



# ACCIDENTAL MAGIC

Flipping the Switch to EPIC  
by Unpacking "AHA" Moments



## *Jim Peters*

*Jim has lived his life outside of the box. Starting as a 14-year-old prodigy drummer, he took his skills as a musicianary (a term he coined) to 43 countries, smuggling Bibles and music gear to communist countries along the way. He has reached thousands speaking and performing on large and small stages across the world. He never stopped pursuing his dreams until his world came crashing down when his wife and music partner passed away in four days. He had to learn to rebuild his broken dream and get back on his divine path of legacy. Now, his true passion is to help others move past their brokenness and live their EPIC life. He has worked one-on-one with hundreds of men who have gone on to be legendary fathers, husbands, businessmen, musicians, and church leaders.*

*Jim applies his lifelong ability of storytelling and humor to pass on the truths and secrets he has learned from global leaders, his WWII veteran father, and sages in remote parts of the world. His stories capture you; the humor keeps you and the lessons will forever change you. As Jim says, "You can't unknow it". If you are yearning for change, this mentor grabs you and won't let go. It is a quest only for those who are relentless in their pursuit of an extraordinary life.*

*"If your dreams don't scare you, then they aren't BIG enough."*

*- Jim Peters*

You have a dream inside of you! It's been there all along. The world runs on dreams. The car you are driving was once someone's dream, as well as the company you work for, the house you live in, and even the clothes you wear. Those were people's dreams! The wonder of your dream is there waiting for you to discover it and I am here to help you live the EPIC LEGENDARY LIFE God created you to have. Take the step and see the results.

**I'm about to share SECRETS paramount to building an...  
influential YOU,  
influential FAMILY,  
*influential BUSINESS.***

**This is the beginning of your TRANSFORMATIONAL journey to your  
EPIC and LEGENDARY life.**

*I'm about to make you a ROCK STAR!*

Having journeyed to 43 nations, many of them several times, I chose to be a student of human nature. I had the amazing opportunity to have in-depth exposure to the nationals in each country. Some of the people crossing my path were legendary, and thankfully, they were willing to spend time with a young musician and mentor my life. I'm still gleaning from those amazing men and want to help you implement the incredible secrets of success they imparted to me so you can build your legacy.

First and foremost, as we begin this journey, I challenge you to “know thyself”. Your struggles come from YOU. I once coached a woman who’d gone through a divorce. When asked what she would do differently, she responded, “I wouldn’t do anything differently; I did nothing wrong.” **WRONG** answer. Within the next several years, she was again divorced, and the condition was the same. Failing to self-actualize will result in you continuing to make the same mistakes. As I often say, “Failure to learn from your past, dooms you to repeat it.” The human condition is terminal, and no one gets out alive. The best advice is to increase your sphere of influence by becoming the best version of yourself.

*“Failure to learn from your past dooms  
you to repeat it.”*

EPIC people understand the secret is knowing yourself and the ability to work with diverse people and their specific cultures. Having been a professional musician for most of my life, I’ve seen great bands go into early demise just as they were reaching their zenith. The Eagles are one great example. What had once brought them strength through their diversity now literally pulled them apart; they could no longer stand each other. Winston Churchill, one of the great leaders of the 20th century, led the western world to victory, working with extreme and various leaders. However, he lost the next election because he was unable to adapt his leadership skills to peacetime.

### So, Let's Get Started...

Calm yourself. My Father used that phrase quite often with me. My ADHD would be flying around the room, and his voice saying those words would center me. As you begin this quiz, take a deep breath. The next few moments can and will change your life. You are here because you're hungry and ready for change. I've seen grown men, Duck Dynasty type men, whose lives changed with just one "Aha" moment. A realization that not only transformed their view of themselves but their entire world. Women who've been struggling in relationships, family, and business have found these simple truths to be revelatory. It's worth a lot of money, but today it's free.

What you are about to learn you won't find anywhere else. It is a tool we have used for years to not only understand ourselves but more importantly, we use before bringing anybody on our team.

Understand, this will help you not only know yourself better as an individual but as a team player. Generally, the findings **should not define you**. Rather, it should be discoveries that enlighten, confirm, validate, and encourage you. It will put terms to feelings, questions, and concerns you have so you can better understand yourself and those around you.

You'll need time to process and understand what you've discovered. Go for a walk, and turn off the distractions around you.

*Turn down the noise so you can hear your future.*

# The QUIZ

As you take this short quiz, rely on your first impression. Don't overthink it. Then go back and answer the same questions for each significant person in your life. Remember, there is no right or wrong answer.

## TIME

Are you always on time and feel frustrated when others continually run late?

OR

## EVENT

Do you tend to run late and are usually the last to leave?

## INTERNAL

Do you think to speak?

OR

## EXTERNAL

Do you speak to think?

**NEUTRAL**

Do you think before you act?

OR

**DRIVE**

Do you act before you think?

**PARTY**

Are you the person people want at a party?

OR

**FOXHOLE**

Are you the person people call when their world comes crashing down?

**DEFAULT TO YES**

Do you default to trying an idea without much planning?

OR

**DEFAULT TO NO**

Do you see the problems of an idea before implementing it?

*Read on to discover what these answers mean about you  
and those you love!*



## Time Or Event

### Time-oriented people

They are wired to be more consciously aware of time. They run their lives by an arranged schedule, assigning tasks to blocks. They operate on an internal system that dictates how long things take and what steps need to be taken to keep that internal clock happy. Then they get up to show up. A time-oriented person says, "time is money."

### Event-oriented people

They allow events to dictate the flow and rhythm of their days. They have an internal clock that is set more to relationships. People are the priority, not the task. Event-oriented people get anxious trying to measure time. Time-driven people can be exhausting to them. An event-oriented person says, "Even the time takes time."

*Event-people focus on relationships.*

*Time-people focus on the job.*

A concert tour in Central America was where I first encountered time/event paradigms. We would start on time with only  $\frac{1}{3}$  of the audience in attendance; we were discouraged. Our interpreter told me not to worry, "everything here starts at dark o'clock." She was right. At about one hour into our concert, the auditorium was packed!

My late wife Debbie was an Event person. She would walk out the door telling me she was running errands, so one day, I asked where she was going. She listed about six things and said, "I'll be home in about an hour." Mario Andretti couldn't have done them in two hours, let alone an hour. Plus, one of her stops was Starbucks, which Deb treated like a visit to church, chatting with each of the baristas.

*Event-oriented people get anxious trying to measure time and want their opposite to stop and smell the roses, while Time-driven people feel disrespected by those who don't respect their time!*

Both two orientations can HELP each other if they can manage not to view either as disrespect to the other. This understanding of one another will go a long way in quelling conflict.

## External or Internal

### **External Processors**

They speak to think. The idea comes to life as they speak, so they must process it out loud. They talk through their thinking. Their vision starts with broad strokes, and the more they externally process, the more detail they create. They need to hear the idea aloud, going from their mouth to their ears so they can hear it and process it in their brain. They often will talk to many different people about their ideas and issues to aid in their creation.

### Internal Processors

They think to talk. They process inside their head and work the details out before they speak. They prefer to have the meeting agenda ahead of time and can get overwhelmed with meetings that are run by External Processors. When the meeting/conversation goes rogue, they can shut down. They need time to process and have a follow-up discussion at a later point to share their position. They choose their words carefully and prefer not to speak until they've thought it out.

If someone pops a question or thought-provoking scenario to you, are you able to discuss it thoroughly out loud? Or do you find yourself doing the George Costanza, a character on Seinfeld? George is in a meeting when a guy takes a funny shot at him, and George has no come back for it. So, he walks away, and sometime later, he thinks of a zinger and now must drive several hours to meet the guy to deliver it. As you can imagine, the guy has another quithy zinger, and George again has nothing. Clearly, George is an Internal Processor.

*Externals need to give Internals time to take in the information.  
Internals need to give the Externals time to speak freely.*

I'm, by nature, very external in my processing while my late wife, Debbie, needed time to process. I could overwhelm her with my random, "rogue" comments. After years of working together, she realized if she let me run with a thought, I would eventually land on an idea or thought which she could use to make out a plan. "Land the plane" is a military statement Sunny (another Internal Processor) now uses when I go on one of my external tirades, which is code to either find a conclusion or find someone else for my download.

In your family, maybe you externally process, and your spouse and/or kids are more Internal. In a discussion, they might sit there, not saying a word. For External Processors, silence can be off putting. You want dialogue to bounce off your thoughts and ideas. While the other might take your creative download like you just threw up on them verbally or possibly be overwhelmed by your comments. They must process what has been said.

*Learn to blend. Adapting to those around you and in your family will cause you to celebrate the diversity in your circle. As a result, blenders (those that adapt) become leaders others want to be around.*

## Neutral or Drive

### **Drive People**

They need to control their environment. So, they get in the car and GO. They ask questions later. They are more concerned with getting it done and not feelings. They live by *"Just do it"* or the moniker, *"dam the torpedoes, full speed ahead."*

### **Neutral People**

They are diplomats, planners, and administrators. These types of people think before they act. They are methodical, often spinning their next move in their heads to be sure to have run every scenario. They don't like to back up or do things twice. But, when put into drive, they have a specific destination and direction and cannot be deterred.

## Famous DRIVE & NEUTRAL People

### Drive

Ronald Reagan, Winston Churchill, Martin Luther King, Mark Cuban,  
Donald Trump, Peter Pan, Harry Potter

### Neutral

Mark Zuckerberg, Diane Sawyer, Alfred Hitchcock, Albert Einstein,  
Jimmy Carter

I'm sure you couldn't guess that I am a DRIVE person, and twice I've picked partners who are NEUTRAL, accenting my weaker side. Sunny has married "drive" people in both her marriages. For me, thinking before doing isn't my strength. For her, doing before thinking isn't her strength. If I'd married myself, I'd be on the side of life's road by now, blown up and wasted! Instead, my choices have made me stronger.

In a ship, you need the rudder (the Neutral type). They provide the direction and the small nuances to steer around the Icebergs. But you also need the engine. It gives the power to go and get things moving—each dependent on the other, neither one more meaningful. I'm the Drive guy (Engine) and I've married Neutrals (rudders). It doesn't mean I never plan when I'm in Drive mode or that my wife is never driven when she is in "neutral" mode, but we have a default which is the direction we lean.

When you're building your team and your family, remember you need both. Neutral people and drive people. Too much of one, and you'll run people over and burn up. Too much of the other, and you'll tend to become frustrated and lose yourself in the quagmire. They both will sharpen your character and make whatever you do together more fantastic.

## Party or Foxhole

### **Party People**

They are the people who know how to work a room, and they prefer to engage on a social level. Often, they are energized by people and not afraid of talking to strangers. They are the life of the party, but they don't stay after to clean up.

### **Foxhole People**

They are the ones you need in the tough times. They are concerned about the people in the corners of life. If you're stranded, they are the ones you call for help. No matter how they are feeling, they step up to the plate and stay until the bitter end. They are 'in your corner.' Typically, they don't want attention or kudos. They are feelers and know how to touch people's emotions. They will stay till the end and clean up.

Working with combat-injured troops, I've seen Foxhole people firsthand. They're usually standing next to the bed with a notebook or a tablet and are taking notes on the doctor/nurse visits. They weren't just parents; they were also friends and significant others. The Military believes you heal faster when you have a 'friend' (Foxhole person) at your bedside. You'll see them at the nurse's station, negotiating

for improved care for their 'person.' They get stuff done. I've seen them in positions at large corporations. They do the work no one ever sees, and they do it in peace.

The Party person wears the t-shirt that says,  
"Back to me"

The Foxhole person wears the shirt that says,  
"We got this"

You call the Party Person when you need that light-hearted feeling, or they are the ones that make you laugh; they always have a funny line or something else that just makes you smile. They are not a vault for you or a place you bring your troubles. They are the silver lining.

While the Foxhole People are the people you want when the "chips are down". When Sunny is having a difficult time, most often, the person she'll hear from is Beth. She's the Foxhole person; they just 'know' when their person is stuck in a hole and can't get out.

I discovered I was the Party Person until I reached my late 50's. My wife died, and I was left alone. The party guy was gone, and I was left with those around me who were the Foxhole people. As a result, I learned their value. They were critical to the recovery of my life. I've now become a blender and have a better understanding of the way Foxhole People are wired. In your life, it is imperative to have both types of people around you.

# YES or NO Default

## YES People

They default to trying the idea without much planning. Their motto is: What's the worst that can happen? They believe the risk is small or the damage sustained is minimal. They are risk-takers and step out of the boat. Walt Disney was the YES person.

## NO People

They can see what might go wrong and advise caution. They play out the scenarios and run through all the "what ifs." They are usually at meetings explaining why an idea may not work until more information is gathered. The idea may have merit, but they need to process it. They are the diplomats, planners, and muses. Roy Disney was the NO person.

My default has been YES for as long as I can remember. From a young age, my vision was to take music and freedom to oppressed people. I went to places where it was desperately needed and the hardest to find. If my default had been different, I might have never left. As I often say, you need a healthy dose of ignorance to do some EPIC things." So, I went with YES... A LOT.

However, as I age, I see the importance of NO. In my life, YES worked because of my trajectory and who surrounded me. My team was about purpose, and they became my NO voice when needed. They kept me from going off the cliff. There are



times a NO is indeed critical to your life mission. Learning to know the difference is vital to becoming the legendary person you want to be. If you're surrounded by good people who bring balance to your life and tell you NO when it's essential, defaulting to YES will work.

In our younger years, most of us are YES people. We take on life with zeal and excitement. As we age, we become more aware of the risks and gain a different perspective. Thus, we truly become like our parents and become the NO people we disliked when we were younger. It's balancing the two as we get older, so we don't lose the zeal but keep the perspective of saying NO to ourselves.

*The Bible says it's not good for us to be alone. When we are left to ourselves, we can make terrible decisions. That is the strength of the group. God built us to live in a community.*

Our diversity gives us our strength. Managing not to view either as disrespect - or less than, to the other will go a long way in resolving conflict. Now that you know it, you can't unknow it. Your awareness, if harnessed, will bring the results you've always dreamed of... the power influence and of a team! The reason you are attracted to people is a positive thing; understanding the why and how is a skill that successful leaders have learned. The power you have to adapt is your key to an Epic life!

*I believe in YOU!*

# Congratulations!

*You've just taken your first step to becoming Intentional - your life is about to go from ordinary to extraordinary!*

**You are built for this! Learning your distinct differences along with those around you is just the beginning of you moving toward a life of influence. I am ready to be on your team....to be your own personal coach. Soon you'll agree with John, "I can't believe I waited this long. Coach Jim gave me answers to questions I'd not thought of! My life is transformed." I can equip you with what you need to realize your dreams. I have helped hundreds of people just like you. We got this!**

*"I have answers to questions you have yet to think of."*

**Schedule the Call - Having taken your first step to discover your true Accidental Magic and start the journey to becoming Epic... Let's do this! I encourage you to book your 45 min strategy session with me. The good news is for a limited time, I am waving the \$59.00 fee! There's never been a better time to flip the switch to Epic! You've been waiting for this moment.**

*Click the link below for your FREE call,  
and let's get this thing started!*

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