

What are You Afraid of?

Overcoming Challenges, Obstacles and Fear

Excerpt from The Treasure Map to Finding your Treasure, by Ray Gebauer

The **first step** in overcoming challenges, obstacles and problems is to accept the fact that they are inevitable. It is naive to expect that something great will be easy.

For most of my life, in my arrogance and short sightedness, I'd quickly get irritated, thinking this is NOT SUPPOSED to be this way or this SHOULDN'T be happening. Now most of the time I remember that things are NOT supposed to be smooth and easy except in my unrealistic expectation of how the world is supposed to be.

The **second step** in overcoming challenges and obstacles is to take a point of view that they are a *necessary and useful* part of life that they are actually good and working ultimately to my benefit.

Without challenges, obstacles and problems, we would remain soft and weak, and it is only *because* of them that we can become strong, creative, resourceful and victorious.

Lifting small easy weights will not support my muscles in getting stronger or bigger. But the bigger the weights, the bigger the muscles. The bigger the problem, challenge or obstacle, the bigger and stronger I become.

The **third step** in overcoming challenges and obstacles is to have a heart felt *appreciation* for them, as my teachers and my coach. I can choose to see them accompanied by an invisible purpose of making me better, wiser and stronger, and for that I can be grateful. Rather than resenting, I can *appreciate* them.

Just taking this point of view immediately empowers me. Plus it positions me to get all the benefits from dealing with the inevitable challenges and obstacles that I have to deal with anyway (unless I give in to resignation and give up).

But I will *forfeit* the not so obvious benefits if I go to my old way of thinking (paradigm) of thinking that it is not supposed to be this way, that problems are bad and are simply deterrents to me getting what I want. Plus there is little satisfaction in not having something to overcome, a battle to win, a giant to kill. The bigger the mountain, the greater the glory when I get to the top. There is a part of us that needs to conquer and overcome.

The other huge benefit of having a problem that is bigger than you is that you are then forced to enroll others into working with you in order to create a solution. You get a partner. You find a coach. You learn how to build a team that will be far more powerful than you ever would have been by yourself. You leverage your weakness and inadequacy to upgrade yourself from a small life of just you, to a bigger life of working with others as a team.

If instead of appreciation, I go into resistance and resentment, I create at least two new problems. The first one is stress we already have too much of that! This can damage my health and shorten my life, as well as the enjoyment of life.

The second problem I create by being in resistance and resentment is that the very resistance that I think will combat the problem actually holds it more strongly in place.

What I resist persists. If instead, I embrace the problem with appreciation, as an opportunity to grow and be creative, I will be empowered to deal with it more effectively, and actually overcome it faster. Instead of unknowingly contributing to the problem's persistence by my resistance, I will also be creating a better me. This principle is also clearly stated in James 1: 2-4.

The **fourth step** in overcoming challenges and obstacles is knowing ahead of time what they are going to be. The most serious and dangerous ones are the ones we create ourselves. The external obstacles are actually easier to handle. The greatest enemy is within, which is fear: anticipation of pain.

WHAT ARE THEY THINKING OF ME?

Your biggest and most serious obstacle to manage is your concern (anticipation of pain) as to what people think about you. As you share yourself, your ideas, your perspective, your goals and dreams with others, some of them will not support what you are saying or doing. There is a possibility that you could even be put down or ridiculed. Two thousand years ago when the Apostle Peter gave his first presentation, some were amazed, some were confused, some mocked, and some believed. The pattern is still true today.

This **concern (anticipation of emotional pain) of what people think of you** manifests internally as anxiety. Externally, it shows us as not taking much or any action at all. If you are not fully aware of this, you will be ambushed by it and not really know what hit you! It knocks many out of the game and they never return. To be forewarned is to be forearmed.

However, don't have an unrealistic expectation that you can eliminate this universal concern. I don't think we can totally, and we don't need to. The best most of us can do is manage it and not let it dominate us, and that is enough.

Another challenge will be your **disappointment** that some people will not believe you when you share about a dream or a project. It is almost inevitable that you will get discouraged, and that is okay as long as you are not surprised by it, and you don't stay stuck there. Just acknowledge it, feel it, and dismiss it as you move on.

Another obstacle will be your own **unrealistic expectations** that can set you up for yielding to the temptation of quitting. Usually, things do not go as smoothly or as quickly as you expect. The answer is to not drop your expectations, because there is truth to the adage that you get what you expect. It just may take longer.

The way to be less affected is to not be emotionally attached to the results. You can be 100% committed to creating a certain result, but if it doesn't happen as you expected, it does not mean that you are not good enough or that you were wrong.

If you are emotionally attached to your results, you will take your lack of results personally, and judge yourself as inadequate, or even worse, as stupid or worthless.

You will take yourself out of the game, and rip yourself off of the reward that comes from making a difference. And others will be hurt as well from you giving up and quitting. By default, you create a LOSE-LOSE, instead of a WIN-WIN.

Set goals and have expectations that *stretch* you, but don't make up something negative about yourself (i.e. disempower yourself) if it doesn't happen as fast as you expect. If you don't get what you want, what does that mean? It means you didn't get what you want. Anything else beyond that is your interpretation, which you probably will use against yourself to disempower yourself.

Another obstacle or challenge is the many distractions that dilute your focus and get you off track. You must be aware of this and get yourself back on track and refocused as soon as you realize you are off.

But the greatest enemy of the best is the good.

So don't *settle* for something that is good when there is something else that is better, or even the best. For example, doing paper work, checking email, reading, getting organized, etc. are all good and recommended activities.

But if these good things displace more important things that actually move the action forward, then the good has lost out to the better choice (often as a way of avoidance!).

Stay focused and remember this:

The main thing is to keep the main thing the main thing!

The main thing is the mission of making a difference.

Another major obstacle is one we create **our sense of inadequacy and lack of confidence**. This can be the most disempowering and disabling challenge. It is the number one reason most people don't even get into the game, and is the main reason most people will do far less than they could have.

The good thing about feeling inadequate is that it can keep us from falling into a worse trap of arrogance and pride. It keeps us from becoming too independent and overconfident. It can keep us trusting in God! The truth is that you, by yourself are NOT adequate for everything that happens in life. But that does not matter you can still succeed. Just do not let your lack of confidence keep you out of the game.

The best way to handle feeling inadequate is accept it as normal, to commit to being teachable and getting trained, and play to win. Have a partner, be part of a team, get coaching and ask for help and feedback.

REBUILDING CONFIDENCE

There are three powerful ways to overcome lack of confidence. You harness the power of your past, present, and your future by looking from a certain view point. List twenty accomplishments or successes in your past, even if they seem small or unrelated to what you are doing now. If it even comes to mind as a possibility, it counts. Do it now.

- | | |
|-----|-----|
| 1. | 11. |
| 2. | 12. |
| 3. | 13. |
| 4. | 14. |
| 5. | 15. |
| 6. | 16. |
| 7. | 17. |
| 8. | 18. |
| 9. | 19. |
| 10. | 20. |

This is a very effective way to empower yourself. When you *remind* yourself and *remember* what you have accomplished in the PAST, you create confidence for the current project, such as your business. This gives you hard evidence that you are capable of achieving things. This *empowers* you.

Now highlight with a yellow marker (or circle) the following qualities that you have now, in the PRESENT, even if they are not consistent or fully developed:

I love people; I m positive & optimistic; I m good at talking to people; I m ambitious (vs. lazy); I m self-motivated; I think big; I m passionate; I m goal oriented; I m a hard worker; I m self-disciplined; I m determined; I m honest; People like me; I m trustworthy; I m sincere; I have common sense; I m committed to personal growth; I have integrity; I m grateful; I have a powerful vision; I m enthusiastic; I learn from my experiences; I m resilient (I bounce back from disappointments); I m cheerful; I have a pleasant smile; I m confident; I m teachable; I believe in myself; I believe in others; Healthy self-esteem; Humility (vs. arrogant); I m creative; I m loyal; I m a good listener; I m a clear thinker; I m smart; I m real and authentic; I m focused; I have high ideals; I enjoy being around people; I enjoy helping others; I m spiritual; I can explain things well; I have a lot of energy; Good relational skills; People respect me; I m organized; I work by my priorities; I m intuitive; I m a good reader; People take me seriously; I know how to have fun; I learn from my mistakes; I can influence people; I can solve problems; I handle stress and pressure; I m on a mission; I m a team player; I m sensitive & empathetic; I respect others; I take responsibility; I care about people; I forgive others (vs. holding grudges); I m willing to pay the price for success; I have a big dream; I see myself as a leader or becoming one; I am willing to change; I set a good example; I invest in myself; I see the BIG picture; I want to make an impact; I want to be somebody .

Count how many qualities you have marked. If you have more than a dozen, you have enough going for you to be successful. If you have considerably more than a dozen, you will just get there faster.

The real question to ask yourself is not can I do this? , but how long will it take?

A slow car can still get to the destination, and a fast car will get there sooner. But both can make it. It is just a matter of time unless you give up.

The point of empowerment is this. When you see clearly what you have going for you right now, you create confidence for your life and for whatever you are working on. This gives you hard evidence that you have many things going for you to empower you to achieve. It is wise to review this often, even daily, because we so quickly forget.

Another powerful way to counter lack of confidence is to look at your current resources. Mark the ones that apply to you. You can probably even add a few.

All my current strengths and positive qualities; My future growth; My future experiences; People I know; People I have yet to meet; Training; My health; Books I ll read by successful people; Tapes I ll hear by successful people; Seminars & workshops I will attend; Support from my partner and if you ask, even from God; Support and encouragement from family and friends.

Count how many resources you have marked. When you see clearly what resources you have working for you right now, you create confidence for your business.

Harness the power of the future by listing ten future accomplishments to which you are committed:

- | | |
|----|-----|
| 1. | 6. |
| 2. | 7. |
| 3. | 8. |
| 4. | 9. |
| 5. | 10. |

Looking to the future (vision) in faith (rather than in fear) can increase your confidence dramatically and instantly, and make you unstoppable.

For most people, the biggest challenge, what keeps their feet nailed to the floor, is fear.

Your greatest threat to success is within you, not out there. It is fear that keeps people from even trying. It is fear that keeps people from taking risks or taking action. It is fear that causes people to quit and give up.

So what do you do about fear?

The first thing is to understand exactly what fear is:

Fear is simply an emotional response to anticipation of pain (physical or emotional).

Most of the time this pain that we anticipate will never happen, and if it does, the fact is that you will be able to handle it anyway, if it did happen. You will not fall apart, you will not die, and you will become stronger for having handled it.

Embrace this important truth: *what does not kill me will make me stronger.*

Fear is not a real thing it is merely an emotion that we generate ourselves as a result of anticipating pain. Fear is an energy that we create that creates an illusion. And if you have the power to create fear, you have the power to un-create or delete the fear, especially when you realize what it really is (the absence of faith).

Secondly, it is imperative to understand and accept the principle that whatever you resist will persist! The more you resist fear, and try to directly overcome it, the stronger it gets. The more attention you give it, the more it grows.

It s like the alien Borg who assimilated other races, announcing in the Star Trek movies: **Resistance is futile!**

This is especially true of fear. If you resist fear, it has won, and you will be its prisoner.

The way to deal with fear, is first of all, to accept it. Embrace it and experience it fully.

Just let it be there, and discover that fear can not hurt or kill you. It is just there, like the sky is just there. In fact, fear is not even bad. When we allow it to limit and control us, we rip ourselves off and live a small life. We can even miss our destiny.

The second step is to see fear as a form of darkness. How do you rid yourself of darkness? Do you fight it? Resist it? Curse it? No, you just let it be there, and turn on the light. The light overcomes the darkness, as long as it is on.

Light is analogous to faith. So when you turn on the faith, the fear disappears, or at least the power of fear is diminished or disabled.

So how do you keep the faith (confidence) on? You create faith by harnessing the past, present and future as I just described. Also, since faith is contagious, if you deliberately associate with others who have greater faith than you, you catch it. It gets inside of you.

So what do you do if fear (darkness) just keeps coming back? You just keep turning on the faith (light). Don t think that you need to get rid of fear. You don t need to. It can even be your teacher just don t let it be your master.

So rather than taking a stand against fear (remember, what you resist will persist), take a stand of faith. Stand in confidence. Stand in belief. Associate with those of faith. Attend meetings that build up your faith. The more people there is at a meeting, the more you will be impacted an empowered by being in the presence of the collective faith of all the people.

If you have access to one conference calls, be on one a week. Talk with your partner every day, and if you don't have one, invite someone to be your partner for a certain project (e.g. business, marriage, being a good parent, achieving something, etc.). Listen to tapes every day that can build up your faith, especially tapes by Jim Rohn, Les Brown, Zig Ziglar, Brian Tracy, as well as the albums that I've created (Freedom Workshop, Starmaker Workshop, Leadership Development Workshop, and The Five Dynamics of being Powerful and Empowering Others Workshop).

YOU HAVE THE POWER TO

Consider the source of fear and faith. Both have the same source: your imagination. You generate or create either one. We tend to think that fear or faith comes from the outside, but actually they do not even exist for you unless you create it.

FEAR OF REJECTION

For example, consider the concept of fear of rejection. This is a huge obstacle for most people. This fear of rejection seems to be very real, and it paralyzes people. But the real problem is not rejection, it is the *fear* of rejection.

This *fear* of rejection is not something that happens *to* you it is something you create. It is not real. Actually, all that is really happening is an anticipation of emotional pain, a belief that someone may judge you, which you interpret as painful.

Want to know how to overcome the fear of rejection? It's easy. Just face the truth. That's it. The truth is that there is very seldom any real rejection in life, even though there is tons of FEAR of rejection.

Here's my evidence. If I'm sharing an idea with you, and you tell me that you are not interested, or that you think that my idea is stupid or crazy, or whatever, I may tell myself that I was just rejected.

Here's what actually happened:

- I told you what I believed
- You told me your opinion
- Your opinion was different than my opinion
- I made up that you rejected me

So where is the rejection? The truth is this: all that really happened was that there was a DIFFERENCE OF OPINION. There was no rejection! The rejection part would be something I made up.

The only time I would be rejected would be if you said to me, Ray, I reject you. Okay, now I've been rejected. But how often does that happen?

Unless I am told directly, I reject you, there is no rejection going on. The only rejection is what I made up, what I imagined. And with this I disempower myself.

Well, someone may say, maybe the guy just didn't say it, but he was actually rejecting you. So let's check it out. I ask you, are you rejecting me? You are going to say no, I'm not rejecting you I'm just rejecting what you said.

The truth is that it doesn't even matter whether or not I am rejected, because it is the FEAR that is the problem.

Even if you did reject me, so what? Am I damaged or injured? Will I die? But if I can just see the truth, that there is no rejection anyway, I have nothing to fear. I am anticipating pain that will never happen, like a little boy or girl who is anticipating the pain (getting hurt or killed) by the monster under the bed, that does not even exist! The monster is merely an illusion (I recommend that you watch the movie, James and the Giant Peach).

So choose to create faith instead of creating fear. Like the angry mother said to his disobedient boy I brought you into the world, and I can take you out! Any fear that you have, YOU created it. So you can un-create it by creating faith that instantly displaces it.

Choose an environment and people that are congruent with faith, that live by faith. We are all susceptible to fear, and we can all become people of great faith. It's your choice. Make the choice that best serves you and that empowers you to live life fully.

Fear makes you small while faith makes you big.

More accurately, the fear that you create so disempowers you, that you *believe the lie* that you are small and unable, or that you will not survive some pain that might happen.

Fear has a contracting effect and creates a self-generated prison. Even though it is an illusion, at the time you do not realize that it is an illusion, because it seems so real. So you remain small and trapped. You feel like a helpless victim.

On the other hand, faith and confidence empowers you by helping you realize and accept the truth that you are, by design, powerful and capable, that you can survive any pain that might happen. Living by faith allows you to live life fully in an ever expanding way. *Isn't that what you want?*

Whereas fear has a contracting effect and creates a prison, faith expands you and frees you to enjoy the freedom that you have. *Isn't that what you want?*

You are a powerful being with the power to create. God created He is the ultimate creator. Made in His image, you also create, automatically. You have been creating your entire life, even though most of the time we create unconsciously, thinking that things just happen, and that we are victims of circumstances.

So as the creator you are, you can choose to create fear, or you can choose to create faith. So since it is your choice, why not create faith that gives you life and freedom? *Isn't that what you want?*

If you don't create faith, by default, you are probably creating fear that only rips you off, and ultimately it rips off others due to your inaction. Remember that just as darkness can only exist in the absence of light, fear can only exist in the absence of faith.

Focus on creating faith, and fear will become a minor issue, as it is displaced by faith.

Think of what is at stake your life, and the lives of others.

Think of what it will COST you to allow yourself to be dominated by fear the very fear you create. You can NOT afford to pay this ungodly price of living by fear!

So make a conscious choice and commitment to create faith and live by faith, and you will overcome all obstacles, challenges and fear itself. You were created to be a winner so BE a winner! Think and live as one and you will create winning.

God has NOT given us a spirit of fear, but of POWER, LOVE and a SOUND MIND.
II Timothy 1:7.

I challenge and invite you to live life fully, free of fear and full of faith!

Important Questions to ask myself:

1. On a scale from 0 to 10, the number that best represents how well I handle my concern (fear) about how people may judge or disapprove of me is ____.
2. On the same scale, the number that best represents my level of confidence, based on the past, present and future, is ____.
3. On the same scale, the number that best represents how well I handle the illusion of rejection is ____.
4. On the same scale, the number that best represents my commitment to create faith instead of creating fear is ____.

Who Are You Going to BE Today?

(Adapted from Harv Eker's Peak Potential Training material www.millionairemind.com/a/allyoucanbe?page=/wow.)

Most people think in terms of what they are going to DO today, and of course, that is important.

Even more important is the question, **Who are you going to BE today?**

Success in Mannatech, and in life is based more on who you are being than what you are doing. Your power is in your being, as a human *being*, not as a human *doing*.

There are four distinct ways of being in your enterprise, and in life, that are necessary for maximum effectiveness and success.

The first of these four dynamics is the energy of being a **LOVER**. This is probably the strongest energy in most Mannatech people. This is the energy of compassion and caring. You want to help people, especially the most desperate and needy people. This compassionate energy comes very natural to most of us, and while it is essential, it is not sufficient by itself to equip you to help the most people. This is the spirit of a **TENDER-HEART**.

The next way of being is the dynamic of being a **CREATOR**. This too is important, because this is the creative energy of you use to create a team and organization. You start with zero, and create/build to 2, 4, to 100, 1000 people and beyond. You need to see yourself as a creator, and begin thinking and acting as one right now. You are already creating; when you do it more consciously and on purpose, you are more powerful in your creating something from nothing. This is the spirit of an **EXPANSIVE-HEART**.

The third way of being is the dynamic of being a **LEADER**. You may not see yourself as a leader at this point, but it is very important, especially in the long run. You can choose to see yourself as a leader in development immediately, and begin thinking and acting as one right now. A leader is simply a person who is able to influence others. So you are already doing that now, and you can grow in your influence. You are a leader in development (as well as a Presidential in development!). This is the spirit of a **VISION-HEART**.

The fourth way of being is the energy of being a **WARRIOR**. This is critically important, and is probably the weakest dynamic or way of being in most Mannatech people. This is the energy of **ACTION**, of making things happen. This is the spirit of **BRAVEHEART** (I strongly recommend that you watch the movie by this title again, within the next 3 days, to really understand this warrior energy and spirit).

The reality is that we need to be all four dynamics in order to build a large business and income, as well as to build a fulfilling life.

Let's take a closer look as to what it means to BE a Warrior that is so often missing, the lack of which causes much of the disappointment, discouragement and attrition.

By Warrior, I am referring to an ENLIGHTENED warrior, i.e. not someone who not conquers, controls or dominates others, but someone who conquers and overcomes their own fears and self imposed limitations.

The WAY of the Warrior is ACTION.

ACTION is better than thinking. Thinking, though absolutely vital, is a very poor substitute for action, even though thinking is far easier than being in action.

Thinking by itself makes very little difference in the world it is just one of several necessary steps. Action alone makes a difference in the world.

Action that makes the biggest difference is action that is a **contribution** to others.

Fear is the greatest obstacle to being in action. So as fear is like brakes to a car, the warrior energy or spirit is like putting the accelerator to the floor.

Most people are not warriors--they are worriers. But every mighty worrier can be a mighty warrior, a Brave-Heart.

THE EIGHT ATTITUDES AND DECLARATIONS OF A WARRIOR

- 1. I AM A WARRIOR--I AM BIGGER THAN ANY PROBLEM!**
- 2. I AM A WARRIOR--I ACT IN SPITE OF MY FEAR!**
- 3. I AM A WARRIOR--I ACT IN SPITE OF MY MOOD OR FEELINGS!**
- 4. I AM A WARRIOR--I AM WILLING TO DO WHAT'S HARD!**
- 5. I AM A WARRIOR--I AM WILLING TO WHATEVER IT TAKES!**
- 6. I AM A WARRIOR--I DO EVERYTHING AT 100%!**
- 7. I AM A WARRIOR--I SUCCEED IN SPITE OF ANYTHING!**
- 8. I AM A WARRIOR--I NEVER NEVER NEVER GIVE UP!**

By design, we all have this warrior Brave-Heart energy in us. It is just often blocked or suppressed. This is an energy to bring forth, not as a primary way of being 100% of the time, but when it is appropriate (e.g. the warrior energy is NOT the way to be with your spouse or children!).

In your life, you need ALL FOUR dynamics, like a car needs ALL FOUR TIRES.

Doesn't your hand work best with all four fingers (plus your thumb)? In the same way, life works best when you can operate with all four of these energies. Even God refers to Himself as Love, as well as a Warrior (and Creator and King/Leader). There is a time for both--a time for peace, and a time for war. However, the enlightened warrior conquers himself rather than others--it is the war within, especially against fear and complacency. It is when you conquer your fear, that you are able to serve the greatest number of people.

*So WHO are you going to be today **the Lover, the Creator, the Leader or the Warrior?***

You will be most powerful and effective, and empowered to make the biggest difference when you choose to BE and function in the role most appropriate to a given situation.

You must learn to be flexible, and not stuck in one mode, e.g. always being the Lover, vs. when action is needed, switching to being the Warrior.

In the nutrition arena, we ask the question: *Which nutrient is most important?*

It is the one that is most missing. The same principle applies here the role that is most missing in general is the one that you most need to be.

Many people are most deficient in the department of being in action (the Warrior dynamic) because of our cultural programming to be passive, as well as the disabling effect of fear.

That is why I have focused more on being the Warrior. So if that is also true for you, then you will benefit most from focusing on BEING the enlightened warrior by reading the eight Warrior attitudes (affirmations) each day to strengthen that inherent warrior within. To get the most mileage, say them out loud at least twice a day (I'd suggest also that you memorize them so that you have instant access to them in every situation).

The warrior's motto is:

Over, under, around or through, WHATEVER IT TAKES, I will DO.

Say that three times right now, just for practice; the more you say that, the more it will become internalized and an automatic way of being.

Here is one secret to remember: **To BE a warrior, you must LIVE as a Warrior!**

DECLARATION: *I am a WARRIOR (say out loud all EIGHT Warrior declarations everyday).*

Important Questions to ask myself:

1. On a scale from 0 to 10, the number that best represents how much I live as a Lover, is _____.
2. On the same scale, the number that best represents how much I live as a Creator, is _____.
3. On the same scale, the number that best represents how much I live as a Leader, is _____.
4. On the same scale, the number that best represents how much I live as a Warrior, is _____.

The Power of One

ONE is a small number, but it can make a BIG difference.

There is power in one. God is ONE--YOU are one. One makes a difference. The entire human population started with one. Oneness of mind (agreement and unity) makes a difference.

1. **ONE: small number--big difference.** How many points does it take to win or lose a game? ONE. What happens if you misdial a phone number by ONE digit? What happens if you are just ONE minute late for your plane departure? **ONE makes a difference.**

2. **ONE: small number--big difference.** The axis of the planet Earth is tilted at 23.45 degrees. A change of just ONE degree is enough to cause another Ice Age on one side of the planet and a complete meltdown on the other side of the globe. **ONE makes a difference.**

3. **ONE: small number--big difference.** ONE apple seed properly planted and cared for can lead to an orchard of apple trees and thousands of apples, with multiple thousands of seeds. ONE spark in the wrong place can wipe out thousands of trees. **ONE makes a difference.**

4. **ONE: small number--big difference.** In 1923, ONE single vote gave ONE man the leadership role of his political party. It was the Nazi Party, and the man was Adolph Hitler. **ONE makes a difference.**

5. **ONE: small number--big difference.** A bill sent to the U.S. congress prior to the American Revolution proposed to change our national language from English to German. The vote was tied. A single ONE vote cast by a German immigrant broke the tie for English. **ONE makes a difference.**

6. **ONE: small number--big difference.** Every historical event of significance was because of ONE single person who made a difference (e.g. Abraham, Moses, Jesus, Martin Luther, Columbus, George Washington, Abraham Lincoln, and every mother, etc.). **ONE makes a difference.**

7. **ONE: small number--big difference.** YOU are ONE person--each person with whom you share the gift can make a profound difference, with a possibility of making a difference for hundreds and thousands of others. **ONE makes a difference.**

YOU ARE THE ONE

BE THAT ONE!

Why ?

Why are you doing this? What is the point of the Treasure hunt? Are you clear about this? If not, get clear now just create it. Clarity is the absence of visual obstacles. Clarity is the natural state of things, and you must have it otherwise you are driving in a fog. No one drives fast in a fog. So why are you doing this? What is at stake for you?

Why Not ?

Why not make your life into an adventure? Why not do all you can and help as many people as you can? Why not make a huge difference, and as a result make a huge income? Why not?

Why not You ?

Why not you? Others have done this why not you? Isn't it YOUR turn now? Aren't you tired of waiting? Why not YOU? I say that you CAN do this! Probably not on your own, but as part of a team combined with your commitment, you are unstoppable and your success is inevitable!

Why not Now ?

Why not NOW? The timing is not going to get any better. Now is the time, this is the year, and you are the one. Being in the right place at the right time is worthless and useless unless you take ADVANTAGE of it. So why not NOW?

Just remember this: *What is easy to do is also easy not to do!*

- ❖ Only those who dare to fail greatly can ever achieve greatly. Robert F. Kennedy (1925-68)
- ❖ Most people go to their grave with their songs still unsung. Oliver Wendell Holmes

Thank you for taking the time to invest into yourself and your future by reading this material. Choose to integrate and implement the treasures you have discovered within this short E-book. I strongly encourage you to read this E-book every week until you achieve your goals just 2 pages a day will do it. Trust me this small investment of time will pay off in a big way!

If you learn and live these priceless concepts, you will be empowered and propelled into your better future, and you WILL find your treasure. Remember, not only is your future at stake, but people s very lives are at stake. And when YOU win, lots of others win too!

Who you are and what you do makes a difference!

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