrupted distraction-free time thinking about what I'm creating in my life and business I feel good, and when I feel good – I do good. I love that I'm now thinking that thought.

55- Thinking about it now I love the thought that whatever I'm putting my attention is **growing stronger** in my life. Also I love the thought that whatever I've taken my attention away from is withering and disappearing. I love that thought.

56 - I love the thought that I deep down inside I really love replacing that one habit that with my **new habit** that's allowing me to be a better version of myself. I love thinking that thought.

57- I love the thought that I'm having **courageous conversations** because I've replaced avoiding conflict by intentionally having courageous conversations. I love enjoying that thought.

58 - I love the thought that I've replaced blaming others by automatically taking full **responsibility for everything** that is happening in my experience. Yes, I love the thought of being fully responsible.

59 - I love reflecting on the thought that I I've repeatedly replaced drama with joy and **I loving doing that**.

60- I love the thought that I've swapped out doing everything on my own by happily **being a team player** and I love doing that.

61- I love the thought that I've got rid of the thought that I'm living a small risk-free life by routinely **playing a bigger** game and I love doing that.

62- I love the thought that I've switched doubting I can do it for deliberately **moving faster** towards my goal and I love doing that.

63- Now that I'm thinking about it I love the thought that I've replaced focusing on what I don't want by **consciously focusing** on what I do want and I love doing that.  
Oh my, I love that thought.

64- I love the thought that I've replaced setting myself up to fail by automatically **creating** my own destiny.

65- I love the thought that I've replaced clutter and messiness by automatically being **neat and orderly**.

66- I love the thought that I've replaced overly introverted by automatically choosing being **outwardly focused**.

67- I love the thought that I've replaced being late by automatically **showing up** on time.

68- I love the thought that I've replaced starting my day hurried by automatically starting my day on rampage of **gratitude**.

69- I love the thought that I've replaced quitting by automatically **completing** what I start.

70- I love the thought that I've replaced self-deprecating language by automatically using **empowering self-talk**.

71- I love the thought that I've replaced procrastination by automatically **disciplining myself** to do it now!

72. I love the thought that I know **how to reach** for a thought that is filled with peace, love, joy are deeper feelings.

73- Thinking about it now I love the comforting thought that I'm have a deep knowing that no matter what is going on with my thinking, or what is going on in my personal life, or what's going on in my business life, **a better feeling** is always available to me instantly.

74- I love the thought that when my mood is low, I know that I have access to the wisdom within by simply turning to the **feelings of peace** and love and joy.

75- I love the thought that when I'm in the high mood of **gratitude**, I ask myself better questions.

76- I love the thought that gratitude has a way of accessing **my very best** highest level of desire.

77- I love the thought that I ask myself, "What are the beliefs that will **strengthen me** the most as I create what I want?"

78- I love the thought that my focused, **clear**, positive sense of self allows me to create the discipline of continuous, right action.

79- I love the thought that without my changing beliefs, and without changing habits, I really cannot expect to create the **best next version** of who I want to be.

80- I love the thought that the more complex my life becomes, the more I'm called to rely more on **my wisdom** when I'm deciding and less on my logic and my intelligence.

81- I love the thought that whether I'm aware of it or not my deeper voice of wisdom and **intuition** are continually sending me messages depending on the quality of the question that I'm asking.

82- I love the thought that **my wisdom** is constantly seeking a better feeling.

83- I love the thought that **my wisdom understands** what feels good and what feels bad.

84- I love the thought that my wisdom is the ability to use my experience and my knowledge to make sensible, **good-feeling decisions** based on my own insight about what makes me feel good and what will make me feel bad.

85- I love the thought that at any time that I'm not quite sure if what I'm doing, or what I'm about to do or is what **I really want to be** doing – I ask my wisdom for insight



by simply putting the words “I want to” in front of everything I’m currently doing or about to do – then I notice how I feel.

86- I love the thought that **I know how** to ask my wisest self for what I want. I love coin that.

87- I love the thought that “The number of reasons I have to do something is inversely proportional to how much I actually want to do it.” Meaning I don’t have to have any reason to do something except that **I want to do it.**

88- I love the thought that when someone asks, “Why do I do that?” I just say, because **I want to.**”

89- I love the thought that **making decisions is easy** because I either want to do something or I don’t.

90- I love the thought that If I’m not sure what to do I **just decide** to do something anyway because I can always change my mind.

91- I love the thought that if it turns out that I don’t want to do it, I can **change my mind** and I don’t have to do it.

92- I love the thought that **my secret** to decision making is understanding how I deal with the consequences of the decision.

93- I love the thought that the consequences of my decision **will affect me** much greater than my actual decision.

94- I love the thought that choosing to **hire a person** who is not skilled at there job is a mistake but keeping them in that position is a bad decision.

95- I love the thought that **choosing to work** with a buyer who refuses to give me their 5, 6, and 7 is a mistake but continually being abused by them for the sake of a commission check is a bad decision.

96- I love the thought that learning to make mistakes is the sign of a **highly evolved person.** My key is having healthy regret for making mistakes but not feeling guilty.

97- I love the thought that my **healthy regret** humbles me. It reminds me that I'm human and the reason I'm alive is to learn from my mistakes.

98- I love the thought that my favorite way of **learning** is by making mistakes.

99- I love the thought that if I choose to avoid making decisions, I never get enough practice. I love the thought that **I love to practice.**

100 - I love the thought that **I am learning** how to affirm my life.

101- I love the thought that the best way for me to **make better decisions** is to make more decisions. The more decisions I make, the stronger my decision-making muscle becomes.

102- I love the thought that **I'm a super- strong** decision maker.

103- I love the thought that big, hairy, audacious intentions tell me I'm **pushing myself** beyond where I've ever gone before.

104- I love the thought that **my life's satisfaction** will be a lot higher if I live my life as a series of small, minifeats instead of one huge goal that I got to get done.

105- I love the thought that **I break it down** into smaller chunks, because when I have a lot of series of small accomplishments it keeps me on track.

106- I love the thought that **my beliefs are adjustable.** I can change what I believe easily because I don't believe every thought that I have.

107- I love the thought that the two most powerful words that I'm familiar with are "I've decided." I love those words. **"I've decided."**

108 - Thinking about it now I love to decide what I want.

109- I love the thought that since my path is unique to me and no one has ever been on it before, there's no precedence so I love that everything is happening as a surprise, **just the way it suppose to**. I love that thought.

110- Thinking about it now I love the thought that **I focus on my strengths**, and allow my weaknesses to become irrelevant. I love thinking that.

111- I love thinking that I'm automatically **focusing on my uniqueness** without trying to become like anyone else I love the thought that I love myself as I'm fully focusing on my uniqueness. I love thinking that now.

112- I love the thought that I have public self; it's the part that everyone sees. **I love my public persona**; it's what everyone sees from the outside looking towards me. I love thinking that.

113- Thinking about it now I love the thought that **I have a private self**. That's the part of me that only my family members and my closest friends will ever see. I love the thought that I loving the private self.

114- I love thinking that **I have personal self**. That's the part of me that only I see, hear and feel and I love the thought that I am the only one familiar with that part of me. I love that thought.

115- Now that I'm thinking about it I love the thought that **my core confidence** is coming from having unconditional love at the core of my life. I love that thought.

116- I love the thought that **I am fully responsible** for my creation as opposed to a victim of what was not created for me. I love the thought that I 'm fully responsible for my past present and future. I love thinking that.

117- I love the thought that I do not use my past as a crutch, but I do use my past to help me **create a future**. But I only use the parts of my past that make me feel good.

118- I love the thought that I have a list of 20 of my most proud accomplishments – my proudest moments in life. Whenever I start a new journal, the first thing I do is I write down on the very first page, 20 of **my proudest accomplishments**.

119- I love the thought that when my mood drops, I look at my list and I notice that **my confidence comes back**.

120- I love the thought that my **confidence is a result** of predictability. Predictability gives me security.

121- I love the thought that **I remain focused**, clearheaded, and I have the ability to access wisdom during high- stressful situations is a function of physical conditioning.

122- I love the thought that when I combine stamina, strength, flexibility, **I get endurance**. I love that word “endure” which means I simply do it until it’s done.

123- I love the thought that endurance means to maintain a high state of unyielding movement **towards an outcome**.

124- I love the thought that my endurance is **directing the mind** to run the body. I never let the body tell the mind what to do.

125- I love the thought that the fastest, most effective way that I know to expand myself is to **play a bigger game** a game that’s equivalent in size to how big a person I want to be.

126- I love the thought that My Big Game that I have put into my calendar has caused me to completely **reorient my life**, completely re- contextualize my time, forces me to get up earlier in the morning, forces me to have a great diet and reorient my work schedule.

127- I love the thought that **I’m vibrating with confidence**, love, strong sense of purpose, and business comes to me automatically.

128- I love the thought that when I receive an inspired desire that what comes with it is the natural unfolding with all the skills, **all the motivation**, all the awareness to see it through to completion.

129- I love the thought that **my life is an expression** to the divine.

130- I love the thought that Martin Luther King shares “Imagination is having the **vision to see** what is just below the surface.”

131- I love the thought that when **my inner self** is larger than my surface self.

132- I love the thought that my secret to my **core confidence** is not in avoiding my drop in mood, but quickly recovering from it and rebalancing myself consciously.

133- I love the thought that from Stephen Covey says, “Most **public victories** were preceded by private victory.”

134- I love the thought that **I take control** of my emotions and consciously and deliberately reshape my daily experience of my life.

135- I love the thought that the **bigger outcome** that I want to manifest, the less irritable I’m allowed to be.

136- I love the thought that **my life is lighter** and much easier when I’m rested.

137- I love the thought that **I have plenty** of evidence that shows napping increases my productivity significantly.

138- I love the thought that just even a 20-minute nap, which is what the original power nap was all about, has the benefits of **improving my muscle** memory. It actually clears my brain of useless, built-up information. It has the capacity to transfer everything that’s in loop; short-term memory into long-term memory.

139- I love the thought that when I want to take a 50- to 90-minute nap, it’s a super nap. That means moving into R.E.M. sleep where I really slow down the brain waves. When I slow down my brain waves, it **repairs my bones**, it repairs all of my blood system, and my entire human growth mode.

140- I love the thought that when my **commitment increases**, my motivation and my discipline automatically follows.

141- I love the thought that when I play a big game and a strong enough reason why I do it – I just do it. It requires very little discipline. **I'm pulled towards** it, even pushed towards it.

142- I love the thought that instead of trying to force myself to be more disciplined, I focus on setting a **very inspiring, huge, audacious goal**: I love the thought of doing something that pulls me in the direction of my version of myself that I dream of.

143- I love the thought that there are two types of people. People like me who **live their dreams** and there's the type of person who watch people on TV live their dreams.

144- I love the thought that undisciplined has nothing to do with achieving the big outcomes. It's more about **motivation**.

145- I love the thought that nothing motivates me like a **result**.

146- I love the thought that just even a 20-minute nap, which is what the original **power nap** was all about, has the benefits of improving my muscle memory. It actually clears my brain of useless, builtup information. It has the capacity to transfer everything that's in loop; short-term memory into longterm memory.

147- I love the thought that when I'm not feeling loved, what I do is **I open up my journal** and I ask myself these three questions: Number one: Am I open to receiving love? Number two: Am I willing to give love? Number three: Am I worthy of giving and receiving love?

148- I love the thought that **I get focused**. I get what is on my mind onto paper because my brain is for processing, not for storage.

149- I love the thought that **I get super focused** when I ask myself what three things could I do in the next 90 days that would make a 50% difference by the end of the year?"

150- I love the thought that when I'm feeling overwhelmed, I make a list and I separate what **I would like to do** from what I have to do.

151- I love the thought that **I am willing** to reschedule and postpone whatever I want until the feeling of overwhelm starts to reduce.

152- I love the thought that the easiest way for me to **make more money** is increase my visibility which means allow more people to know who you I'm and what I do!

153- I love the thought that **my security** comes from my lack of a need for acknowledgement, appreciation, and approval of others.

154- I love the thought that when **I focus** on what's not working in my life, I feel more discouraged. When I focus on what's working in my life, I feel encouraged.

155- I love the thought that I seek out people who are constantly encouraging me to be the **highest version of myself**. I love thinking adventurously.

156- Thinking about it now I love the thought that the more I become an encourager of others, the **more encouraged** I become. I love that thought.

157- I love the thought that if I'm feeling loneliness, the thing I love doing is make a list of lifelong friends then dwelling on the wonderful memories of each person and now **I'm feeling loved**. I love thinking about my life long friends.

158- I love the thought that there's a huge difference between being alone versus all one. I love that. Somebody says, "Are you alone?" I say, "No, **I'm all one.**"

159- I love the thought that Yogananda shares, "Solitude is often the price for greatness." I love what he said. "You must not let your life run in an ordinary way. **Do something** that nobody else has done, something that will dazzle the world. Show that God's creative principles work in you."

160- I love the thought that when I decide I want something

that is bigger than my current reality; I'm giving birth to doubt. The more doubt I have means the bigger the outcome I'm going for. **Doubt is natural** when you're going for something big.

161- I love what Doctor Seuss says. Doctor Seuss says that "Those that mind don't matter and **those that matter**, don't mind."

162- I love the thought from James Allen, As a Man Thinketh. "Circumstances don't define the man, they **reveal** him."

163- I love the thought that the better **I take care** of my at my physical level and my environmental level, the easier it is and more fluid it is to take care of others.

. 164- I love the thought that I **create a lifestyle** that represents the highest version of myself.

165- I love the thought that I have **good eating habits**: little sugar, little or no fat, or fast foods. Lots of whole food, lots of fruits, lots of vegetables. Good, clear, clean protein, and food that really serves as fuel.

166- I love the thought that **I drink eight glasses of water** each day. I drink eight glasses of water each day.

167- I love the thought that **I apply moderation** in my consumption of alcohol and caffeine.

168- I love the thought that my weight is within a **healthy range** of my height and my body type.

169- I love the thought that I get **enough sleep** every night to feel rested and energized in the morning.

170- I love the thought that my teeth and gums are **healthy** and I see a dentist every six months.

171- I love the thought that I make **absolutely certain** I always have fresh breath.

172- I love the thought that **I treat myself better** than most people know how to treat themselves.



173- I love the thought that **I have my hair done** – cut, trimmed, styled professionally – every six or eight weeks.

174- I love the thought that people generally think I'm **younger** than I look.

175- I love the thought that I've identified and stopped all behaviors which cost me **my physical well-being**

176 - I love the thought that I open new neuron- pathway my brain and that get me **thinking about money** in an all new way. I love the thought.

177- I love the thought that I know the difference between **being committed** to my success vs being interested in my success. If I am interested, I do what is convenient. When I'm committed, I will do whatever it takes, no matter what.

178- I love thinking about what Pat Summitt, the women's coach with the Tennessee Volunteers basketball team, said to her team at half time during the finals. She said if **you're committed** you will leave it all out on the court because you don't want to look back five to ten years from today and regret that you didn't give it all you had. I love living with no regrets.

179- I love the thought that money is like water. It's a universal solvent capable of flowing anywhere, nourishing anything, and wearing down even the hardest stone. And like water, it becomes stagnant and even poisonous if it is prevented from flowing freely. I love thinking that **money flows to me** to flow through me.

180- I love the thought that net worth defines my present position in the financial space. Annual income defines my level at which I am presently playing the game of business, and my annual contribution defines the scale at which I am giving to the causes and the people that I really believe in I love the thought that I have a strong loving **responsible relationship** with money.

181- I love the thought that I am having a financial **impact on the world** around me.

182- I love the thought that I **regularly purge** my home of items and things I no longer want or need instead of storing them indefinitely in closets, attics, my garage, and storage sheds.

183- I love the thought that I'm surrounded by things that **inspire me** and appeal to my senses of aesthetics, like art and fresh flowers, maybe music.

184- I love the thought that everything in my home is in **good condition** and in working order; meaning the appliances, my plumbing, my flooring, and my landscaping.

185- I love the thought that my bedroom is **peaceful**, light, uncluttered, and provides me with undisturbed rest.

186- I love the thought that a wise man told me, "that when your values are clear, your **decisions are easy.**"

187- Thinking about it now I love the thought that when I do my best to align myself with people who have similar values I apply what **Warren Buffet said**, the easiest way to get from where you are to where you want to be is find a group of people who have the same values and go together.

188- I love the thought that my personal files – which are my papers, my receipts, and my bills – are **neatly** filed away and easy to find when I need them.

189- I love the thought that there's **no such thing as failure.** That's probably the most important lesson I've ever learned.

190- I love the thought that failure really is an **attitude.** It's not an outcome.

191- I love the thought that sometimes the greatest risk of all is not taking a risk, especially when it comes to doing something that might **change my life** and do something really astonishing.

192- I love the thought that I avoid at all cost **doing things** – or not doing things – that I will regret forever.

193- I love the thought that the time for action, the time to do something astonishing, is always in the **present moment.**

194- I love the thought that my **personal development** is putting myself in a position where life demands the very best authentic version of me.

195- I love the thought that **using each moment** of every day to strip away the facade that I've been given.

196- I love the thought that what I see as my primary purpose for living is to reflect my ability to look at **deeper truth** then step into relationship with myself and others in my most authentic real way.

197- I love the thought that my personal development is when I consciously choose to **be authentic**; consciously choose to be authentic; really, really, really want to be seen. It takes courage. It takes desire. It takes focus to be authentic.

198- I love the thought that personal development has been my path to finding who **I want to be**.

199- I love the thought that I pick experiences that reveal a more astonishing me; a part of me that requires a **new set of beliefs** that are truly my beliefs; habits that really represent who I want to be.

200- I love the thought that the better I feel about myself, the more visible I want to be and the more visible I'm the faster **my business grows**.

201- I love the thought that when I say, "**I want to change**," what I'm really talking about is my habits.

202- I love the thought that my most important personal growth occurs outside my safe comfort zone. **I grow personally** when I step up and I take intelligent, healthy, risks.

203- I love the thought that **authentic power** is something that no one can give me. No one can make it happen for me. I must do the work to bring it out of me.

204- I love the thought that when I focus on what's not working in my life, I feel more discouraged. When I focus on **what's working in my life**, I feel encouraged.

205- I love the thought that fear and insecurity are my teachers; they're like workshop leaders. Most recently, fear and insecurity are teaching me how to **surrender and let go**.

206- I love the thought that when **I surrender** it does not diminish my power; it enhances it.

207- I love the thought that Coach Thomas Leonard taught me which was that the body never lies. **Listening to your body** brings me in direct awareness with my authentic power. It's when my authentic power is most alive.

208- I love what the Buddha says: "All that we are arises with our thoughts. With our thoughts, **we make our world**."

209- I love the thought that my thoughts and emotions happen as a result of my interaction with the world based on **my perception** of past experiences.

210- I love the thought that if I perceive the **world as unfriendly**, it helps me form thoughts that become protective and harsh or quick to defend.

211- I love the thought that everything I dwell upon in my mind and my heart, everything that I believe in is drawn into physical manifestation and the more emotion I put behind that, the **faster it is manifested**.

212- I love the thought that I've noticed that when **my intention** is to be right versus to be happy, I start seeking your approval.

213- I love the thought that when I'm helping a person access their 5-6-7, what I'm really accessing is their **most authentic intention** because 5-6-7 is their authentic intention.

214- I love what Doctor David Hawkins says: "There is nothing false. There's just more truth." The more truth you tell, the **more connected** you are to your intention.

215- I love the thought that willing to **take full responsibility** for everything.

216- I love the thought that. When it comes to **taking responsibility**, I either do or I don't.

217- I love the thought that **I stay in integrity** at all costs, which means I speak and tell the truth in a responsible way even when it frightens me.

218- I love the thought that **I say what is difficult** to say.

219- I love the thought that life is not about being comfortable. Certainly my authentic life is not about being comfortable. My authentic life is about unfolding my authentic power. **I access my authentic power** when I say what is difficult to say.

220- I love the thought that my greatest development happens in small authentic groups where everyone is **absolutely committed** to having no distance between each other.

221- I love the thought that extraordinary things happen when I open myself to a constant, fresh perspective from people, in an **authentic relationship**.

222- I love the thought that I open myself to **focus on being fully present** while others are speaking. This is how I access my authentic power, by deeply listening to the words but more importantly, the feelings behind the words.

223- I love the thought that **the best thing I could do** for the poor is not be one of them.

224- I love the thought that **abundance is a good thing** because it's a reflection of what the market says I have a value.

225- I love the thought that we're moving into an entirely new economy – it's the authentic economy. It's where **I have to be authentic**. I have to have authentic power.

226- I love the thought that the **shift right** now is from an unconscious economy to a conscious economy; from an unauthentic relationship with money to an authentic relationship with money; from power, control and manipulation to true, authentic power.

227- I love the thought that the major way for me to **reduce my stress** is to narrow my focus to the immediate future; to just the next 10 minutes.

228- I love the thought that I carefully and **clearly envision** a successful performance before I make my 2 in 7 calls.

229- I love the thought that I'm constantly talking to myself, and at a rate that's many times the speed of normal speech. When I **notice** something negative, I say to myself, "Stop. Stop, stop, stop, stop, stop."

230- I love the thought that I **create** your own cheering session to be like an encouraging chorus.

231- I love the thought that I have learned to talk to myself like I have an embedded cheerleading section in my head ready to **cheer me on** all the time.

232- I love the thought that **my body can** handle 20 times more than what my mind says it can, and with my cheerleader it might even be 40 times more. I love the fact that I have powerful internal and external cheerleaders in my life.

233- I love the thought that when I take slow, **deep breaths** with a controlled exhale I convince my brain that my situation right now, is a situation which requires no panic. It actually sends a neuro-connection to my brain that says everything's okay.

234- I love the thought that as I creating what I want, I use the four Navy SEAL mental toughness skills because it creates deep inner resilience. It helps me be a **mental warrior**. It helps me develop my character that I want.

235- I love the thought that it's so simple to set **tenminute goals**, visualize my process done, find my cheerleader voice, and then breathe into it.

236- I love the thought that I spend some time every day, in prayer, meditation, or silence, focused on my sense **my higher power**.

237- I love the thought that I have the 5-6-7 conversation with myself when investing myself in something so I can **stay deeply connected** to what really matters to me about my involvement.

238- I love the thought that I hang out with **passionate people** and learn from them.

239- I love the thought that I use **my brain** for processing and not for storage

240- I love the thought that I spend time every day in awareness and appreciation of the **present moment**.

241- I love the thought that I have a compelling, **big-picture vision** of what I want, and then I take small, microactions towards it every day.

242- I love the thought that I set huge, creative intentions which brings out the best and **inspires me**. Not overwhelms me, but inspires me.

243- I love the thought that **I keep a journal** for capturing and working through my ideas, thoughts, and emotions.

244- I love the thought that **I'm aware** of, and sensitive to, my feelings in the moment.

245- I love the thought that **I honor** my inner feelings, my desires, and my inklings completely.

246- I love the thought that **I take full responsibility** for how I react to others.

247- I love the thought that **I prioritize** peace ahead of performance.

248- I love the thought that **I have forgiven** those people who have hurt or damaged me, whether intentional or not.

249- I love the thought that **I express myself** fully in real time.

250- I love the thought that my friends and my family make me **feel great**.

251- I love the thought that **I feel comfortable** asking for what I need to be fully present and happy.

252- I love the thought that **I do not use** alcohol, food, sleep, or television to avoid feelings.

253- I love the thought that I have a confidant, mentor, coach, or spiritual leader to whom I can **turn for guidance**.

254- **I love the thought that I can ask** myself, what can I write in my journal today that I'm going to feel good reading a year from now?

255- I love the thought that people ask me how can I get so much done, and the one thing I say is that I record just about every worthwhile thought in my journal so I can capture my thinking. **I've learned** that my mind is far better at processing than collecting and storing thoughts. I love that thought.!

257- I love the thought that the **bigger the commitment** I make, the bigger the obstacles and the more resistance I will face.

258- I love they thought that one of the simplest, most powerful things I can do to **positively increase** my wealth and my abundance mentality is make a commitment to be wealthy. I love that committed thought.

259- I love the thought that **staying committed** to my goal is easy when I love what you do. I love the thought that a commitment is borne out of a meaningful goal.

260- I love the thought that **the secret** to staying committed to my goals is staying flexible in your approach.

261- I love the thought that **I have noticed**, that I'm happier once I've decided to look beyond the perceived imperfections of life; and all the imperfections in my life are just perceived.

262- I love the thought that I I've learned to be **happy with my progress** and not to focus on my lack of perfection.



263- I love the thought that **focusing on my progress**, not my imperfections, makes it a lot easier to find happier thoughts, especially when it comes to money.

264- I love the thought that I when I **slow my thinking down**, I can reflect on how far I've come, and not on how far I have to go.

265- I love the thought **I'm complete** with everything I do, versus just finished

266- I love the thought that I that the faster my thinking is, the faster my thinking is spinning around; the harder **my new awareness** and new insight to get through my mind.

267- I love the thought that when I slow down my thinking, the more awareness and the **more insight** can get through.

268- I love the thought that I the easiest way to slow my thinking down so I can allow new thinking to emerge is breathe. **Breathe deeply**. Three nice, deep breaths; six up, hold it for two; six down, hold it for two.

269- I love the thought that **my motivation** dissipates the same way a car depreciates.

270- I love the thought that **my insight** and awareness expand through reflection. Reflection means my mind is open. It's quiet so I can find insight so I can see realization when it comes to me.

271- I love the thought of being around people and being in environments where I'm inspired to **open my mind**.

272 - I love the thought that I watch TV out of laziness, habit, boredom, or avoidance, and **I restrict** the number of hours I spend watching television so as not to waste too much time.

273- I love the thought that **my money** create a life experience that I can predict and know what's going to happen.

274- I love the thought that my money gives you **more certainty**, or it allows me to have more certainty.

275- I love the thought that a core need I have is the need for **adventure**; the need for variety.

276- I love the thought that my money **allows me** have more adventure, more uncertainty in my life.

277- I love the thought that my money **helps me** get my need for significance met.

278- I love the thought that my money allows me to get **my need to contribute** met.

279- I love the thought that my money does is allow us to **accelerate** our contribution.

280- I love the thought that my money allows me to get my **need to grow** met.

281- I love the thought that my money allow me to get my need of need to be connected, which is how **I relate** to others, and how I give to others, and how I receive from others.

282- I love the thought that my money helps me **create space** to have more love and create more space to be more connected in many different awesome, extraordinary ways.

283- I love the thought that my money provides **spontaneous** fulfillment of my desire.

284- I love the thought that I Oscar Wilde said: "The only group of people who think more about money than **the rich** are the poor. In fact, the poor can think of really nothing else but money."

285- I love the thought that my money consciousness is being **totally carefree** about everything, even money.

286- I love the thought that true **wealth consciousness** knows that the source of all fulfillment comes from the formless energy. It comes from God.

287- I love the thought that I have learned that I had to **take responsibility** to change because I may not be responsible for something in my past, but I am responsible

for everything that happens in my future.

288- I love the thought that my money's role is to **enhance our ability** to get our core needs met in a spontaneous way.

289- I love the thought that **my truth** is money, in itself, is not good or bad. It's simply a tool created for a purpose, mostly to get my needs met in this Western society.

290- I love the thought that the **more abundance** I have, the quicker I can get my core needs met.

291- I love the thought that when it comes to my money, **I feel wishful.**

292- I love the thought that when it comes to my money, **I feel peaceful.**

293- I love the thought that when it comes to my money, **I feel attentive.**

294- I love the thought that when it comes to my money, **I feel organized.**

295- I love the thought that when it comes to my money, **I feel generous.**

296- I love the thought that when it comes to my money, **I feel on time.**

297- I love the thought that when it comes to my money, **I feel controlled.**

298- I love the thought that when it comes to my money, **I feel strategic.**

299- I love the thought that when it comes to my money, **I feel planned.**

300- I love the thought that when it comes to my money, **I feel sharing.**

301- I love the thought that when it comes to my money, **I feel optimistic.**

302- I love the thought that when it comes to my money, **I feel thrifty.**

303- I love the thought that when it comes to my money, **I feel fun.**

304- I love the thought that I committed to having a good time in my relationship with money. **I have fun with money.**

305- I love the thought that I'm committed to **healing my relationship** with money. I'm committed to clearing up anything in the way of my ability to have a healthy relationship with money.

306- I love the thought that I'm committed to own my complete development as a **financially independent** individual.

307- I love the thought that **I have no entitlements**; nobody owes anything to me when it comes to money.

308- I love the thought that I'm committed to **reinventing myself** constantly in my relationship with money and not concealing myself.

309- I love the thought that I'm committed to **full financial empowerment** of people around me.

310- I love the thought that I'm committed to acting out of the awareness that I'm 100% responsible for, and the source of, my current financial state. I love my current financial state. **I love where I'm at.**

311- I love the thought that my business is not how much money I make. My business is about my **ability to make money**, my ability to create value, my ability to find ways to give to people so in return they give to me their money.

312- I love the thought that my security lies not in my business but in my ability to **create value** that creates money.

313- I love the thought that I figured out how much I was trading my life energy for.

314- I love the thought that I trade **my life energy** for money.

315- I love the thought that my most **precious resource** is the existence of my life energy. I make sure I'm getting your needs met in exchange for my life energy.

316- I love the thought that **my life energy** is what I'm exchanging when I'm buying something. I want to make sure that it's getting one of my needs met.

317- I love the thought that before **I buy anything** I ask myself, "How much of my life energy am I giving away right now, which is not renewable.

318- I love the thought that I value my life energy so much that what I want to do is communicate in a way that others **value my energy**.

319- I love the thought that **my unique ability** is to inspire and to guide you in the direction of the resources that will improve your life energy.

320- I love the thought that I have a healthy, secure, powerful relationship with money in a way that **encourages me** to go out into the world and be highly visible?

321- I love the thought that the amount of money I create in my business is in direct relationship to **my willingness to be authentically** visible.

322- I love the thought that my willingness to increase my personal security, is in direct relationship to my ability to **expand my visibility**.

323- I love the thought that my bills are just a representation of somebody saying, we believe that you will **be responsible** for paying us back.

324- I love the thought that everything is either **moving me** towards more success or moving you away from it. Nothing is neutral.

325- I love the thought that the more **unbeatable** I become the easier it is to bounce back from defeat a disappointment, which results in me becoming stronger and stronger.

326- I love the thought that the great Charlie Jones gave me, "It's not how far you fall Joe, but **how high you bounce** back that counts!"

327- I love the thought that Vince Lombardi after they lost a game "We didn't lose at all; **we just ran out of time.**

328- I love the thought that as long as I continue **bouncing back** from short-term disappointments and failures, I become stronger and stronger and more resilient, and ultimately more unbeatable."

329- I love the thought that, there is someone else, probably hundreds and even thousands of other people, who have had it far worse than I could ever dream of, and have gone on to **be successful** nonetheless.

330- I love the thought that it doesn't matter where I'm coming from because all that matters is **where I'm going.**

331- I love the thought that that was then and **this is now.**

332- I love the thought that when I am at work **I feel inspired** and peaceful. \

333- I love the thought that **I look forward** to arriving at my office.

334- I love the thought that **my office is neat**, clean and smelling fresh.

335- I love the thought that **I love** where my office is located.

336- I love the thought that **I regularly purge** my office of items and things I no longer want or need instead of storing them indefinitely in filing cabinets, boxes, closets, or storage.

337- I love the thought that I am surrounded by things that inspire me and **appeal to my sense** of aesthetics.

338- I love the thought that everything in my office is in **good condition** and working order.

339- I love the thought that my workspace is peaceful, light, uncluttered and provides me with **undisturbed focused time**.

340- I love the thought that **I like** my work commute.

341- I love the thought that my work files, papers and receipts are neatly filed away and **easy to find** when I need them.

342- I love the thought that **my clients understand** the benefits they receive from my services because I find tasteful and powerful ways to include that in my communication to them.

343- I love the thought that every client **respects my advice** and expertise, and gives me the room I need to do an extraordinary job.

344- I love the thought that **I am ahead** of my clients. I know what is next for them and they know that I know this.

345- I love the thought that there is **high trust** between my clients and me. They tell me everything that I need to know to be able to help them professionally.

346- I love the thought that I work only with clients who are **right for me** and ready for my services.

347- I love the thought that I **do extra things** for my clients regularly.

348- I love the thought that my clients know that **I want their referrals**.

349- I love the thought that I call and **thank the source** of every referral.

350- I love the thought that **my clients appreciate** and respect me for who I am, not just what I do.

351- I love the thought that **I clearly communicate** my needs and boundaries to my clients.

352- I love the thought that I have **fully communicated** with and apologized to every client I have neglected, disappointed, hurt or misled, even if it was not fully my fault.

353- I love the thought that **I have let go** of the clients who drag me down or damage me.

354- I love the thought that **I remember** and celebrate my clients' birthdays.

355- I love the thought that people know they can **count on my word**. I do what I say I will when I say I will do it.

356- I love the thought that **I make requests**, rather than complain.

357- I love the thought that **I put people first** and result second.

358- I love the thought that I operate with **100% integrity** in relationship to my clients (I do not cheat, lie, disguise, blame, manipulate or disempowering).

359- I love the thought that I have **long-term financial goals** and a plan for achieving them.

360- I love the thought that I have six months of **living expenses** saved in a safe, liquid account.

361- I love the thought that **I save** between 10 to 20% of my income for retirement.

362- I love the thought that I live on a **monthly budget** that allows me to save but not to suffer.

363- I love the thought that I pay all my bills on time.

364- I love the thought that **I have minimal credit card debt** and usually pay it in full every month

365- I love the thought that **I have planned** for my family/ extended family's education or other large expenses

366- I love the thought that **I keep good records** and pay my taxes on time.

367- I love the thought that no single client accounts for more than 25% of **my referrals**.



368- I love the thought that **I have a budget**, which I compare with my monthly financial statement.

369- I love the thought that my taxes are professionally prepared by some one I trust and **I fully understand** the results each year.

370 - I love the thought that my net income is increasing by 10% each year my income source/revenue base is **stable and predictable**.

371 - I love the thought that **I live within my means** and it is comfortable.

372 - love the thought that **I have excellent** medical insurance.

373 - I love the thought that I know how much **I am worth**.

374 - I love the thought that **my earnings** are commensurate with my effort.

375 - I love the thought that **I invest 5%** of my revenue into my own training.

376 - I love the thought that I operate from a **simple mission statement**.

377 - I love the thought that **I add value** is continually

378 - I love the thought that **requests are fulfilled**.

379 - I love the thought that I have a **strong reputation** for being the best in my business.

380 - I love the thought that my clients consistently keep their appointments and **value my time**.

381 - I love the thought that I do not work outside **my best** daily schedule.

382 - I love the thought that **I produce** miraculous results.

383 - I love the thought that each day **I work on the goal**, project, need or skill that will give me a real future, not just incremental progress.

384 - I love the thought that **I can sense people** from a distance who will waste my time or take my energy and I take steps to avoid, manage or educate them.

385 - I love the thought that **I take the time** I need so the tasks I touch are finished completely and don't unravel later.

386 - I love the thought that I have the right accountant, banker, attorney, and coach, advisers who **add to my profitability**.

387 - I love the thought that my co-workers and **team members appreciate** and respect me for who I am, not just what I do.

388- I love the thought that I ask myself the question how can I reduce what I consume and increase what I produce?!

389- I love the thought that **I clearly communicate** my needs and boundaries in my work relationships with my co-workers/team.

390- I love the thought that **I have fully communicated** with and apologized to everyone I work with that I have neglected, disappointed, hurt or misled, even if it was not fully my fault.

391- I love the thought that professionally, **I surround myself** with people who inspire me to grow and develop.

392- I love the thought that I remember and **celebrate my coworker's** and team members' birthdays.

393- I love the thought that **I get along well** with my coworkers.

394- I love the thought that people know they can **count on my word**.

395- I love the thought that **I make requests**, rather than complain.

396- I love the thought that I put people first and **result second**.

397- I love the thought that **there is no one** whom I would dread or feel uncomfortable running into.

398- I love the thought that **I operate with high integrity** in relationship to my team/coworkers.

399- I love the thought that **my staff accountabilities** are written and clear.

400- I love the thought that I have a before, during and after **team leader**.

401- I love the thought that I know **my Unique Ability** is the Initial Consultation and Negotiating on my client's behalf.

402- I love the thought that my team is **fully responsible** for keeping me engaged in my Unique Ability.

403- I love the thought that I know my ratio of **personal time** invested versus team time invested.

404- I love the thought that my **team performs** as well or better in my absence than they do in my presence.

405- I love the thought that **I first outsource** tasks to others with the necessary unique ability, before I create employees.

406- I love the thought that **I conduct** quarterly employee views.

407- I love the thought that each of my employees is in the job, which uses his/her, **key strengths**.

408- I love the thought that there are **no weak links** on my team.

409- I love the thought that the people on my team **are happy**.

410- I love the thought that **I know exactly** how many leads my Before Unit generated in the last 90 days.

411- I love the thought that I know exactly what strategies generated the leads and how many **leads come** from each strategy.

412- I love the thought that I know the **cost per lead**, per strategy.

413- I love the thought that I know my **lead to appointment** conversion rate per strategy.

414- I love the thought that I know my **lead conversion to contract** ratio per strategy.

415- I love the thought that I know my lead to appointment, appointment to contract and contract to **closing** ratios per strategy.

416- I love the thought that **I know my overall return** on investment per lead.

417- I love the thought that I have a **fully delegated** Before Unit.

418- I love the thought that I have **clear quarterly goals** for my Before Unit, which include number of leads, number of appointments and return on investment per lead.

419- I love the thought that **I accept the reality** that I am evolving to the next level of my before unit which is to be fully automated and completely delegated getting a predictable 15 to 1 (or better) return, reaching my goals 80% of the time or more.

420- I love the thought that **I know exactly** how many appointments converted to contracts in the last 90 days.

421- I love the thought that I know exactly how many **contracts converted** to closings in the last 90 days.

422- I love the thought that I know how many **new referred leads** where generated by the During Unit in the last 90 days.

423- I love the thought that I know how many of the **new referred leads** converted to appointments and contracts in the last 90 days.

424- I love the thought that I know how many of **my own listings** I have sold in the last 90 days.

425- I love the thought that I know how many of my listing leads **I created** in the last 90 days from my existing listings.

426- I love the thought that I know how many **buyer leads** my listing has created in the last 90 days.

427- I love the thought that I have a **written 5-6-7... “7 Box Form”** on everyone of my sellers/ buyers/borrowers.

428- I love the thought that I have **fully delegated** my entire touch point program to my During Unit Manager.

429- I love the thought that I know my unique ability is the initial consultation and negotiation and each month **I track** the exact amount of time I’m in my unique ability and the return on investment of that time.

430- I love the thought that I know the **Lifetime Value** of each member of my Top 150.

431- I love the thought that I know exactly what **my quarterly yield** is on my Top 150.

432- I love the thought that I know exactly the portion of **business** that comes from my Top150.

433- I love the thought that **I know my Top 150** by name and committed to memory.

434- I love the thought that **I have fully integrated** the 30/30programs.

435- I love the thought that I have **fully automated** and out sourced all the 30/30 mailings.

436- I love the thought that **I focus my time** on my Top150.

437- I love the thought that **I concentrate on growing** the lifetime value of each Top 150 client.

438- I love the thought that **I have an After Unit Manager** who is responsible for achieving the 20% annual yield goal.

439- I love the thought that I have a list of my **most productive referral** sources and focus on increasing their value by 20% a year.

440- I love the thought that **I am a productive person** who is creating my own reality economically regardless of the market is doing or the economy is doing.

441- I love the thought that I'm **making all the adjustments** that are necessary.

442- I love the thought that **I have developed** my work ethic. I have the mental discipline and this inner drive to manifest enough business to sustain myself, no matter what's going on.

443- I love the thought that **I'm a great leader** with really focused systems and clear language skills; that I soar to even higher levels of productivity.

444- I love the thought that **I'm an invincible leader**; I love that word; invincible leader.

445- I love the thought that **I have the courage** and the guts to sit down with a nonproductive person; and dig deep into the core issues of what is the unproductive habit that you have developed in the secret world that nobody knows about that if you would reveal it to us.

446- I love the thought that as an invincible leader I communicate clearly and often, how I personally have **overcome difficulties** and how I have deeply disciplined them to master myself.

447- I love the thought that as **invincible leader** I know that I have an invincible attitude that no matter what is happening in my life I can always find something positive to turn it into; a positive direction; a positive advantage.

448- I love the thought that as an invincible leader; that no matter what the current economic situation is I'm going to turn it in **my favor**.

449- I love the thought that as an invincible leader **I mastered** spinning things up.

450- I love the thought that these times require me to **be stronger** than ever. This is when I'm really at my best is when things are difficult.

451- I love the thought that I am the person who **makes the difference** in each transaction. When things are tough, I am the person that you need to go to.

452- I love the thought that I say to others, "**Stay close to me** right now. I'm the difference that makes the difference. I'm the leader here."

453- I love the thought that I want things to **be tough** because when things are tough; that's when I'm really shining. I'm really bright. I'm really very, very good when things are tough."

454- I love the thought that **I've reinvented** my personality from taker to giver.

455- I love the thought that I have **fully let go** of external praise. I need no acknowledgement.

456- I love the thought that I have come to a place that I have overcome the need for people to tell them **how great I'm**.

457- I love the thought that **I just do what I do** because that is what I do weather I get recognized or not.

458- I love the thought that I have a quality that all invincible leader have, which is **I make no excuses**. I love that thought. I make no excuses. When adversity strikes; and it will; it opens my eyes; it opens my heart.

459- Now that I think about it I love the thought that wherever there's **extraordinary success**; there are people who have overcome extraordinary adversity and because I love overcoming adversity I'm already successful. I love that thought.

460- I love thinking that **I never blame anyone** because I take full, one hundred percent responsibility for everything that is occurring in my life. I simply never complain. Now that I think about it I have accepted that because that this is what comes with me being a leader.

461- I love the thought that I'm always finding the **superior lessons** in everything and I love relying on myself to find the next lesson and I love the thought that I given up self pity for good!

462- Thinking about it now I love the thought that **I have tremendous will power**. Oh I love that thought.



## About Joe Stumpf

Joe Stumpf has been in and around the real estate coaching and training business since 1977.

In 1981, he started his training and coaching company, which has grown to be one of the largest coaching companies in North America.

Joe Stumpf has a subscription-based company with over 5,000 clients, the purpose of which is to teach the principles, provide the tools and systems, to be highly profitable and at the same time serve others with the heart of a “Super Servant”.

Joe Stumpf invests most of his time and energy in creating, writing, and video/audio recording, while his leadership team runs his company’s day-to-day operations.

His work has been a wonderful vehicle to express his creativity, as through it he gets to live a life fully expressed as a model of possibility.

It is the perfect forum for him to discover and allow his most authentic self to be publicly shared.

In all of Joe Stumpf’s work his intention is to create the next version of himself, one which is more aligned with his soul purpose.

He has gained a sense of mastery on the goal line while maintaining a sense of sacred purpose.

Reading, writing, teaching, and coaching is woven into his fabric.

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He possesses a beautiful coaching gift of being able to channel insight and awareness to people when they seek clarity and direction in business and life.

He helps people in profound ways so they can experience the shifts they desire as a result of crossing his path.

He views this as his life’s purpose.

You’re welcome to take a closer look at Joe’s work at [MyByreferralOnly.com](#) or you can write to Joe at [JoeStumpf@gmail.com](mailto:JoeStumpf@gmail.com)