

# Lee Milteer's Millionaire Smarts® Coaching Program Create Miracles in Your Life

## Lee Milteer Interviews Mark Victor Hansen

### Transcript of Tele-Seminar

Welcome to this month's issue of the Millionaire Smarts® Coaching Program for Profit and Productivity with your coach Lee Milteer

Lee: Hi everybody! It is Lee Milteer, and we have a fantastic interview today with a huge celebrity, and I mean this very seriously. He's one of the best book sellers in the entire world in history, and it is Mr. Mark Victor Hansen, author and a sought after speaker. He is the co-creator of the fantastic Chicken Soup for the Soul book series, which has sold – are you ready, drum roll – more than 500 million books worldwide.

He is considered one of the most compelling leaders of our time. He has appeared on television programs such as Oprah herself, the Today Show, and great publications that you all know such as Time, USA Today and the New York Times, and he has been someone that I have known for a very long time and consider a dear friend and a support system, and is it Mr. Mark Victor Hansen. Welcome Mark. How are you today?

Mark: I am blessed to be your friend and to chat with all these wondrous people all around the world that are making things happen because entrepreneurship is the most important thing I think happening on the planet right now because entrepreneurs like you all take a little value, make it a big value to the marketplace yourself, create a future for all of us and a great fortune hopefully for yourself and your team.

Lee: Absolutely, and it's such a pleasure to have you, Mark. I've interviewed you before and we've known each other a very long time, and I just read last night your brand new book. It's called *The Miracles in You*. One of the things that I'm pleased about is people like us are really sharing our spiritual view of life and how important that view is in success. So, tell us why you wrote the book.

Mark: We wrote *Chicken Soup for the Soul* because we thought the soul of the world was in a heap of hurt and obviously we sold a half billion books and 374 million in China, which is a totally communist country. So, you go, "Wow that's really cool," and then all of a sudden, a publisher, the biggest spiritual publisher in the world, Worthy Publishing, sat with me at

breakfast and said, "Look, we want you to write a miracle book because we think everybody wants a miracle."

Last night, I did a giant audience in San Diego and I said, "How many of you if I had a magic wand would like a miracle?" A hundred percent of the hands raised. I said, "How many of you think the world desperately needs miracles?" Amazing to me, people stand up because the whole world needs some miracles to pull off some of the magic that we need to do and the height of physics is metaphysics, and it's really nice that we can pull this off right now and do miracles that convert - every one of us have obstacles in all sorts of ways, obstacles in challenges, challenges in opportunities and opportunities that we can solve and cash and make a great profit with.

I'm orienting this towards our business people because I believe the business of the world is the most important business that we do right now to get the world back in economic straight level flight.

Lee: Absolutely. I'm going to quote in your book. You said, "Every miracle is the result of an intentional act or decision, whether it is a direct act of God or a more common miracle that God allows us to perform. In order to unlock or full miracle making potential, we need to be intentional about walking through progression that you call the miracle journey."

So, let's talk about intention. I think a lot of people really don't understand the power of intention.

Mark: When Jack and I started selling Chicken Soup, we had 144 publishers turn us down, so I don't want any of you misunderstand what we did. We said, "Look, we'll sell a million and a half, then five million, then ten million, then fifty million, then a hundred million and then a billion ultimately, and that's intention and we're still only halfway to goal, but the goal was by 2020. So, we've got five years to finish it. We're still getting momentum, and we're now in places that you couldn't be before like electronically, in every drugstore, and in every grocery store.

There's no way, even though Jack is a Harvard Chinese Mandarin scholar and all that, there's no way I could have predicted we would be the first company ever to interface the two hardest languages are English than Chinese than Russian than Iraqi. Who could have predicted that Jack - Chinese reads back to front and right to left, 180 degrees from the way America does, and in my China quarterly, and China has 7000 - they call it ideograms, what we would call 26 alphabet letters.

Lee and I have been friends for a little over 20 years, I'm sure. Who would tell me that we could pull this off? I'd go, "I don't think so. That's beyond my belief." We did it and we got the first book that interfaces English and Chinese and the Chinese, forgive me for saying it, are metaphorically eating it up.

Lee: Good, I remember being at the National Speakers Association with you and Jack Canfield, and you both came over and started telling me about this great dream you had, and it was about this thing you called Chicken Soup for the Soul. You're absolutely right. I don't think anybody could have ever predicted that, but the power of intention is incredible, and the fact that you and Jack are both very visionary about what you want and that even though you've reached this incredible thing of selling 500 million books worldwide, your goal is really – did you say a billion?

Mark: Yeah, no one has ever done it. What I say is when you're doing this thing about intention, first of all, you've got to have a vision. Solomon said without vision people perish, translated with vision you flourish, and you ought to have a vision for miracles. Then, number two, it's got to be in writing. Every spiritual law, whether it's Judeo-Christian, whether it's [inaudible], it's all the same. It says write the thing and make it clear.

So, it was real clear what we wanted to do, and then the third thing, you've got to see it before you can have it because that is really a conundrum and difficult. So, the way you see it before you have it is we cut out a copy of Time Magazine, which is one of the most read magazines. We also cut out people and we put ourselves on the cover, and we said, "Already one billion sold," and I've got it on my desk and my mirror. Put it on your mirror in your bathroom, so you do it when you're doing make-up or whether you're shaving or whatever, and you see it, and it goes through the portal of the pupil into the depth of the soul.

The minute it permeates, penetrates, fills the inner space of the mind, the intention is done and what you will do is synchronize in future time and space with it. I know that is hard to believe, but the mindset of miracles is that you've got to live in the assumption of the wish fulfilled, meaning right now what I want to do is create a wave of miracles. I'd love you all to have this book. I'd love you all to have miracles in your business.

Whatever your business dream is, whether it is to make 100,000 or a million or a billion, and a billion today is more available than ever because of the law of accelerating returns. I want to go one step further. Ray

Kurzweil, who created nanotechnology, head of Google X, considered the most brilliant business mind on the planet – he’s got \$350 billion of Google money to spend by Larry Page. The point is most of us in business think linearly – one, two, three and then you go thirty, but exponential if you start with a dollar and it goes to two and then it goes to four and eight and sixteen, by the time you hit sixteen, one dollar becomes a billion. We’ve hit the first time in business history that you have accelerating returns, and that’s what miracles are about.

The old guys in the past, whether it’s in Israel or America or India or China did all these miracles and everyone did miracles whether it was Christ or Moses or Buddha. The point is that if spirit is the same yesterday, today and tomorrow, then all of us are here to do miracles, but most of us doubt ourselves, limit ourselves to what I did in the back of the book. I wrote twelve scrolls, one for each month, and if you keep going over it and you brand it into your brain, that’s in the fabric of your being. Lee and I learned from our dear teacher Cabot Roberts, you start to create miracles, and it just is wonderful and you need to be an intentional miracle maker, creator, acceptor. How’s that? It’s a pretty long diatribe, but did it make sense Lee?

Lee: Absolutely, I love in your book you talk about you’re constantly meeting in your life and travels people who dream the impossible dream. They believe they took action and they changed the world for the better, and that’s really why I wanted to interview you again, Mark because I do believe that the media is single-handedly poisoning our reality about what is possible. So, speak on that from your perspective.

Mark: Okay, so first of all, we wrote the Chicken books. I’ve written 307 best-sellers. I’m very blessed and thankful and I’m standing on the shoulders of a guy that Lee and I like a lot, Dr. Napoleon Hill who wrote *Think and Grow Rich*, who wrote all the fireside chats for FDR and during the depression, he wrote, “You have nothing to fear but fear itself. Confront your fears and make them disappear.”

What Hill did is FDR brings him in the office of the White House and says, “What are we going to do to turn around?” He said, “First of all, we have to bring all the ministers together and we’ve got to rally them not to do anymore negative preaching, for the year...” this is 1938 and 1939, the depression, “we’ve got to do positive preaching.” Then, they brought in all the media, which back in the old days that was easy. Those are burgeoning, television was just starting. It was just invented making us

come out of the depression. A fourteen year old kid invented in Idaho, where my wife was born.

The point is that suddenly you've got this thing called TV coming with three stations, and the president brings these guys in and they respected the president at the time and said, "Look, only positive media," and media started to change. Well, right now, what Lee is saying is absolutely I'm alignment with her. It's negative. It makes you despondent, disconsolate, hateful and back in 1974 when I was meeting my teacher Buckminster Fuller, I was making two million a year at 26 years old building geodesic domes, World Trade Center, botanical gardens, houses, all that stuff, and all of a sudden Monsanto, a company I didn't like then and I don't like now with GMOs, comes out and they won't let me have \$40,000 worth of plastic PBC a month to build my structures, and it made me go bankrupt, which was my best worst experience. It was God nudging me, nudging me, pushing me onto something great, which I didn't know. I wanted to be a speaker, but I didn't know I could. At 26, what do I know? Then, be a writer, and ultimately become where I am now [inaudible].

So, some of you are going through the tortures of the damned right now, and you've got the intention to get out of it. That's all you need. Then, the fourth thing I said is you're going to need a mastermind, a dream team, and a dream teaming with Lee on the phone and all of her peers who are predominately positive and saying, "Hey, look, we can get through this" and the biggest picture for those of who are entrepreneurs - I'm going to deal with Richard Branson who invited me into say, "Hey, look, let's put all the entrepreneurs of the world together and we'll call it Virgin United," and we're doing that because he said, "Look, the political expedient is gone, whether it's in London or whether it is in Africa"<sup>1</sup> with his friend Nelson Mandela, and I'm working with the next Nelson Mandela, King Tofi from Ghana, Africa where I own an energy company. We're doing everything from ocean wind [inaudible]. He says, "Look, we'll bring Africa online, and industrialize it and bring it up to speed because they have the most resources on the planet, and we'll do it with clean energy that's sustainable long term." That's a long story, but that's what I believe, everyone.

Lee: Well, you quote Albert Einstein saying that either everything is a miracle or nothing is a miracle. So, the subtitle of your chapter is, "The Miracle Mindset," and I so believe in that, and I loved all your stories, but share with our listeners what you consider the miracle mindset.

Mark: The miracle mindset is everyone told Jack and I, “get out of here.” I have 44 rejection letters which we have and we’ve gotten to show people, and then one little publisher said, “We’ll take you,” and we made him two billion dollars as it turns out. The point is that we have the mindset that we’re going to handle it and that means you’ve got to go over, under, around and through every rejection, and at the time I was teaching sales training around the world a little more heavily than I do nowadays, but I say it’s one clean four letter word N-E-X-T, next because you’re going to have a next because people are going to say no to you. That is the give me, and if you’ve got something really good, you have to have a feeling and belief that you can overcome. When you have a feeling and belief, miracles happen.

It was a miracle that Jack and I went to the book expo ourselves after our agent fired us, and we went there and we sold the book ourselves, which cost millions of dollars unfortunately, but we sold it, and that’s the point. If you suck it in, tough it out, perseverance prevails when all else fails, and that’s what steely intentionality is. Whatever you have your attention on, there’s only two shortages in the world – attention and time. There’s nothing else.

So, whatever you put your attention on, every priority is going to have that – by the way, if I sound like I’m pontificating, Lee, stop me, but the point is all of us as business people know you’ve got to say, “What is it that we’re going to focus on to create miracles and a life and a lifestyle that is worthy of us,” so we’ll have a high quality of life and then to have a high quantity of life. One of my miracle intentions is I want to live to be 127 because I could not be a happier camper.

I’ve got five kids, five grandkids, a spectacular wife, seven businesses I love. I get to write books, and hopefully we get ten million people to read it and go out and become miracle minded and turn the whole planet into the Utopia it could potentially be rather than the oblivion that some people are trying to take us too right now.

Lee: Amen to that. One of the exercises that I really love about your book, it was actually on page twenty is that you said if you would spend a little bit of time each evening reflecting on how God or the universe has touched your life that day and take notes and then pay attention to the random acts of kindness that you see and then open your eyes to what the universe is doing in you, through you and around you, and this is how you develop the miracle mindset.

I love that because what you're really asking people to do is if you focus in on, we're all self-fulfilling prophecies, so if they focus in on it, they'll actually start to see that more. Could you add some more to that for our listeners?

Mark: Yes, well, first of all, thanks for sharing that because we've got a lot of little things that if you do, you'll switch your mind from negative to positive, optimistic and to a new level of higher realism. I'll give you the best example. We live in a magnificent little place right above the ocean. People say, "Where do you live?" I say, "I live where Heaven meets paradise," which was my dream vision and I've written one of my 7000 goals to have the home that we have over what they jokingly call the Pacific Lake.

Six o'clock a couple of days ago, somebody is pounding on our door. Now, I live in a gated community that that can't really happen very much, and there's [inaudible] houses in here, and it's quite spectacular. Anyhow, I look out the window and I think, "Who the heck is this?" The guy says, "Hey, you're either draining your swimming pool or you've got the worst plumbing problem in the world." It was a guy I never met in the forty houses here, a general contractor, and it was a miracle. This guy says, "You're flooding the whole damn neighborhood. What are you doing?"

Our water pipes had burst. Now, we had been told by the water company that something was charged too much. The house was just magnificently – somebody put the wrong pipes in it. This guy spent an hour with me at no cost to me, a guy I had never met before, totally miraculous, and then he says, "Hey, look, here's the only plumber you need, and he's Spanish speaking." I speak Spanish. I'll call him. I'll get this done today.

He shut off our water, which was a little bit surprising to go without a shower and all this stuff. My wife and I had all the faucets turned on by the time we got back home that day after our work day. The guy fixed the whole thing and it was a miracle because all of us are going to have breakdowns and the only hope is you're going to have some miraculous person, like in my case it was a neighbor, general contractor I didn't know but understood what the problem was. I choose to be a white glove guy, and I don't know which end of the hammer to hold. I'm really useless. We're all learning deficient, but in different places. I didn't know where the water was in the house to turn it off.

Does that make sense as a miracle? All of us have those, and you've got to count them before you go to sleep at night and be thankful to the creator

of the universe because he created the place to be miraculous. That's what Einstein was saying. It's all a miracle. Einstein had a brain. He didn't make it through third grade. He created a  $E$  equals  $MC$  squared and a whole bunch of other formulas I can teach because my teacher was Einstein's best student, Dr. Buckminster Fuller.

So, it's miraculous that a kid of illiterate parents – my parents were illiterate Danish people that came here because Hitler was coming into to Denmark. My dad was head of military intelligence. They said, "Here's a hundred dollars. Here's a visa, get your butt out of Denmark." I mean at fourteen, no way could you predict that I could be the world's best-selling author, that I would have a neighbor that would come. That's a miracle. At least it's a miracle in my eyes. Is it sort of miraculous sounding when you listen, Lee?

Lee: Absolutely, and why I liked your exercise in the book so much was because I think a lot of people are so jaded that they don't acknowledge those, and they're not looking for them, and they're not doing any kind of gratitude for the good stuff because they're so focused on what they don't have or what went wrong, or who did them wrong or betrayed them and things like that. So, I really highly recommend that people start that exercise. I recommend that you get the book.

In your book, you explain really clearly what a miracle is, but you also have a definition of the word miracle. You probably don't have the book in front of you, but on page 31.

Mark: I've got a new definition since I wrote the book, if you don't mind.

Lee: Okay, absolutely, give us your definition of miracle.

Mark: So, you study Webster's definition, and I felt Webster was good, but he was just a guy who wrote the best he could and he did a spectacular job, and Jack and I were tested at his alma mater, we both had vocabularies of over 150,000, but I've written a lot of definitions that I think are good. A miracle is an unusual or wondrous event or achievement either created by, for or with God and you, and the point is with God and you is Moses doubted God three times, but I'm a stutterer, and God said, "Look, pal, here's the way it's going to come down. You're going to tell your brother Aaron what to do. Aaron is going to tell 670,000 Jews what to do, and we're going to mosey on out of Egypt." He said, "But, my brother, Ramses was not very happy about all of this."

I want you all to understand today we can cure stuttering. Back then, we can't. I'm not making any jokes or casting any aspirations. What I'm saying is he was wondrous, and he did wondrous stuff, but he didn't know my opinion. I mean I wasn't there 6000 years ago, but I don't think he knew it. I don't think anyone knows their full capability, and that's why it goes to that fourth category of the four points that I'm teaching you that are in the book. You have to have a mastermind. You have to have a dream team. You have to have somebody like Lee cheering you on, and having somebody take you to higher ground, somebody that you get the energy that is decided to be a fully actualized - use Maslow's Hierarchy. You go from basic needs, through wants and all the way to the top to self-actualization or self-realization and that's where the miracles start to occur. It's at higher states of consciousness which is why Lee said shut off the channel. Turn off the TV.

One of the things I say in the book is have a hiatus on all the bad news. You don't need to watch CNN and ABC and NBC and FOX every day or BBC for some of you over in London or the world news. The point, and I'm everywhere, is that you need to put it in a stop sign. Detour yourself. Inundate yourself with - Lee's got great tapes, a great new book out also, which I'm cheerfully endorsing because we're old friends and she's brilliant.

The point is you need to hang with people that are pulling off the magic. I promise you when I was with Buckminster Fuller, he doesn't spend any time with negativity. We were on Neckar Island with Branson, he has a phone that blinks in red when there's conflict in the world because he created a non-conflicting thing with Nelson Mandela and our former president Jimmy Carter and some really cool people.

These guys decide, "Look, we're going to convert the negativity into positivity and miracles for everyone." All of us have that potential available, the Christ said, "It is greater he or she that is in you than he or she that is in the world." This is like a wow, because what my teacher Bucky Fuller said - and I'll stop I promise - "You've got a mind and a brain. A brain is simply an inventory device, and that's all the garbage they load you with in school, most of which you're never you're going to use again," but a mind is what you and I are on this phone is for is to think and to expand and to express and to create and to do new wonders. That's why miracles are there. They're wondrous, unusual events or achievements that maybe inspired by God, but I think it's more inspired by God in you because he's giving you more than enough to do that.

We're all over-endowed with 18 billion brain cells that can't come to work after the first point. You make the decision. Your subconscious makes the provision. It's got to be in writing. You've got to visualize it, and in our case, go on Google, pull out a picture, put yourself in the picture in the magazine or the cover a news story that has you at the end result. You've got to be there, but you have to get there and you have to have a mastermind or a dream team, two or more individuals, and a spirit of cooperative harmony is what Andrew Carnegie taught to Napoleon Hill who taught it to me, and if you haven't been to Andy's house, those of you in Europe, go up [inaudible]. It's 30,000 acres. If you're in New York City some time, go to 95<sup>th</sup> and 5<sup>th</sup> avenue and you'll see that with a third grade education, he did what he should and then he was totally philanthropic. He gave the world libraries. Worldwide, he did 4,827 libraries. The guy was a monstrous success, and very good and generous. How's that? That's pretty miraculous.

Lee: Quite an inspiration. In your book, you say, "The miracles we get to participate always start as an idea, your beliefs, your hopes, your dreams, speeches, discussions, mastermind sessions, visions, concepts, innovations, or even problems." I believe that. So, you talk about your relationship with Jay Walker who is one of America's best known business innovators and entrepreneurs, and you actually said that he is a master at giving flesh to ideas. I love that line, so just talk about that a little bit, about giving flesh to ideas.

Mark: Okay, when you sell as many books as I do, you get some awards that maybe you deserve, maybe you don't, but I got the salesman of the year award for visible books, and Jay got it from sales and marketing international. Jay and I are on this thing and I was blown away.

Now, at the time, he created a brand new patent that never existed before called an Invisible Patent. The Invisible Patent that makes him so much money is the first thing. Now, he's got hundreds of them, and he's considered the next Thomas Edison at some levels, but he created what's called the Invisible Patent. He created Priceline.com. What he saw was that an airplane takes off and has 300 seats on it and 50 of them are empty. You can't make any money with it. Now, the net cost of those 50 empty seats is let's just use an arbitrary number, \$50 each.

He said - we'll just pick Delta Airlines or Virgin Air, any airline you want, and say, "Hey, Delta, that cost you \$50 whether somebody is sitting their butt in that seat or not. I'm going to charge \$100. You get \$50. I get the other \$50." Well, that made a billion dollar company overnight, and the

patent office never thought they could do that patent, and now he's literally created a gazillion of those. I said, "Hey, Jay, here we are winning an award together. I have all these great tapes for Nightengale Conant. I asked Dick Conant, "Can I do a set with you? I'll interview you." He said, "No, I'm not going to teach anybody how to do invisible patents."

The point is get the concept because the concept here is that every problem has got to be cogitated, ruminated, meditated on in the invisible and then solve it. He solved, "How do you fill all the empty seats with Priceline?" Now, we've got Trivago and all kinds of stuff. You take a guy like Mark Zuckerberg. Well, he's at Harvard and figures it out for Harvard, does it for all the Ivy League schools and then does it, and now what he says to me is his law is we double [inaudible].

First of all, you've got Facebook, and then you've got Pinterest. You've got Instagram. You've got all these things going bing, bing, bing, bing. That's what I'm saying. If you're awake and not reading the news media and getting sucked down into the low level, but you stay at the high level and obviously, I'm a guy who likes to think at 100,000 feet, and I've got the other people that can think of levels that are implementers. My job is to be the visionary, hopefully and inspire you to new levels of vision today and that's what I think my job is and we say every problem is an opportunity in disguise wearing work clothes is what Edison said. We're going to run out of whale oil, so Rockefeller figured out how to refine it.

Right now, the solution for whale oil is oil, and now the solution for us is I own three solar energy companies, and we're doing commercial and we're doing rooftop and we're doing wind installations where it fits and we're doing instream water turbines where there's hydropower, and we're doing all this stuff because we've got to get off the stuff that was yesterday's solution. It's today's problem. Does that make sense?

Lee: Yes, I love that. Yesterday's solutions are today's problems, and that is absolutely so true. There are so many people stuck in their own mindset. One of the parts of the book that I really enjoyed was the power of focus, and you quoted Andrew Carnegie. You said, "The quote that has been deeply implanted in your spirit was, 'Any idea held in the mind will begin at once to clothe itself in the most convenient and appropriate form available.'" So, talk to us about the power of how important focus is for real success.

Mark:

Well, here's Andrew Carnegie who comes out as a Bobbin boy, which means he meant nothing, suddenly learns how to do telegraphy which is the telegraph. Helps solve the war for any of the kiddies, fourteen years old at this time. He sees the railroad is going to boom, and he turns the confederates around, so Abe Lincoln can do it. Abe Lincoln honors him at fourteen years old, and then he sees we're creating - I'm pretty scholarly and Andrew Carnegie. He decides that the sleeper car, the Pullman, is going to be it. So, he has his mom finance her whole house one hundred percent, which is pretty dangerous even back then, and buys a Pullman car and makes more per month in interest on a Pullman car so people can sleep on the railroad traveling across this new country called America when it was safe.

Then he said, "Well, wait a second. There's no steel." So, he goes to Germany and find Bessemer, does what we call a no-money down deal because [inaudible] nothing done, and we were [inaudible] cash and flash, all that stuff.

Anyhow, so he creates all that and he did it in his mind and did it before it could happen, wrote it down, had only one mastermind partner to start with, a guy named Charlie Schwab whose great grandfather of the Charlie Schwab you all know for stock-broking known around the world. What I'm saying is, we have a historical president that we're going to have problems.

The Danish poet laureate Pat Heinz says what the world needs now is problem solves galore, because every problem solved creates ten problems more, and what we're saying is you dream about the solution, and then Andy Carnegie said, "Hey, look, here's what's going to happen. You're going to clothe the solution in a way that no one ever could predict."

No one could predict that Steve Jobs - and then I've got to finish this up - Steve Jobs is going to make this thing called an iPhone. He said, "I'll take five percent of the market," and suddenly five percent of the market, now we've got seven billion cell phones. We've got more than we have bathrooms in the world, which is way exciting, but we're out of energy. So, my little companies are making energy. It's the biggest business in the world. It's just amazing.

Lee, I apologize that I've got to end this. I hope you'll let me come back again everybody. I've enjoyed talking to you. Bless your hearts for

listening to me, and I hope you like the book, if you choose to get and get Lee's too and keep doing all this cool stuff we talked about everybody.

Lee: Okay, the book is called *The Miracles in You*, and thank you so much, Mark.

That was Mark Victor Hansen, and we were very lucky to get him for that 40-some minutes. I will tell you that his book is called again, *The Miracles in You*, and it is the number one New York Times Best-Selling Author, and *Chicken Soup for the Soul*, which we talked about. So, I hope you've enjoyed it. He's a very inspiring guy, and there was a lot of things in the book that I really liked. He talked about praying for miracles, and I think that that's very, very important.

Cavet Roberts who was one of the big National Speakers Association founders said, "Once you know what you want, you will have it so quickly that it will amaze you. You don't have to know how this works. You just have to know that it does work."

I'm flipping through the book as I talk to you, but one of the chapters is called, "Be the Miracles." You really have to use your optimism. You have to use your spiritual power. You have to definitely keep your eyes open, and I'd like to end with a thought that was in Mark's book, and that is you have to discipline yourself to look for miracles in life.

So, I suggest that you slow down, have a little bit of introspective every single night, and pay attention to your world. One of the things that I always say is scan the landscape for opportunities because as entrepreneurs and business people, our job really is to create solutions. So, each day of your life can be a miracle. It's just a matter of how much mental, physical, emotional, spiritual and financial energy are you willing to towards to invest in yourself.

Before we leave today, I would like to give a little bit of plug to my own new book which is called *Reclaim the Magic, The Real Secrets of Manifesting Anything you Want*. I'm very, very, very proud to say that in the very first day that we launched the book, it became an Amazon best-seller in two different categories, and I could not be more pleased because I used all the same strategies that Mark talked about. I wrote down my goals that we were going to make best-seller the day that we launched the book. I did all my prep work. I asked people - it says, "Ask and you shall receive." I asked everybody I knew to help us promote the book.

I scripted about the book being a best-seller. I did do all my due diligence and hire a good PR person so they could help me get the book out there so people would know about it, but basically I took thin air and created something, which is what we all do as entrepreneurs. We create our success out of thin air because all success and manifestation comes from mentally envisioning what you want, focusing in on it as a laser beam not as a shotgun energy, focusing all that available energy and resources that you have, and not giving up no matter what. Go through it, above it, around it, just as Mark was saying.

So, I'll leave you with this thought today. Your point of power in this lifetime is this very moment, and to change your life, all you have to do is to change your mind. This is Lee Milteer signing off. Have a fantastic day, and by the way folks, the only person who can create miracles in your life truly is you.