

Margaret M. Lynch
**TAPPING INTO
WEALTH**
Transformation



MODULE 1:
THE MONEY MAP

Welcome everyone, this is Margaret Lynch and this is Module 1 of the Tapping Into Wealth Transformation. I am super excited that you're here, and I want to start by giving you a bit of an overview of the program and what this is going to be like. Because I guarantee you've never done a program like this before. The reason I'm doing this program is because over my years of being a coach and being a Tapping expert at the same time, it became very clear to me, working on my own issues and with thousands of people, that one of the biggest things we need to get very specific about when we do any kind of clearing or transformational work is money and wealth. Many people are doing general work around abundance and Law of Attraction, but not getting specific. I learned that it's one of the biggest problems that people have that is causing a lot of pain, suffering, and disempowerment. It's breaking up families, breaking up people's careers, stopping people from doing what they love – yet it's not addressed in a very specific way.

So I made it my mission to uncover and bring light and clarity to all of the very specific blocks we have against money and against wealth, which are really two different things. I discovered that there are actually five different kinds of money, and when we have that light and that clarity, we can start clearing away those blocks. When we do that, an entirely different world is possible.

I want you to think about the fact that it's incredibly difficult to take action or even make a decision about something when you don't have great clarity. This is key because consciousness and growth and love all starts with clarity. If we don't have clarity, we can't move forward, we can't be decisive, we can't be powerful, we can't even direct our energy because there's confusion. I want you to think about the fact that it's very likely that although you may have wanted to clear your blocks, we hear a lot in the personal development space about money blocks and mindset, and "I have inner blocks stopping me from money," and wealth setpoints, you may not have ever been this specific about finding out – getting clarity on – exactly what yours are. Not everybody else's but yours, so you can see it and have an "ah-ha" moment about it, and then moving forward with clearing it. Getting very specific about money led me to realize – again, from working with thousands of people – they taught me this: that the different types of money are different energies and will create a different reaction in people.

The other thing I want to bring up right now is the fact that there is a mind-body money connection. We've all heard of the mind-body connection and it's really how your autonomic nervous system – a physiological change in your body – happens based on what you're thinking about. Your thoughts can trigger emotions and feelings and sensations running through your nervous system. That's the mind-body connection. While there's actually a mind-body money connection. Because, as you're about to see, each of the different specific types of money will trigger a very specific way that your mind-body system reacts,

like blasting through your nervous system will be emotions and feelings, and spinning through your head will be habitual things that you are saying to yourself over and over. The first process to do today in Module 1 is called the Money Map. First of all, it will give you incredible clarity about the three things – the three levels of very specific things that are happening in the five kinds of money. We're getting deeper and more specific to get even more clarity. You're going to get incredible clarity about what's happening there, and it's going to set you up to use, in my opinion, one of the world's greatest mind-body, shifting tools, which is Tapping – also known as Emotional Freedom Techniques. I use my version of Tapping to shift and to move the energy that's both in our nervous system and that's also running sort of habitually, like a recorded message in our head, over and over and over. I use Tapping in a laser-focused way, to clear and shift what's happening there. Then we're actually going to use it on the other side of clearing blocks, to open up and to tap into more energy.

In this particular program, we aren't going to just clear blocks away. We're also going on a journey with clearing as the starting point. And then getting into where do you want to go and then what's stopping you from taking those bigger next steps. We start with where you are now, and there's also the unconscious programming and mind-body money stuff that is wired into you that is keeping you right here. Then, we start to look at where you want to be in a process I call Outrageous Goals. And as you do that, it's sort of like stepping-up – like this is what I'm going to create my life as a new way. When we do that, new things – brand new things! – will show up to actually stop us, and the way that those things appear are things like procrastination or avoiding the very things that you know you probably should be doing.

We're going to cover a lot of ground in these six modules, from the past – where a lot of your money setpoints, keeping you where you are right now, have come from. Then going forward, what would stop you from having, not only your money, but your energy, your confidence, your power – which of course is what creates your money – your action, your focus, your decisiveness. What stops those things from being full-on? What stops you from being a person standing full-on in your power, creating your life the way you want it, including one of the aspects of how you would you like to be in money. Because we don't tap and then money falls out of the sky. We tap and then we start growing and evolving into the version of ourselves that stands with more confidence, more power, more brilliance, more awesomeness, taking more action. That's a person who easily earns and creates wealth. So we want to go on a fuller journey in this program, and that is my promise to you. I'm so excited that you're here! I'm excited that you had the courage to sign-up, and I'm excited to get started!

You may or may not have already done my free webinar called, "How to Clear the Biggest

Money Blocks Stopping You From Earning and Creating Wealth.” If you went through that free training, you may have had some exposure to this money. We’re going to jump in and we’re going to re-dial-in that Money Map. There’s a handout that I have that comes with Module 1 called, “My Confidential Money Map.” If you have it in front of you, you can take notes on it to walk you through it, you don’t necessarily need it in front of you right now. There’s a second handout, which is a Tapping script that you can customize from the money work we do today, and that will actually be your homework. After you listen to this class, you can go and find those handouts and you’ll be on your way.

We’re going to jump in and get started. We’re going for miracles. I mentioned that there are five kinds of money. The reason I found there’s five kinds of money is that when I started out working with lots and lots of clients, particularly clients who came from the middle-class or their parents came from either the working-class or middle-class, I found that if I talked about money in general, or wealth, or abundance and prosperity, I got sort of a generalized reaction, but when I started to get very specific and say to clients, “Let’s talk about your income. How much are you earning right now?” I saw a much more intensive reaction from their physiology, the emotions that I could see on their face, and how they started to talk inside their head, and ramble even, to me. If I spoke about their income versus their savings, versus their debt, versus goals we wanted to set, I got very different reactions. Then I found that there was a fifth kind of money called Toxic Money, which we’ll touch on as well.

What I want to do right now is start walking through the five kinds of money, and letting you see that there are three pieces of deeper complexity that go with each of these specific kinds of money. The first one is always going to be emotions, like nervous-system wiring: feelings, sensations, anxiety, stress, sadness, fear. Emotions with the accompanying sensations that are literally being driven through autonomic nervous system, that pop up instantaneously – and I think interestingly – the second we start talking very specifically about the different kinds of money. And they’re slightly different for each one.

I say “interestingly” because I find it fascinating that your nervous system is wired so specifically to react instantaneously to different kinds of money. There’s a turnaround on that – that I’m going to talk about – that we’ve sort of been looking at in reverse most of our lives. Secondly, there are programmed loops of thinking I call “habitual self-talk.” As soon as you start talking to a certain kind of money, you will hear a dialogue in your head that you probably aren’t usually aware of, but I’m going to ask you to breathe in and tune into it and hear what it’s saying.

The cool thing about the self-talk – cool in a very damaging bad way, is that we never question it. It just plays like it is the truth and it plays like a recording, over and over and over and over, and it is never questioned by you. It is just listened to and reinforced throughout your system. Cool in a very bad way. When you hear it today, and you’re going to hear four

different versions of that, it's an "ah-ha" moment that you're going to capture and it's going to create something very powerful for you. At the end of this we have the Money Map, and I really feel that what you put on this Money Map today has the power to transform every aspect of your life. That's how powerful these "ah-ha" moments are.

Thirdly, not always but sometimes, the different kinds of money can have a third piece, which is a related trauma that I call a Financial Trauma. When it's something traumatic that happened to you, that suddenly, when you look at whichever kind of money we're talking about, when you start tuning-in to that, it pops in your head. When you think about that past trauma, it could have been an emotional trauma, a relationship trauma, a physical trauma, or literally a financial trauma – like where you got bankrupt, or stolen from, or cheated out of something, or had a battle over money – it's something that, when you look at it, when it pops into your head, you can look back at it and say, "If that hadn't happened, my money wouldn't be this way." That's how we know it's a connected trauma. It usually will still trigger emotion, so we know it's still active in actually taking whatever nervous system reaction you've already been programmed with, and amp it up even more.

When you find a connected trauma to something, like sometimes people will say, "I have anxiety about public speaking," this is a great example. Public speaking is not life-threateningly dangerous, but if you have fear of public speaking, despite your conscious mind, you will feel a full-blown nervous system reaction: heart pounding, you feel breathy, your palms get sweaty, your armpits get sweaty, it's a disaster! You can be saying, "What is wrong with me? Other people are getting up and talking and they're fine!" Your conscious mind cannot overcome that programmed, automatic, blasting-through-the-nervous-system reaction. Now it's one thing to be nervous, but if you uncover a past trauma that feels connected to it, like you were shamed somehow in public or something really bad happened, like you stood up in front of everyone and people laughed – some kind of a mini or real trauma that happened. What that does is it takes that nervousness of public speaking and it amps it up into super anxiety and fear to, for some people, a debilitating level. They literally have to take beta-blockers.

It's the same in your money when you uncover, "I think I have a past event, that is, I still feel it. I still feel anger or sadness, or just shock and confusion, and it's affected my money. Or it seems to be related to how I look at this particular kind of money," just know that, again, in that "ah-ha" moment you've uncovered something that is like amping up and super-charging the negative reaction in your system. That's how a trauma works.

We're looking at five kinds of money. We're going to really focus on four, because the fifth one not everybody has, so I'm going to speak to it, but we're not going to get too far into it. Then we're going to look at the three aspects under each one.

Savings

We're going to start with your savings account. Take out a piece of paper, if you don't have the handout in front of you, just take out a piece of paper and write on it exactly how much you have in savings right now. I mean liquid savings, like a savings account, not like a retirement account. If your car broke down tomorrow and you needed to pay for it, what savings do you have? Write that number down and just regard it. Take a look at it and take a breath. Are you already starting to hear something go through your head about it, something that you're saying? Now of course, a lot of people will say, "It's not enough." If you're hearing that in your head, I want you to check and see how true that feels: "It's not enough." And as you look at it and voice it, sometimes that can make whatever feeling you're starting to have through your nervous system even more intense. Write down what you're feeling. What is blasting through your nervous system right now? I'm saying it that way because I want you to have real clarity about this mind-body money connection. Because a mind-body problem means we need a mind-body tool. You cannot easily overcome a mind-body blast of anxiety, or stress, or fear without using a mind-body tool, and we're going to use one today. So what's the feeling? What's the intensity on a scale of 1 to 10 if 10 is the worst, how high is it you're feeling anxiety? Is it at a 5? How high is it? This is just your best guess, so write down the emotion, the feeling, and whatever you can hear is running through your head. Write it down, get it on paper. It's usually quite negative, so take a second and do that now.

Every time you think about your savings, which like just below our level of consciousness can pop into our head, multiple times a day or week, right, especially when expenses come up, what blasts through your nervous system and what runs through your head automatically without you ever questioning or wanting it to? This is what happens in you. And I just want you to think about that, and whether or not that puts you in a resourceful state. Does that give you a resourceful, empowered state? When you're feeling emotions and thinking like that, do you think – and if you've studied the stress response or the fight or flight response, like clinically like how it's described in the medical literature or in the psychology world, you would know that it narrows your thinking, it reduces your resiliency, you don't have access to ideas and inspiration, you're literally in fight-or-flight mode.

If the very thing that you'd probably love to make bigger and expand and put more energy and attention on triggers a really negative reaction, how much time you think you'd be willing to sit down and spend on setting goals and making plans to create more savings when it feels this crappy and creates this much inner sad or depressing or unresourceful talk? I bring that up because I want you to sort of have a little more self-compassion right now on why your savings isn't probably where you want it to be, and probably pretty hard on yourself about. Just give yourself a little bit of compassion and understanding, like "I get it, Margaret. This is why I spend literally no time creating any priority or attention, or energy, or ideas, or

strategies that I know exist out there, trying to grow my savings account.” I also want to point out that if something feels impossible, it would be crazy to try and work on it. If your programming says it’s impossible to save, which mine did for sure – live hand to mouth, why would you even try to save, it’s impossible – you’re not going to spend any time on it. An “ah-ha” moment: give yourself compassion and know that when you shift, miracles are possible.

Let’s get to that third piece for savings. This may or may not be true for you, but when you look at your savings account, is there anything that you’re suddenly remembering from the past that pops into your head that has affected your savings account. Where you look at that and you go, “You know, it still makes me sad or mad, or it still feels like such a loss. If that hadn’t happened, I would have more ability to save, more money in my savings account.” Sometimes the event that pops into your head has nothing to do with money, but it’s connected to the feeling. For example, very often when I have people look at their savings, they’ll feel some anxiety, like “Oh, my God, what if something happens, I have no savings.” But they’ll also feel profound sadness that sounds like this: “I never get to feel safe.” There’s this sadness or this loss about it.

And that’s where, sometimes, there’s a traumatic event from the past that involved a sadness or a great loss that made you feel like you lost your security, and ever since then you’ve never really felt safe. Now some people, just from your childhood, you’ve never felt safe. But sometimes you’ll have a traumatic event. Sometimes the death of a parent can do this, where as a child your life changed dramatically when a parent died and all of a sudden half or more of the money was gone and it was scary. It’s a loss that, believe it or not, gets mixed up into the type of money called savings. I want you to let this in: savings is both real dollars and cents money that we have on this planet AND it is an energetic metaphor. Because what savings means is security, safety, a feeling of “I can breathe, I’m safe, I’m secure, there’s a buffer.” Does that make sense? I know it sounds a little crazy and woo-woo, but when you think about it, that’s what savings means. It’s a very specific type of money and when we have it, we feel safer, and when we don’t, we feel very insecure.

Is there a past event that you need to write down and capture right now for yourself and say, “Wow, I really need to work on this”? When we do the Tapping a little bit later in the class, if a lot of sadness is coming up for you and you’re already feeling it, then while we’re doing the Tapping, you’re really going to be processing that sadness and honoring it. We want to honor all of these feelings, and that’s how we get to the other side of them. We tap, we voice, we move the energy. Tapping is very different because it’s a clearing technique. And when we do that, we shift to the other side. It is an incredible and clinically proven PTSD tool, so it works fantastically on all of the emotions that you could still be carrying about a trauma, so it’s coming in the Tapping.

This is the turnaround I wanted to talk about. Now, as you look at the number – I had you write down your savings first and then look at it, and then notice what you felt – it really seems to make sense that you’re feeling everything right now because of your savings. You’re feeling the anxiety, or the sadness, or the loss, or the frustration, or whatever you’re feeling, whatever emotion this is, anger, it could be anything – that you’re feeling it in reaction to seeing your savings. And although that’s true because of what’s currently manifested in your life, I want to suggest to you that the reason your savings is exactly where it is, is because the feelings were there first. You already were wired and programmed with this habitual way of thinking and this emotional feeling around “It’s not enough. I don’t feel safe.” That started first, and then at a very unconscious level – I know this sounds crazy and strange, but I’m telling you it’s true, I’ve seen it for 10 years in thousands of people – the feeling and the wiring is there first and then you have literally unconsciously manifested your money to match. To match the way you learned it should be and will be, and the way the world is, and the way money works, and the way things are for people like us, from my family and my upbringing and my social class, and all that stuff. I just want you to sit with that for a second, because it’s going to weave all through the next three we go through. We started with the wiring, and that literally created your money to be this way! It’s kind of terrifying on the one hand, it’s shocking.

When I talk about clarity, and my commitment, and my passion around bringing clarity, it’s because when we wake up and see this, “Oh, my gosh, we can change everything!” We can change everything because it means if we shift this, if we’re on it and we see it – the light of clarity! There’s an expression that says, “You can’t put the genie back in the bottle,” right? Once you see it, you’re like “Wow, this is what I’ve been doing my whole life, Margaret.” Once you see it, and we can use this powerful tool of Tapping, all of a sudden your inner world will create a whole new reality in your savings. It’s amazing. It’s powerful. We just have to get through the tough part of seeing it and getting to what these strong emotions are, and honoring them and moving them and Tapping through them so we can get to the other side. And I promise that’s what we’re going to do. I hope that sounds good. I always feel like when I say that, people are going to think I’m crazy. Then I talk to people and I realize they’re way more with me than I realize. I’m like, “This sounds crazy, this sounds woo,” and they say, “Actually, Margaret, I’m feeling it right now and you’re right, it doesn’t sound crazy.”

Debt

So let’s move on to the next one and we can go a little faster because you now understand all these elements. Because it’s going to get worse – because we’re going to do debt next. Now, if you don’t have any debt, just put your hands together and praise the universe that this piece is missing for you, that you don’t have all this work to do around debt. However, if you have no debt, for example, but you have constant anxiety about it, and you’re super

debt-averse and you can't have any debt at all, then you might want to still work through this. Because any area that you have a big emotional response, you want to work on.

Certain friends I've had have no debt, but they're so afraid of having debt that it's almost difficult to even have a mortgage, because it panics them and they're scrambling to pay everything off, so they still live in a very hand-to-mouth format. Even when they don't have debt, they have anxiety. We want to have this attitude throughout all the modules of this program of this willingness to leave no stone unturned in discovering in each section and each module, where you can find your stuff, your things to clear, your clarity. Even if on the surface it feels like maybe this isn't my issue, be willing to leave no stone unturned.

Write down how much debt you have. Focus on the kind of debt that is troublesome, like credit card debt or bad debt. We know that there is good debt, like mortgages, having your house versus an apartment is a long-term investment. People always ask me, "What do I use for debt?" It's really the kind of the debt that you have that is triggering you, that you don't feel good about. Some people feel fantastic about their school loans because it's allowing them to earn well. But there's a lot of other people who feel extremely upset about their school loans who feel tricked and maligned and treated unfairly. What piece of debt is upsetting to you? We're looking to find the yucky stuff and use that. Write your debt down, and notice if you're already starting to have feeling about it. Write down those feelings or emotions that are blasting through the nervous system just from looking at that number on your page. Notice if there's something in your head that you're saying about it. What is going through your head about you, about money, about the world, about the way things are? Something's running through your head as you look at that debt number. What's running through your head? It's hard to catch it since it happens automatically and you don't even question it.

Here are some of the things I hear: "No matter what I do, I can never get ahead. What I do is never enough. I'm a loser, I'm a failure. It's impossible. The cards are stacked against me. I'll never get out from under this." These are the kinds of things that go through our head. I will tell you that the same thing as savings and the immediate triggering of anxiety, the number one emotion that people experience is shame. I would like to submit on record that shame is one of the most powerfully negative emotions that you could ever possibly experience. Think about it, what's worse than shame? Maybe like panic at life-threatening levels is extremely uncomfortable, but shame is powerfully negative and we experience it a lot, sometimes all day long, multiple times a day, depending on how you've been programmed to feel shame.

So just like with savings, how much time and energy do we spend? We all know there are amazing financial advisors, and planners, and CPAs, and accountants, and people who would love to help us, and books and strategies on debt reduction and plans, and these great ideas that anyone can do, and nonprofit companies that will help you... How much

energy, focus, and attention and literally the amazing, brilliant brainpower that you probably bring to your day job, how much of that do you think you would spend on your own debt if every time you think about, it triggers a wall of shame and some really negative inner talk.

Again, we're usually pretty hard on ourselves. One of the things when we look at our debt we also say I'm so stupid, and I'm not doing anything. We're so hard on ourselves! I just want you to give yourself, just as a favor to Margaret, to me, a tiny bit of compassion right now. A tiny bit of compassion and understanding that you are not in a resourceful state. This is why I've worked with financial advisors, and CPAs, and all sorts of money experts, bankers who are incredibly brilliant, even advising other people on their debt, and on their own debt, they're a disaster. They're avoiding it, they're frozen, they're in fear, they're in shame, they're not even opening the letters, they say, "I don't even know what it is, I've never looked at the numbers and I'm a CPA." It's not just you.

Finally, and this can be a big one for financial trauma or a trauma: Is there a past event that really affected your debt, where you look back and you say, "If that hadn't happened..." And what I've found is that if there's a connected trauma, it often involves some kind of a betrayal or something that you've never forgiven yourself for. Maybe you've never forgiven someone else, too, but you've also haven't forgiven yourself, because you look back and it affected your money, maybe a bad decision or something, and you say, "I should've known better. I was an idiot. I should've been smarter." That is very common when people look at their debt.

It might feel like that within your system – within the courthouse inside of you where you are judging yourself for that past event every day and saying, "I was an idiot." When you're in that mode (and people stay in that mode for 20, 30, 40, 50 years) of not being forgiven, and you haven't had a good way to process, and Tapping is an incredible way to process a past event. We actually have a whole module on this that we're going to work through, the Financial Trauma module. When you don't have a good way to process it so that it is released from your system and you can come back to self-compassion, forgiveness, and understanding, then what you're always saying about the past is, "I was an idiot. I should've known better. I should've done better. It's all my fault. Every time I look at my debt, I think 'I'm an idiot, I'm a loser, I'm a failure.'" And the energy is, "I deserve to be punished. I deserve what I'm getting."

I've seen people hold onto debt, they're doing it unconsciously, but all of their actions and things they're doing and not doing are elegantly lining up to ensure that they always have this debt, because every time they do it, it's self-punishment because they've never forgiven themselves. I'm going to say that again: Every time you look at your debt, are you punishing yourself? Are you using this debt as self-punishment. Or are you using this debt as a reminder that you were wronged in the past, and you've never been able to make that right. Just like the savings account, debt is dollars and cents in the real world, and it's also an

energetic or emotional metaphor for punishing yourself or punishing someone else by saying, "Look what you did to me."

This is really important to look at. It can also just be regular, old self-punishment. I'll often ask people, "When you look at your debt, how would you finish this sentence, 'That means I'm...'" and they always say, "a failure, a loser," something really dark and negative. Like "This debt means I'm always failing, or not good enough, or a loser," or whatever. It's never positive. So if that's how they've lived their life, that's the programming that's in them, that's the habitual self-talk, of course they create debt because it's a self-fulfilling loop of punishment. There's something about saying, "I should've known better, or I should be smarter, or I should be better and I'm not," that has this element of, "I need to learn a lesson. I need to learn a lesson, like I need this punishment to remind me, to be my lesson." So look at your debt and ask yourself if you suffered enough, if you tortured yourself enough over it, and energetically get ready to move forward. To take a breath and move into a new chapter where you don't need to be punished every time.

Income

The next two are very closely related. I'm switching gears! We've got to keep going. We're going to keep the Tapping till after I finish the next two. The next one is income. Write down the income that you are earning now monthly, because you know what your expenses are monthly, pretty much I imagine. What is your monthly income? And what are you saying and feeling about it? This is another one that people will hear themselves in their head, "It's not enough, it's not enough!" So if you're hearing that it's not enough, what's the feeling when you say that, and it feels really true because it's what's running in your head. What's your nervous system running with? What are the feelings and emotions? Capture everything you hear in your head and the feelings and emotions.

Sometimes there can be a trauma connected to it that involves earning. A couple of examples are people who said to me, "Oh my gosh, Margaret, I raked my neighbor's whole yard when I was 12 years old, and the neighbor wanted to pay me. And my mother walked out and caught the neighbor paying me and totally shamed me and said, "You give that money back!" And ever since then, whenever I get my paycheck, or I ask to be paid, I feel ashamed. That's a connected trauma. Or a parent that had something devastating happen to their income. Like when you think about your income, it's like you're suddenly remembering your dad and how he lost his job.

What shows up in income is going to be very unconscious programming around your value and your worth, based on your family of origin. People like us, in our family. This is how much we earn, this is how much we're worth. We're the Joneses or the Millers, and we're

not those people over there who earn a lot of money. We're these people, we work hard, we get screwed, taxes are against us. Whatever those first set of beliefs are. And this is really interesting because here's the thing: you have a whole generation of people who are in my age range. I'm almost 50 and my parents were working-class, my father was the first one to go to college in his family, so we all went to college. Seven brothers and sisters all went to college and were able to earn more than my parents did, because they were working-class and he got an engineering degree and earned more than anyone in his family ever did, and we were all able to earn more as well. So the earning more will be accepted by your system when it is established in a rule in a new sort of format, in a new paradigm.

For instance, you step into a company and this is the salary they pay you for this grade level. And in that scenario, we will energetically accept and celebrate that income. It's like, wow, you didn't have to say, "This is how much I want to get paid," typically. It's a range, it's a setpoint, companies pay you this much for this kind of a degree and this is your grade level. And if it's more than your parents, it will still work, you'll still accept that money because it is set in a new paradigm (although some people, I found, do sabotage themselves even then). However, there's a whole middle-class of people like me who can be higher-earners than their parents, yet they will still live paycheck-to-paycheck, just like their parents did. So the higher income will happen because the company sets it, but we live paycheck-to-paycheck because we don't want to go past our parents' level – it's really wired in.

And, when you try to leave a company and go and charge off on your own, you'll really struggle. That's when it gets hard. As soon as you leave the shelter of a paradigm that says, "For this degree, in this position, it's this pay rate, this grade level," and you try to go charge on your own for some new thing that you're doing like coaching, for example, or healing work, that's when it becomes a real challenge. Because you'll see the holes in the structure around the value in your belief in "people like us" and whether it's okay to declare your value and say, "I deserve to earn well."

We'll see it get even louder in Income Goals, next, because that's like saying, "Now I'm going to go much higher." In income, we see the pushback from our programming about what's possible for us to earn and what we deserve, based on our inner programming about our value. Often when we look at our income, when it's not enough, we hear things in our head, we feel an anxiety, or sometimes a sadness or a frustration, like "No matter what I do..." And sometimes the self-talk will be, "I'm not earning enough. I'm not enough. I'm not valuable enough. People don't value me enough."

Income Goals

When we switch over to Income Goals, we sort of turn up the heat on some of this, and

that's why it's valuable to do. Because I know everyone single one of you would say to me, "I would love to double my income, or triple my income, Margaret. I would love that!" And I would say to you that it sounds good on paper, but as a matter of fact, the second we write it on paper, it starts to feel really bad. So let's do that. Write down a big goal for your income. What you would love to earn. And for the purposes of this, I don't want you to go to \$5 million or \$2 million. I want you to write the next number up from where you are now, so that it's very real and very realistic and a step up. Maybe it's double what you're earning. I want it to be one step up, not all the way to millions, because there's something about going to the millions and millions that is very dissociated and you won't really feel anything about it.

So what's the next leap up – write that number down. Some people will feel excited at first, but what I'm looking for is the other side. The excitement is what we get to keep – that's good, right? There's always a side of you that's like, "Infinite possibility, yes! Anything's possible!" We don't have to do anything with that side, it's great! What we want to clear is the side of you that would now come up as the inner skeptic that is holding all of the programming that we don't normally see or hear very clearly. We're going to let the inner skeptic in you speak, because we need to see what's pushing back in our system. You have a positive side, and that's fantastic, we don't want to mess with that. But you also have an inner skeptic that's going to battle you on this. So if you were to look at that Income Goal and say, "It's impossible!" which is allowing that inner skeptic to speak, to see how true it feels. Maybe it's only 5 or 6 on a scale of 1 to 10, but when it feels true, what's the emotion that gets triggered? What's the emotion that gets triggered? What's the feeling of, "Wow, me earning more is impossible."

Sometimes the inner critic will throw out: "It would probably be really hard, I'd have to work all the time, I'd never see my family, and I'd never have any time to meditate or exercise or all the things I really like. It would be terrible, I would hate my life." Because remember, what we're revealing in the inner skeptic right now, is your paradigm, the programming that says, "Based on my value, this is how hard I have to work for my money." And this is a really key point. When you set a big goal, it's almost like saying, "Well, if my value is this, I'm going to have to work twice as hard, twice as many hours." Even though part of our brain knows that other people don't work twice as hard, and there are ways of leveraging, people earn more money and don't do that much more work, your inner skeptic – the part of you that's holding all of this paradigm – is going to say, "It's going to be really hard. You're never going to see your kids."

I've seen people cry from looking at a big goal and then saying, "I want to believe in the Law of Attraction, I write this down," and they start to feel sad, like "It's impossible for me. I don't want to not see my kids, and I don't want to work like a dog. It's so sad because there's no way," and they get rid of that goal. I've had friends who've come into workshops that I've done, buddies I worked with for years in corporate, and watch them through the course

of the workshop, erase the goal and make it smaller and smaller and smaller. This is how I learned I had to do this around Income Goals. I thought, “Why is everyone making the goal smaller every day that goes by?” Because the more they looked at it, the worse they felt. That feeling of “It’s impossible” made them feel awful.

Here’s the thing: if you’re an achiever, and you love to achieve, and you’re smart, and you like to know how to get things done, to have a goal that feels impossible – that you have no idea how to get to – is going to make you feel demoralized. And it would be insane to spend any time or effort or “get your heart into” a goal that quite frankly feels impossible! That’s the definition of insanity: going for something that feels 100% impossible, or feels even 50% impossible! So it’s really important to hear this, to have clarity about what pushes back inside of you, and what the feelings or emotions are.

In one of the other modules, we’re going to talk about Goal Traumas. The connected trauma, I found, is a very specific thing. It’s the third piece. There’s what runs through your head, the emotions blasting through your nervous system about this, and sometimes there’s a connected trauma that I only discovered from doing this with thousands of people. Sometimes people have set a really big goal in the past, and then they really believed in it, and then they worked really hard, and they moved heaven and earth and they killed themselves – maybe they even destroyed their health going for that goal – and it didn’t work out. I’ve created a whole module in this training on that, Goal Trauma and Financial Trauma. If you have one of those it will hang over your head like a dark cloud.

Toxic Money

Switching gears again, we’ve got to keep moving because I want to get to the Tapping! The last kind of money is Toxic Money. This is money that has a battle around it. Yesterday I was talking with my amazing Tapping Into Wealth Coaches about this topic because they deal with this with their clients. It’s kind of like an octopus. Toxic Money is a situation where you are either owed money or received money that came with a battle. It can be money that’s owed to you, that you’re supposed to get and there’s a battle around it, so it’s being withheld. Or, money that you did receive, but it came with a big price of a battle and you’re still angry about it. It becomes Toxic Money because from the moment it happens, you won’t be able to earn. That’s what people experience, they tell me over and over. They’ll say from the moment I went to battle around that, somehow I’ve never been able to earn again, I like lost my job and this happened and this happened, and literally, Margaret, I’ve never been able to earn – or earn more than a very small certain amount.

The other way toxic money can play out is if you are receiving money from someone. Sometimes it’s a partner, or a friend, or it’s your parents, or your elderly parents, who are

paying for you, bailing you out in a way, or paying for your lifestyle. And it's money that you really need, yet you kind of hate receiving it. It comes at a price for you to be stuck or disempowered, or be a little bit in a victim mode and be rescued, and there's something about it that you both need and can't stand. See how that's toxic? The reason why I said it's like an octopus is that the money looks like the issue, but the issue is really wrapped up in all of the relationship issues, all of the power-disempowerment elements, battle elements – taking away and needing and demanding and refusing – all of the power-struggle elements in the various relationships.

So Toxic Money is a little more complicated. If you have it, it's a great “ah-ha” moment. What it does is it shuts down earnings. It has a very particular thing where it does shutdown your earning, but the work on it is more like an octopus tentacles, because it involves working through all of the relationship elements that are making up the Toxic Money. That's something that my Tapping Into Wealth Coaches know how to do very easily. And you'll find in your membership area a link to the directory of Tapping Into Wealth Coaches if you want to actually work with somebody who is qualified and knows this work inside-out, trained and certified by me, to actually work through any of the stuff that we're doing in this program. The Tapping Into Wealth Coaches are unbelievable!

I want to jump in and do some Tapping. We've got lots and lots of people with different experiences, so I want to jump in and do some Tapping on some of the biggest issues that come up. Then, as we end this module, you have another handout that is called, “The Tapping Script – Customized From Your Money Map.” This is a script that you fill-in the blanks. You'll actually take this script – you'll see it in your membership area – for instance, tap through points while you're saying these phrases: “The truth is, every time I think about money, my nervous system is wired to react with...” and you literally fill-in the intensive emotions that are coming up from you, that came out in your Money Map. So you find the biggest emotions, the most intensive ones, and you fill those out.

Then you just keep going. It will actually say, “And I start thinking thoughts that really feel true, like this...” so you actually can plug in things that are very specific to you and use that as your homework. Over the next week, I want you to make a commitment to really do this Tapping. If you want to make a change in your money, it starts with this inner shift, and the Tapping is a really powerful tool. It will shift you every time. And what we want to do right now is rewire you so that when you deal with any of the five kinds of money, you are in a highly resourceful state, not a negative, drained, habitual state that comes from your programming, that you don't really want to be in and never really chose to be in, right? No one chose to act this way around money! We want to get you out of that, and it's going to take some commitment. So give it a week commitment before you work through the next module. Really tap through this script. It will take literally a minute or so a day to do it, and it will make a massive difference in your overall stress response around money.

I want to jump in to Tapping, or Emotional Freedom Techniques. We'll make sure there's a diagram of the Tapping points, but there are millions of Tapping videos that I have. There's an image of the Tapping points in my book, Tapping Into Wealth. It's all over the Internet, so there are a lot of places you can see where the Tapping points are. I typically use these Tapping points:

Eyebrow point
Side of the Eye point
Under the Eye point
Under the Nose point
Chin point (in the cleft of the chin)
Collarbone point
Top of the Head point

There are more Tapping points – there's the karate chop point or the side of the hand point, there's the underarm point. You can see all of these on the picture or looking at any of my videos. It's not necessary to do all of the points. There's no magic to any particular point. You just want to tap enough of the points so that you're actually shifting the nervous system, because these are acupuncture points, we're not just randomly tapping our body. These are actual acupuncture points that are clinically proven to turn-off, to shift, to "down-regulate" is the clinical word, the autonomic nervous system. And they do work on turning down these habitual things that we say over and over and over. They will feel less true.

Tapping has been around since the 1980s. It has worked the same way, it's never varied. When we tap and voice negative things, negative words, negative beliefs, and negative feelings, they don't get stronger, they actually get lighter, they release, the inner skeptic gets calmer and it will feel less true. So I don't want you to ever worry that when we're tapping and saying something that might sound really negative – maybe even over-the-top negative – it actually works better, it just gets it out of your whole body and nervous system. You'll find at the end, relief, and the negative words literally don't feel true anymore, so you're no longer fighting them, they just don't feel true.

It's also not important what sequence you use or how many times you tap each Tapping point. I tend to tap four or five times on each point. Just move through the points at your own pace. I'm going to give you the phrases to say and you can repeat them after me, out loud – I can't hear you – you can be as loud as you want, you're at home. Maybe if you're walking through the park listening on your iPod, you might want to mumble. You just repeat after me while tapping the points, in any speed or fashion or changing from point to point as you feel comfortable. You just need to stimulate the acupuncture points – enough of them to make a shift in the nervous system. And believe me, you'll feel it.

I want to start with the emotion of shame. And I'm going to mix in shame and anxiety, because those ones come up. Look at all the things you've written down about money – all the different numbers and all the different parts – and tune in now to, "God, it's so embarrassing, I'm so ashamed." It can also sound like this, "I'm such a loser." That's also shame.

I'm going to jump in and start giving you Tapping points and I want you to just keep Tapping and say what I'm say, we're going to keep on going. Any of the Tapping points – just jump right in and repeat after me:

It's overwhelming
It's overwhelming
Every part of my money
And I'm feeling it
I'm feeling it
It's so heavy
All through my body
I'm so ashamed
It's so wrong
It's so embarrassing
And it's so scary
All this shame in my body
All this stress in my nervous system
It's overwhelming
No wonder why I don't spend a lot of time thinking about my money
All this guilt
God I'm such a loser
Failure
Failure in money
I'm so ashamed
I'm just going to honor that heavy feeling
Shame, shame, shame
Stuck in my stomach
Like a pit
And what if it never changes?
It's so awful and scary
I feel so awful
All this shame
I honor everything I feel
I've said this to myself a million times
Failure

Shameful
Frustrating
It's depressing
I'm disappointed in myself
I should be doing better
I should know better
I should make different choices
I should be able to figure this out
And I never do
I can never get ahead
Failure
So heavy
I honor all of these dark feelings
I honor that I've been carrying them
And maybe even my parents carried them
All of these dark, shameful feelings
I've made so many mistakes
Don't I deserve to yell at myself?
If anyone saw these numbers
I'd be so embarrassed
Horried and mortified
And people would see the truth about me
That I'm an idiot
Or I'm not strong enough
Or I'm missing something
People would judge me
And, oh, I judge myself
All of this shame
I've been telling myself
That I deserve to feel bad
And I'm just going to honor that
I've been really hard on myself
Torturing myself really
Don't I deserve to feel ashamed?
Look at these numbers!
Don't I deserve to beat myself up?
To judge myself harshly?
I've been judging myself for years
Feeling ashamed
And from that place
Everything feels impossible

And overwhelming
And I'm just going to honor that
I honor this feeling of shame
This self-punishment
And I'm open to lightening it up
Maybe it's time
All this shame in my body
All this shame about money
Shame about earning
Shame about spending
Shame that I don't earn enough
I literally can't win
I honor everything I'm feeling
And I'm open to light
Compassion
Healing
The truth is
I've seen things today
In a whole new light
I get it
Maybe it's time
To let go of some of this shame
To let go of my long history of self-punishment
Maybe it's time
I can't move forward without it
And I really do want to move forward
Anxiety in my body about money
Deep programming, fear, and anxiety about money
Anxiety wired into my nervous system
And the thoughts I think over and over
I totally honor them
And I'm open to healing
For my highest good

And take a breath.

It's always good to take a cleansing breath after a long round of Tapping like that. I want you to check-in. Sometimes as we tap, we'll start with a feeling and it will peak up and get worse, and then start to come down. So just check-in – what's the feeling that's left there now. Is it still shame? Is it still anxiety? Or, is there a mix of compassion there? Are you starting to feel some compassion? Remember that when you're feeling shame, it means

there is a process going on in you energetically, emotionally, unconsciously – every level – that says, “I don’t deserve.” Or, said another way, “I deserve exactly what I’m getting.”

When you shift to some self-compassion, it’s like a quantum leap, because here’s what self-compassion says. Just close your eyes and take a breath as I say this: self-compassion means, “Oh, my God, I’ve been doing my best. I actually deserve a little better than this. I deserve a hug and some compassion, and some consideration. And I deserve to feel better. I deserve happiness. I deserve some joy.” Do you see how different that sounds? From “I deserve this” to “I actually deserve better, and I think I’m ready to receive that.” And it’s from that place, that’s the place, the unconscious place, that drives everything that you manifest, and every action that you take, and how your brilliance, and your focus, and your energy aligns with your actions.

It changes you and it changes what the Universe brings you. If you’re always saying, “I deserve to feel ashamed, I’m an idiot, I’m stupid, I created this is, it’s all my fault,” what you’re saying to the Universe is, “Keep punishing me, please, because that’s what I’m resonating at.” When you say, “I actually deserve some compassion and some joy,” you’re no longer saying, “Keep punishing me.” And I’m telling you, if you’ve been keeping punishment mixed in to your money, or the story that says, “I don’t deserve a lot,” mixed in to your income, or your debt, or your savings account, when you shift inside, everything will change.

Sometimes when we feel that compassion start to open up, it can trigger some sadness. Put your hand on your heart, which is your heart chakra, and say, “I’ve been really hard on myself. I’ve literally broken my own heart.” Because that’s what happens when you’re this hard on yourself, when you have a recorded voice in your head that says, “I’m an idiot, I’m a loser, it’s all my fault, it’s not enough, I’m not good enough.” You’re breaking your own heart. Just hold your heart for a second and see if some understanding based on all the “ah-ha” moments I’ve given you today. What we said in the Tapping, do you get it? Are you seeing it a little bit differently right now? There’s still more work to do. Your nervous system has run this way for however old you are. And it’s going to take some time to rewire that habitual programmed response, but this is how we start: compassion and willingness. We’re going to finish up with another round of Tapping, a more positive round. We can do both with Tapping. Jumping in to the Tapping points:

I’ve been really hard on myself
And it’s been really hard on me
To have this much negative programming in my money
To feel like things are disappointing and impossible
To feel like the cards are stacked against me
That’s some really hard stuff

To feel like I don't have enough value or worth to earn more
To feel powerless and disappointed in money all the time
That's hard
I've lived with anxiety and shame for years
I've paid a real price for my programming
It's hard stuff
And I carry it 24 hours a day
Sometimes it wakes me up in the middle of the night
And I can't sleep
Worrying about money
I totally honor myself
And I've added on top of that
Being really hard on myself
Really mean
Actually mean to myself
I've added to this
Being ruthless
Ruthlessly critical of myself
To the point that I've broken my own heart before
I've literally beaten myself down
Of course that's showing up in my money
And maybe I have insight of why I do that
But either way
I'm just going to honor it in a new light today
I give myself the gift of compassion
I give myself the gift of understanding
I'm opening my heart
The wisdom of my heart
And understanding
All of this
At a higher level
This is so much bigger than money
And it's really affecting my money
I give myself the gift
Of self-love
And the reminder
Or the new information
That I do deserve
I deserve happiness
I deserve to feel safe
I've never gotten that

And I have a lot of grief about that
And whenever I look at my money
It's just a giant metaphor
I have a lot of sadness
And I'm just going to honor that
I honor the sadness
Because it's honoring me
And everything I've lost
Because of the shame and the fear
Because of this programming I have around money
And because I love myself so much
I am going to heal this
I honor myself now
I honor who I am and who I've always been
And I honor who I am becoming
In these 90 minutes, I've become more conscious and more compassionate
And that is HUGE
I honor who I'm becoming
Conscious and deserving when it comes to money
Powerful and resourceful when it comes to money
And I bless everything I wrote down on this piece of paper
I bless all of these numbers
It's my current reality
It's what I've created based on my entire life of programming
And doing my best
And everything's changing now
I bless my current reality
And I am open
To everything that is now possible and unfolding for me
I commit to holding this compassion for myself in my heart
Over the next week
And saying a new thing in my head
Which is this
I deserve better
I deserve more
I want more
And I deserve it

Take a breath.

Feel what's happening in your body now. There should be a lot of energy moving there. Even

over the next 24 hours, what we just did is going to integrate and reorganize in your subconscious mind, your unconscious mind, and your nervous system. We're literally changing some wiring. And to shift wiring in your nervous system, you know neuroplasticity, we need to both clear this stuff, so when it comes up we tap and turn it down. That turns down the old reaction. And we need to proactively put in some new things like the words, "I deserve better, I actually deserve more." And compassion – holding compassion in your heart, seeing the bigger picture and having compassion for yourself.

That is a brand-new way of operating. I had you say the words, "I commit. I commit to holding this compassion for myself in my heart," and saying something new: "I deserve better, I deserve more." Because from that energy, everything is possible. Right now you might feel a little low-energy, a little tired. This is draining work, right? We have to get through it. It's draining, we're dredging really heavy stuff, and we're voicing it and we're honoring it and we're moving it. You may have more tears to cry for yourself, and that's okay, cry those tears for yourself! Let those tears flow for yourself, that sadness is honoring you. But I promise you that on the other side of moving this dark, heavy stuff, you're doing to open up a storehouse of energy, and focus, and determination, and activity that is going to change every aspect of your money.

It takes a lot of energy to hold all of this stuff back! And it wastes a lot of energy having all of this programming, having you do all sorts of things in your behaviors and activities and what you're doing with your money. It's so time wasting to have these unconscious programming having you do all sorts of these crazy things in your money without realizing it. So when we clear this, everything is more focused, more conscious, and you have way more energy. So let yourself process over the next couple days. If it's heavy, keep Tapping! This is a major event happening inside of you right now, and know you will get to the other side. Tapping works.

Take another breath. I want to close this module by saying I'm so proud of you for being here and I honor what you just tapped through with me, and I honor you for jumping in and taking the chance. Some of you know me, some of you've never heard of me till now, in doing this work with me, getting really serious about getting specific and clearing your money blocks. I am honored to be doing this with you right now. Do your homework, do the Tapping on yourself and I will see you in Module 2.

Margaret M. Lynch
**TAPPING INTO
WEALTH**
Transformation



MODULE 2:
**YOUR EARLIEST
MONEY PARADIGM**

Welcome everyone! This is Module 2 of the Tapping Into Wealth Transformation

program. In the last module, we worked on the Money Map, and in this module, what we're going to do is see where all of that stuff that you uncovered came from. I want to talk to you first about the setpoint that gets created that we saw show up in your Money Map. If you have the Money Map now, you might want to have it handy to look at what we're going to do in this module, so you can compare and see. But you're going to take a lot more notes in this module because we're going to be looking at where all of this came from, which I call your Earliest Money Paradigm.

As we get started, remember that the first part of the process is always around uncovering. The clarity of where our issues are is the first important step to transformation into shifting. If we don't know specifically where our stuff is, how can we have a prayer to go after it very specifically, to clear, and very specifically, so we can get a specific result. In this case, that specific result we're looking for is in your money. To get clarity, we have to dig, we have to uncover, we have to leave no stone unturned. Again, in this module you want to just have within yourself a willingness to look, a willingness to go deep, a willingness to be curious about what you could uncover, and a willingness to really leave no stone unturned.

What I mean by that is that we've all done different personal development programs. Some of us have done therapy, some of us have delved in with different coaches and different practitioners, and we've looked at certain things and tried different techniques, or Tapping or inner child work and all sorts of things before. We've all come here with some work under our belt, so the willingness is really to say, "You know, even if this is something I've looked at before or worked on before," or there's an aspect of it that I might say, "Oh, I did some work on this once," be willing to look at it again. And even if there are pieces of it that you feel don't resonate anymore because you've worked on them so much, and maybe on a scale of 1 to 10 they're not a 10, they're maybe a 2, be willing to say, "I'm going to look at what's in that 2, that level of 2 on a scale of 1 to 10, because I want to leave no stone unturned." Or, "I want to look at what else might be there, if certain parts of this process aren't intense for me, which parts are intense?" Because this is about you and your individual uncovering – the information, the clarity, the specificity, so that you can get the result in your money that you want.

We all have different money stories, we all have different paradigms. There are certainly a lot of universal things a lot of people experience, particularly when you are raised with parents who are either working-class or middle-class. But we all have unique experiences and they run the gamut. You're going to see that more in this module because we're looking at your Earliest Money Paradigm and there can be such a huge variation and how people's paradigms look and the level of intensity that was there. Regardless of where you are, be willing to leave no stone unturned, uncover and find – like a detective – the specific things that will help you move forward. I'll be guiding you through it, but that's the part that I need

from you.

Again, we looked at the Money Map and you found all of this amazing information in that module about this mind-body money connection and what was really operating in your money. So I want to show you where that came from and I want to show you two aspects of that. The process we're going to do is called the Earliest Money Paradigm. What it does is it sets the tone, basically, for your entire life, of your setpoint – the literal setpoints that you have that are wired into your mind-body nervous system, unconscious-mind programming level, to keep you at a certain level. Your setpoints are very easy to see – there's no mystery there! It's wherever you are right now. And it's not only in your money, but it's in all the different kinds of money. So you have a setpoint about how much debt you need to have to actually – this is going to sound weird – feel comfortable. How much savings you need to have to feel comfortable, even if it makes you anxious to think about your debt or your savings in many ways – in unconscious ways that you'll see in this module – it's actually more comfortable for you to be there. And how hard you need to work for your money, and whether or not you ever get to relax and take vacations! The setpoint hits all factors of that.

I want to give you a really great analogy of a thermostat. We all have thermostats in our home. The thermostat is very different than a thermometer, right? A thermometer just reads the temperature and tells you what the temperature is. The thermostat controls the heating and cooling in your house. Or for many of us, just the heating, right? You've got to start somewhere. With the thermostat, once you set it at 68°, it controls the power in the furnace, the heat, to keep it at that level. That's exactly what's happening in your money. It's like a governor or a throttling valve that's controlling things through all of your actions and your behaviors and your thinking and your nervous system, to keep you at a certain number. If it gets too hot in your house, it's going to shut the heat completely down, so the temperature drops back down to the setpoint.

This is exactly how your Earliest Money Paradigm works. How your setpoint in your money works. When you do all sorts of different things, you'll find at the end of the year that you're kind of earning the same money that you've always earned. And when you earn a little bit more, something will happen – a debt, or something catastrophic, or you start earning more money in the business, and somehow you find a way to sabotage it or pull back or make something happen, and all of a sudden, you end up right back where you were at. And it always matches your original paradigm. So just like we set the temperature in our house to keep us comfortable, the thermostat in your money – this setpoint – is where you are “comfortable,” even if it may seem very uncomfortable to you in many ways, consciously.

I want to show you that. There's two sides to this, because the setpoint both keeps you where you are now, and it will get extremely engaged and active to stop you from going further. It does that in two ways, and you're going to get to see it today, it's crazy! It stops

you by either continually limiting you so you never get above, or it stops you by, every time you go above, it kicks in a sabotage pattern. It's almost like, if we stay with the thermostat and the heat analogy, in one analogy it just cuts off the heat, so you never get too hot. In the other analogy, it gets too hot and then it cranks on the AC and blasts cold air on everything, and it stops you from going beyond your paradigm. You're going to see both sides of that.

The first thing I want you to do is to start by revisiting some of your goals. We did a little bit with the Money Map in the last module. Take a piece of paper and write down an income goal. Again, it's not like \$10 million. It's just the next level that you'd like to be, maybe in 3 to 5 years. This should be a level of income that would be pretty awesome to have. It's not like crazy multi-multi-millions if that's a huge stretch for you. It should be something that is a stretch for 3 to 5 years from now. I don't want you to go over-the-top, but I also don't want you to limit yourself. This should be a goal where you feel really good and comfortable. Write that number down. And I want you to add to it a savings goal. How much would you like to have in the bank as liquid, cash money in case of emergency. It doesn't mean all your retirement investments. Just like your savings account, in the bank. If something happened to one of your cars or in the house, that you'd have that money. Or if something happened to your income, you'd have six-months living expenses in the bank. So write that number down separately.

Here's what I want you to think about a little more. How much do you really want to work? How many hours a week would you really like to work for that money? This is funny because everyone thinks they're going to say, "Oh, I want to work 2 hours a week." Actually, people tend to have a pretty good handle on themselves, that they actually want to work sometimes 30 hours a week, sometimes I think the ideal would be 25 hours a week. How hard do you want to work for that money? You don't have to know how, just what would you love, what would make you happy. So 1) how much are earning, 2) how many hours you're working, and 3) how much liquid savings-account money do you have in the bank.

We're just going to put that aside for a minute and we're going to jump into this Earliest Money Paradigm process. We're going to be visualizing or imagining something. In general, most people like to close their eyes when they do that, although you don't have to. But it tends to work better when you close your eyes to visualize or imagine something. I want you to close your eyes, if you like, and take a deep breath. Take another deep breath to come into your body. Get settled where you're sitting. Come in to your body, and imagine what it would be like if you were looking at movie screen, a giant movie screen. And on that movie screen, paint the picture with your mind, or visualize, or imagine if you could, the image of a child – maybe six maybe seven years old, maybe five. And that child is you. That's the six- or seven-year-old version of you.

It's okay if you feel like you're making it up or you're remembering an old picture. See what

it would be like to let yourself see on this movie screen of your mind that child. See him or her there. Take another breath and notice the feeling of your feet touching the floor and the feeling of the chair supporting you. Notice that for second. And come back to the picture. Be curious as to what it would be like if you could see that picture even more clearly, so you could almost see what that little girl or little boy is wearing, what are they wearing? Just notice that for a second. I want you to get a sense of how he or she look. How do they feel? Just notice what's there.

Now something is about to happen. I want you to bring your parents or your caregivers from that age into the room. Just imagine what it would be like if you can see that. They're dealing with, handling, and talking about the money, the bills, finances, paychecks – what's happening in that picture? What's the feeling dominating there? Is there anxiety? Is there stress? Is there anger? Is there disempowerment? What kinds of things are they saying? In a minute I'm going to have you write these things down, as many as you can capture. Or is there a bit of a vacuum? A strange emptiness, where it was never talked about? On a scale of 1 to 10, how intense is this picture? If 10 is super intense? Was there fear? Was there panic? Are you seeing a moment of great trauma? And you're there and you were just a kid.

I want you to turn your attention back to that little younger version of you. How was he or she feeling in this picture? Because it affected you, didn't it? I want you to take a breath and come back to your body. Open your eyes and grab your pen and write down as many insights as you have. What was the feeling in your parents? How many emotions were there? Was there trauma? Were they fighting? Were they arguing? Was there an absence of communication? Were there any traumatic things that happened? And what kinds of things were they saying? Write them down fast, fast, fast, before you lose it. Any quotes that you can remember? Things that they said very specifically about the world, or about money, or about people when it comes to money, or about their value or your value?

And now switch to you – that little six-year-old that little body. Your little nervous system. Your little processing brain. Write down you. What was going on in you? How are you feeling? How did the child look to you? It's not about remembering, it's about visualizing and seeing how your mind paints you the picture of the child that you once were. Trust in what is painted – what pops into your head, impressions, guesses are all okay. If you're not sure, what would you guess? If you're not sure what you may have been feeling, what the child was experiencing, what would you guess a child in that situation would be feeling? I know this is uncomfortable to look at and to feel. And for some of you, as I said, this can be very intense. And for others, it may not have been super intense. But I want you to be the detective and see what's there.

If you look back at your Money Map from the last module, and you captured the feelings and the automatic thoughts that ran through your head in each of the categories of money,

do you see how closely it matches your parent's paradigm? The way your parents operated in their money? Do you see how eerie that match is? We're going to do a second part to this and I promise you we're going to do some Tapping to reduce the intensity you might be feeling right now, because this whole paradigm is, in the way that a trauma can affect us for the rest of our life, this is an entire paradigm. This has been running you, this has become your setpoint. Notice that even how different your life, and situation, and training, and experience, and work life has been from your parents, how similarly you operate in your money, like your parents. Even in the case of people who vowed to never be anything like their parents when it came to money. That push against often re-creates the same situation or it limits our power in some way, because we're pushing against our parents' paradigm. Before we move to the next process, I just want you to note something, because it's incredibly important to see right here. When you look at this picture and your parents, do you feel sorry for them or one of them? And note that down: "I feel sorry for...", or "I feel compassion for..." And why? "Because they..." fill in the blank. Secondly, do you feel angry at one or both of your parents? Like if they've wronged you, if what they did was wrong, vowing never to be like them, angry. And why? "Because they..." what? Fill in the blank.

When we look at the paradigm, there's two of the most primitive, unconscious human-survival drivers happening, that are operating here. Happening at the most unconscious level, because they're incredibly primitive drivers. On the one side, it's the vow to be loyal to your tribe of origin, loyal to your paradigm to never surpass your tribe. This is a primitive, like inborn, survival-based mechanism. It's a first chakra vow, as we call it in the chakra system. It's all about survival, because if you got kicked out of your tribe, you wouldn't survive. The other side of it happens at the exact same time, but to a more or lesser degree in different people. It's the vow to rebel and be nothing like our tribe. Also part of the very unconscious, inborn survival drive, so that tribes go out and explore, and don't stay stuck in the same place, and increase the gene pool, and things like that – an unconscious drive. What happens is that you have a very primitive, unseen, unknown, but very powerful set of drivers puppeting you when it comes to your money – and area where it does not make any sense at all. And if you're not sure what I'm saying is true, I'm going to step you into the next exercise so you can see it even more strongly.

Take another breath and close your eyes. Take another nice breath in and out. Now feel again the feeling of your feet touching the floor, the chair – wherever you are sitting – supporting you. Notice that feeling of your body being supported. I want you to let yourself see the computer screen of your mind again – the movie screen in your mind again. And see the child again and the parents there. But now I want you to let the child fade away, because something unusual is about to happen – if this isn't already unusual enough. I want you to imagine that the you of the future, the one from 3 to 5 years from now who's earning exactly what you wrote down on that piece of paper as we first started this module, who has exactly that much savings in the bank, and who only works those hours that you wrote down. That

version of you from 2 to 3 to 4 to 5 years in the future is about to step into this picture. But since you're earning well, and saving well, and you don't have to work very much, you decide to visit your parents of the past by pulling up in the limo. Why not? You don't need to drive yourself from the airport. You pull up in a limo and walk into the house. And you're going to say to your parents, "Hello," and start telling them how much you're earning, and how hard you work for that money, and how it's your dream job. And they see the limo outside and you smell like essential oils because you just came from the spa and had an amazing massage. "Why do you smell so good?" "Oh, I just got a massage on the way over here."

What happened in that picture? What just happened? What's the feeling? Again, we see a really big range. For some people there's an immediate stress, or fight, or battle, or attack, or being accused by their parents, or an immediate rejection. And for other people, their parents will seem impressed and happy for them, but they still feel something's off. So what's the feeling in you? See how they're reacting, and what's the feeling in you? Just imagining this – you getting everything you dreamed of. I want you to see if one or both parents are in battle with you, or rejecting you, or if you feel like you've disempowered them or shown them up, or you feel embarrassed, or ashamed, or bad in some way. This is super important. Sometimes we see a mix of both. What we're doing is we're revealing the other side of the setpoint. The downside of going beyond your paradigm, because you're feeling it right now.

Open your eyes and write that down. How did your parents appear to you? Did they look disempowered, did they look angry, or somewhere in between? And even if they looked happy and positive, what's the feeling in you? Did you go too far, did it feel strange, or funny, or wrong. And most importantly: Do you still fit in that family? Do you still fit in that family? When you walked in and said, "Wow, this is what I'm earning, I'm living my dream, I worked this many hours a week, I just got a massage, going on vacation soon as I have money in the bank," did you break a family rule that you're not supposed to break? And in breaking that rule, do you not fit in that family?

This is the clarity. It is not logical and it doesn't make sense. It doesn't make sense to have all these feelings, and loyalties, and rebellions unconsciously running you applied to money, but it's because they're primitive, inborn, automatic survival-based impulses that we never see them. It would never occur to you that you are more comfortable having limited income, in debt instead of savings, because that probably makes you anxious in your life and stressed. But it's more comfortable for you if that's how your parents lived, because that's being loyal to your paradigm and it's more uncomfortable unconsciously – again, I know it doesn't make sense and it's not logical – but it's more uncomfortable to feel shame, or embarrassment, or fear of retaliation, or fear of disempowering – of breaking that loyalty.

We have to see this so we can clear it away, because it's like the puppet master. This is so

interesting because this never ends. This will follow you to your grave, this will go beyond your parents passing away, it doesn't matter. If your parents are no longer on the planet and they're in heaven, this paradigm will control you. To the unconscious mind or subconscious mind, where all of this programming fits, and this nervous-system drive fits, time doesn't exist – you still a child and your parents being mad at you or disowning you, or you not fitting in anymore and being an uncomfortable outsider is terrifying and shame-inducing. And it will lock up your behaviors and make you either 1) always limit yourself by avoiding setting goals, avoiding charging your worth, avoiding looking at your finances, avoiding using smart strategies, and or 2) it will make you sabotage yourself or attract sabotage, to make sure you never go beyond the paradigm. It is unbelievably elegant, and when we see it, we can change it, because this kind of fascinating elegance I am not interested in having in my life.

It's fascinating how specific it is, and how elegantly it works, but not the kind we want to keep. This is kind of cool, in a very bad way, destructive. Think about how much this has cost you. This is interesting because people who grew up with parents who are not from the working class or the middle class – they have parents who maybe had money for a long time, wealthy people – they don't have fear, and anxiety, and shame wired into their early paradigm around money. They might have other weird stuff, but they tend to grow up earning, managing, and dealing with money in a very matter-of-fact way. And certainly the paradigm, the setpoint – which is arbitrary, by the way – is set much, much higher. My paradigm is higher than other people's. In my paradigm, it's okay to earn really well as a professional who went to college, but not have any savings. So in my paradigm, just having a couple thousand dollars in the bank would make me not fit anymore. Or doubling my income would make me not fit any more. But for other people, earning more than \$20,000 a year and having any less than \$20,000 in credit cards would with push them out of their paradigm. So it's arbitrary, and it's kind of the luck of the draw, but either way, we don't want it.

Take another breath capture anymore “ah-ha” moments that you're having. And we're going to jump in and do some Tapping. To set up the tapping, I want you to come all the way back to the things you wrote down when you first looked at the child with your parents. What was there. And tune back into it. Close your eyes and picture it again if you need to get back into that moment, back into that feeling. I'm going to use words that a lot of people have experienced. They may not be the perfect words for you, right? This is where if this really feels intense for you, there's a ton of Tapping in my book *Tapping Into Wealth*, which I know a ton of you went and picked up for this program.

This is also where working with a Tapping Into Wealth Coach – there's thousands of them out there – can really be helpful, because it's going to be very specific to your situation and it's fantastic to have another person actually working on you, going in and uncovering with you. I'm going to do my best to use Tapping for this module that will work with a lot of your

issues, and it's okay to go off a little bit. For instance, as I do the Tapping and I say "anxiety" a lot, and you really had anger and frustration, it's okay for you to substitute that word. On the other hand, if I'm saying "anger and frustration" and you really didn't have any of that, you can stick to what makes sense for you. There's only so much customization we can do in a program like this.

I'm going to jump in and start tapping on the points. You repeat after me and keep tapping along any point that you choose at any speed that you like. Just make sure that you're hitting the Tapping points:

There they are, my parents
Dealing with and handling money and the bills
So much stress
There was anxiety
There was not enough
There was fear
There was panic
Maybe even anger
Fighting
Disappointment
And I was there and I was just a kid
I saw it all today
This is my paradigm
This is what's been wired into me
This is where I get all my setpoints
Anxiety
Anxiety in my body
Lack was more real than abundance
And I'm just going to honor that
Stress
Disappointment
Ups and downs
And I still feel it today
I totally honor what I'm feeling
I never wanted this paradigm
But it's been wired into me
And I feel it
Sadness about money
So much loss
So much suffering
And my parents

Maybe they were doing their best
Maybe they weren't
But they suffered
They worried
They scraped
They worked
And maybe they never got ahead
And I'm just going to honor that
I'm just going to honor that
All this feeling in my system
Wired to run
Anxiety about money
Disappointment
Disempowerment
And who am I to do better?
Who am I?
Who am I to earn more and work less?
I felt it
Shame
Embarrassment
Maybe they even seem to be angry at me
Or maybe they were smiling
But I disempowered them
All of this wiring about money
All of this wiring about money
I'm just going to honor it
I've seen the truth today
And I don't want to be controlled anymore
I want to be free of this
So I can create

Take a breath.

In that first of Tapping, it's really to take some of the edge off all this. We'll see now a split into two scenarios, and some people will have both. I want to do some Tapping to honor both sets of scenarios. The first one is when we had a lot of the anger at one or both of our parents. When you feel that anger, and we had parents that were behaving very badly, or a parent that never paid child support, or was never there, or literally fought, or our parents fought over us for child support, like really tough stuff. Other people can feel angry at their parents for not teaching them – for keeping it a secret, for not making them literate and giving them the language around money. Or sometimes we'll feel anger at a parent

for not advocating enough, for being the victim, for not standing up to another partner or demanding their worth, etc. Anywhere that you may feel anger at a parent, it's okay, even if you love your parents and they are sweet little old people now. It's okay, for the purpose of this, to just explore into that, lean into that anger a little bit because we're going to do some Tapping on it. The other scenario is when this process makes us feel intense sadness and grief and compassion for our parents that also needs to be processed. And some people have both, we're going to do Tapping on both.

When you have anger it means that all of your life you are going to be in a boom and bust cycle. You're going to make big money, go after big money, and then you're going to sabotage it. Yup, a million light-bulbs just went off. When you really feel just the grief and the sadness and compassion and almost anger for your parents – like outrage for your parents, like you wish you could've advocated for them or fixed it - that is the loyalty vibe, and it means you will always limit, limit, limit yourself. You could even make a huge company and you'll still pay yourself limited amounts. You'll make sure that there's not enough money, even in a big company, to pay yourself. When we're pure loyalty and compassion for our parents working and never getting ahead, you will always limit. When we feel the anger and the plush and the vow to be nothing like our parents, it means we will boom and bust, boom and bust, boom and bust. We'll always sabotage and come all the way back, and say, "Oh, my God, I've literally become my parents." Either way, the paradigm is controlling as we need to break it and this is where using Tapping to break this strong, unconscious emotional connection to the paradigm is really powerful.

We're going to start with anger way. I want you to tune-in to any anger you can find at your parents and we're going to voice it. I promise you, a lightning bolt will not strike you! It's actually going to be a very healing process. I'm going to jump in and tap. And I'm going to go over the top. Even if it doesn't resonate, just stay with me. If it starts to trigger more sadness, that's okay, keep Tapping. The next we do is going to be more about compassion. Starting to tap:

There they are my parents
I could KILL THEM!!! It's so frustrating!
I'm still angry about it
It was so wrong what they did
So unforgivable
I will never let this go
I am so angry!
And it is so justified
Because what they did is wrong
And I will never say it's right
Wrong, wrong, wrong
I'm so angry

And I deserve to be
How could you do this to me?
Why couldn't you be better?
Seriously!
Why couldn't you be better?
The parent I needed you to be?
Why couldn't you have been stronger or smarter?
Why did you have to be so wrong?
I'm still so angry
What you did was unforgivable
And I am right about that
And I will never let this go
Anger in my body
Unforgiven in my body
Anger in my body
Like it happened yesterday
I will never let this go
Why should I?
They don't even get it
They've never admitted or apologized
So why should I let it go?
That would be wrong
All this old anger
You took so much from me
And you're still taking
Because I'm still paying the price
I hate what you did around money
It hurt us in so many ways
I've lost so much because of you
I honor how I feel
I honor my anger
It is justified
And it's been costing me to carry it
Because I'm still battling you
And your ghost is living in my money
So my money is a battle
And I really want to heal that
I honor all my feelings
I am open to healing
For my highest good
I honor all of my feelings

Even this anger and rage
No one's ever heard it
No one's ever understood
But today I get it
I understand
And I'm hearing
And it's okay
I totally honor myself

Take a deep breath.

I want you to feel where you are with that. If you felt anger and push at your parents at a 10, or a 9, or an 8, or even a 5, check-in where is that now? Where is you need to push against, and how important it is in your current life now as an adult. If it still feels really intense, you can just rewind and do that Tapping again. Just rewind to do the Tapping again. What starts to happen as the anger comes down, is we start to get often to grief. Because when we finally let ourselves voice how angry we are, we start to hear how much we have lost. And it's true what we said in those Tapping words – nobody gets it, nobody's ever heard, nobody understands, until you voice it and honor it yourself. It's like having your own day in court. Hearing and validating it yourself. So what did you lose? What did your whole family lose? What are you still losing?

I want you to imagine you can see your parents again. If you had anger, just see how they look now. Often people say they look a little smaller, more frail, more human, more scared – even the terrible parents. I want to switch over and do some Tapping for feeling of compassion, because this affects just as many people and both of them can affect us at the same time.

There they are my parents
Living the paradigm they got from their parents
They learned struggle
And they lived it
They learned lack and fear
They lived all the programming they got from their family
Maybe they learned alcoholism
Substance abuse
From their paradigms
Disempowerment
Struggle
Lack of personal value
Work hard for very little money

Being betrayed
Having the rug pulled out from under them
Maybe losing everything
They had so much loss in their lives
And they never really got
To the point of healing
Or consciousness
Joy
They never got to be free of stress
They worked so hard
They gave, and they gave, and they sacrificed
They sacrificed for ME
For us
And they had very little reward
They were happy with what they had
And I'm just going to honor them for that
And I feel it
I wish it could have been different for them
I feel how much they lost
What they never got to have
Who am I?
To have it be easy for me?
All this grief for my parents
Sadness
Disappointment
They were up against a glass ceiling
They were the "have-nots"
All this grief and honoring my parents
They lived from their paradigm
And now I'm living from it
I'm open to honoring my parents
So I can live
The way I choose
I honor my parents' paradigm
I'm blessing them
They lived their life
With their beliefs
That came from their childhood
They had their growth and their challenges
And I honor them
As eternal souls

In their own journeys
Thru life
Their own level of growth and development
Their own destinies
That I have no control over
I honor that too
I bless and honor my parents
And I'm all grown up now
An adult
And it is my life purpose
To create my life
To create my life not within their paradigm
Not against their paradigm
But to create my life the way I choose
As I let go of their paradigm
I get to be free

Take a breath.

Come back to the room. That's a lot of Tapping, it can get us a little bit dazed. I want you to see that for some people this is a long process. There's a very tight connection to pushing against the parents and the paradigm, and it doesn't let go that easily. Tapping on it once is not enough. As a matter of fact, you can tap every single day about your dad in particular – because that energetically is the success and money energy, male archetypal energy. You can tap about your dad and his way of earning and his level of success every single day, and every time you did, it would help you shift your money. It is that strong of a wiring and an archetypal energy.

We won't get it all done in one shot, but what we said was true – the more and more you can let go of this paradigm, we go from living on automatic with programming and primitive wiring controlling us, to a truly conscious person that is creating their life; not against any way or loyal to any way, but consciously choosing the way you want it to be. For people who are in the boom and bust cycle, they are earning still in a battle and proving their parents wrong. And when you can let go of that battle, you will no longer self-sabotage, you get to just create. And for people who are unconsciously limiting themselves because of the love, and the compassion, and the caring, and even almost like advocating for our parents by not proving them wrong, by not outshining them and doing it better. By saying, "See Mom and Dad, it's just as hard for me as it was for you. You did everything right. I'm not showing you up, I'm struggling just as much." I know that doesn't make sense, but when we start to move some of the energy – that grief or even outrage.

You know I had a lot of outrage for my parents, and that outrage kept me stuck. Because in some way, it was like I'm advocating by proving that I'm up against the same glass ceiling. It doesn't even make sense, but it's what we do unconsciously. When we can let go of even that, honor our parents, honor their story, and start to bring that separation of: I'm an adult now, and it's actually my life purpose to create my new tribe, my new paradigm, how I want things to go, the rules that I will live by. That becomes possible, it starts with the "aha" moment of what's control you and the Tapping to keep clearing, and clearing, and clearing, so that paradigm no longer controls you. When the energy and the emotion is not as intense, it's not as important for your unconscious mind to keep it running because it doesn't feel dangerous. When you can collapse that, now you step into a more conscious level of living and making choices. Of making real choices and then doing the actions that line up with those choices.

So many people say to me, like financial experts, I mentioned Suse Orman before, love her or hate her, she can be a polarizing figure, but she's an incredible best-selling author who's written many books that have changed people's lives. And she often puzzles about why very smart people in the middle class who are college educated won't use the very strategies you're handing them to use, so that they can get ahead in their money. She doesn't understand what is going on that makes a smart person not be smart in their money. It's THIS. It's this. Unconscious stuff will stop you from taking actions so that you don't leave the safety, and comfort, and loyalty, or battle of your paradigm. Shifting this changes everything. It is work that is worthwhile doing. The time that you put into doing this kind of Tapping will pay you back in full.

Take a breath as we come to the end of this module. I want you to think about, what does it mean to truly be an adult? Because there are many aspects of that. When we are done being in battle with, or overly loyal to, or trying to convince, or drag along our family – into consciousness, into transformation, or to validate us, or whatever we're trying to get from our family – when we can start to honor and bless our family, being an adult means I get to grow up and recognize my tribe is my tribe, that's who I came in with. But as an adult, I get to choose the new tribe – the people that I belong with, that as an adult who has grown and evolved as an individual, can be very different from my tribe of origin. And instead of trying to rationalize that, I get to be with my family and know that there's a paradigm, and there's ways, and there's relationship patterns that may never change, because not everyone is doing the same work as you. And accept it as it is, but go out and create and seek out people who are like-minded, who you do fit with, who are on the same journeys in their money, and in their empowerment, and in their transformation, and their evolution that you are in.

So we can stop trying to battle and convince our family, and create a new tribe of people where we do fit, who like us and we like them, and they see what we're doing and go, "Oh

my God, you're amazing!" It's the same thing in our money paradigm. What kind of people do you want to be surrounded by? This Tapping Into Wealth Transformation community is an incredible community in itself! I have all of my colleagues and my Tapping Into Wealth Coaches that trained in my work and literally have become my people, my colleagues – I understand them and they understand me – and we are doing the same work, we are like-minded people and those people get me in a way that my family could never get me. The people who come into my Rockstar program get me, know me, see me and what I do in a way that no one in my family would ever really understand. And it's the same in money. I don't need my family to do all the same transformational work I'm doing, or to set the same goals I'm setting in my income or to build the business, but I want to be around people who are encouraging and doing that kind of work with me. I want to be reinforced by a tribe that is positive, and supportive, and gets it.

One of the stories I often tell, that came from my one of my best friends while doing all of this work with her and this process. It was Thanksgiving and at her parents house in the city and she's at the table with her dad and started to share, "My business is at \$1 million and I really want to grow it to \$2 million," and the words weren't out of her mouth when her father said "Don't you do it! That money will destroy and corrupt you. Don't you do it, stay where you're at!" Her chin hit the table, it was so clear! It's not about our family's paradigm. The more that we can do this Tapping, we can separate and just love and accept our parents and where they're at and where they were in their journey. Then come into your own life with a new tribe of people that you fit in, in this kind of work. And ask yourself new questions.

We started with the income goal, and the savings goal, and how much you have to work. I want you to look at that again as we end this module. This isn't just my goal. This is the way the world works for me – insert your name. "This is how things work for Margaret," I like to say. This is because I will hear the old paradigm and so I will speak out loud over it: "This is how it works. Things happen, things line up. Impossible things unfold for me all the time." This is possible. And then I spend proactive time feeding myself by purposely exposing myself to teachers, and mentors, and inspirational people who reinforce that my new paradigm is possible. People in mastermind groups, where they're maybe one or two steps ahead of you where you say, "It IS possible, it IS possible. There is nothing in my paradigm that says this is possible, but I can see it, through this new tribe, that it IS possible to earn this much money, to have a big impact like I want to, to actually have savings in the bank, and to work as much as I choose. It's possible."

It takes both the clearing and this conscious determination that this is the new way I'm going to operate, this is the new thing that's going to be true for me. And every time these goals don't feel true or feel like they're crazy or impossible, I'm going to address it. We have a whole module on that coming up. Because as we start to set this new paradigm, it's going to be conscious. And that means it can be fluid, it doesn't get set in stone and rewired. It can be fluid. It can be something for five years and then shift to a different level. Just breathe

into that and we're going to end with the another little round of positive Tapping. So let's jump in:

I honor and bless my parents' paradigm
And I'm open to letting it go
All the way into the past
Where it belongs
I'm open to blessing it
And letting it lift out of my nervous system
Lift up and out
I never wanted this wiring
I'm giving clear instructions
To my unconscious mind
That this paradigm
Is not mine
It was never meant to be mine
And I'm letting it go
All the way into the distant past where it belongs
I'm freeing myself
Mind, body, and soul
Of all of these beliefs and emotions
And these vows of loyalty
That are affecting my money
And as I do I become free
I am now open
To a whole new money reality
I am open to money flowing easily
I am open to the idea that I'm more valuable than I realize
I am open in saying "Yes" to money
I am open to working less and earning more
I am willing to give my best
And work less while earning more
My new paradigm is very different
I am open to ideas, and strategies, and inspirations
I am open to taking focused action to create a new way in my money
I'm open to it being so easy
And I'm willing to do my part
I've come so far already
I've really come so far already
I'm open to manifesting money in a completely new way
And I've already come so far

Miracles are possible for me now
I am open to money coming easily
And I'm willing to give my best
I am open to working less and relaxing more
And I'm willing to give my best
I am open to taking action
On the perfect, easy strategies
That will change my money picture forever
I am open to a new level of consciousness
Earning, creating, and managing money
No one in my family was a million-dollar money manager, but I'm open to becoming one
A million-dollar money manager
I can grow myself into one
I am open to being the kind of wealthy person
That I admire
I'm open to being wealthy, and loving, and kind, and smart
Every piece of this old paradigm is being shattered
And in its place, I'm creating a whole new reality
Piece-by-piece, step-by-step
A whole new reality
And I'm willing to do my part

Okay, take a breath.

You heard me lead you to say several times in there, "And I'm willing to do my part," because it's good to remember that. You are so willing to do your part. I know you, you're a hard worker and you've given a lot. It's good to remember that in manifesting, and creating money in whole new ways, even in less time, and less work, and letting it be easier, it's going to involve you giving your best. Because that's always the way money shows the best. And in starting to create more savings, eliminating debt, which is really managing money, it's going to require you to be willing to do your best, to learn, to take action, to do new and different things than you've ever done before in money. To grow yourself into the person that earns that income that you wrote down, that has that much savings in the bank, that has no debt, and that works that many hours – that's a person you need to grow into that has not existed before, in your family, in your paradigm, in your system. So being very conscious about that. Every day is exactly what you want to do.

Every time I grow my business, personally, I know that that means I need to grow into the business-owner version of me at that next level. I'm not her yet! How could I be? I've never been there before. So it's this constant knowing of evolving, because on one level, like we talked about in Module 1, money is dollars and sense – very physical. And another

level, money is a metaphorical representation of you and how you are operating, and how conscious you are. Which is very, very cool.

Your homework for the next week is to keep taking notes about your paradigm. New things will pop into your head. You may even have some strange dreams over the next couple of days. Every time your parents, or something about their work life, or their earning, or their past, pops into your head, I want you to tap about it. Just tap, even if it's one or two spots, and voice it, talk it through like you're telling friend. Just voice it, even if it's stream of consciousness. And if you feel anxiety in your money or any other feeling, any time it comes up, literally tap a few points and just say whatever it is over and over: "anxiety, anxiety, anxiety" or "this happened to my mother, I remember, I remember, I remember her face. I can see her face. I remember how she felt." Just voice it, it's like dismantling.

Tapping is so powerful, it just keeps breaking the autonomic nervous system, and subconscious-mind-connected connection to the nervous system in these past events. That's your homework. Keep being like Sherlock Holmes, keep being a detective, keep discovering finding Tapping. And I want you to keep looking at these goals. Instead of looking at them as just goals, look at them as an evolution of you that will require you to be open to a new way of doing things, learning new things, maybe even being mentored by somebody. There's lots of great financial people out there and amazing books. I'm not an expert on finances, I'm the expert on the inner work, but those goals represent an evolution of you taking new steps and doing new things, both to earn and manage your money, and Oh, my God, the payoff! This is one case of personal development where the payoff not only is the internal feeling of empowerment and confidence in lightness, but it also shows up in your money, which is so awesome! So get your homework done and I'll see you on the next module.

Margaret M. Lynch
**TAPPING INTO
WEALTH**
Transformation



MODULE 3:
**CLEARING FINANCIAL
& GOAL TRAUMAS**

Welcome to Module 3 of the Tapping Into Wealth Transformation. This is Margaret Lynch, of course, with you on this journey. In the last couple modules we've really done some intense work. I want you to honor yourself for that. We've done some intense work and typically people work this program in a weekly committed fashion, they'll create a schedule and work through a module a week, for example. That is an intense pace, although it's exactly what I do recommend. And know that, as you work through these modules, they are going to continue to process even after the modules over and you've done the Tapping, and days are going by – you're going to bed at night and sleeping and your mind is processing it all. It's going to continue to process and it's intense. It can trigger lots of different things and this is where using Tapping as an in-the-moment tool to shift – to deregulate, as we say, or turn down your nervous system, your autonomic nervous system reaction – the habit of being in fight or flight. Which means anger, stress, frustration, anxiety, panic, fear – it's both ends of fight or flight. To buffer that down, turn that down, to deregulate that over and over and over, every time it comes up, or every time something new that's related pops into your head. This is a powerful in-the-moment tool that can keep shifting your state.

What we're doing really is, we talk about neuroplasticity, we can re-program your neural pathways, but we are actually sort of de-programming and buffering-down, quieting down, getting less commonly used pathways, making them shift lower and lower and lower. Because we don't want to keep using those pathways, we don't want them to be the commonly used pathways. We want them to be the dead and dying-on-the-vine pathways, while we open up into new pathways of having a more calm, a more moderate, a more resourceful – both energy around money and nervous system tone around money, which will allow us to have a more resourceful, creative perspective around money. So it's a really great in-the-moment tool.

The other thing I wanted to say as we start this module, is that you might be feeling sort of a mix of two things: one is like, "Wow, this is really hard and intense," and the other's the exact opposite, almost like "Is this even going to work?" You just want to honor that this is intense and that we are really going for a result. What we are really looking for, over time, is to cause an immense shift in both your consciousness, your clarity, your understanding about what's been affecting you in your money and how you operate. And that starts first at your nervous-system level. If your nervous system is blasting fear, anxiety, frustration, anger, disappointment and all these habitual ways of thinking, you're up against a lot to try to change. It's important to first bring that nervous system reaction down, the automatic reaction down, so you can step into a new way of being around money.

That is what truly changes your money over time. Your money is actually going to start shifting and responding to the actions that you're taking and not taking – stopping actions that are not good and taking actions that are powerful and empowered in your money. So

all of the inner work eventually shows up through our actions, through how empowered we are and all the actions we take from that space, through the goals that we're setting and all of the actions that we're taking from that place. This is a process that starts within and then will show up in your actions, and it's where the module today is such a game changer. What we're going to get into today is actually two separate and very intensive processes. One is called Financial Trauma and the other is called Goal Trauma. They're both trauma-based processes. In the previous modules, we got a lot of clarity about what's going on in your money, the unconscious, hidden roots to things where they came from. In this module, we're going to get into actual traumatic events that are drastically affecting how you manage and take action in your money. But they are very specific events. That being said, these are two separate processes that deal with separate issues and have separate sets of impacts on you, but we're doing them in one module. Some people have both of these issues happening, other people have one more strongly than the other.

I want you to be very aware of how you are feeling and being in the process. If you need to get through one process and then pause the recording, then take a break and breathe, and continue to process that, then just be very aware of taking care of yourself, of taking that personal responsibility. Because we are talking about things that are "traumas," they are traumas that are affecting our money, so they may be or may not be traumas in the traditional sense of how we think of something that's traumatic, be aware that this has a range for people. This can sometimes tap into the things that are hugely traumatic, and again, take that personal responsibility for yourself. If it feels to you that you need to reach out for support, for therapeutic support in the form of a licensed therapist, or a therapist that you may already have in your life, or another practitioner or Tapping Into Wealth Coach, if that is appropriate, then please do so. I am not a therapist, this isn't therapy. This program is designed to really give you a lot of transformation, but there's always things that you are going to need support at to work through in a deeper way.

And as we start to even use the word "trauma," this is when we start to see these particular things appear in a more obvious way. So please do take that personal responsibility for yourself and taking care of yourself very compassionately. If you're not sure, then ask yourself, "What would someone who loves me very much say? Would they encourage me to get more support?" Because the upside of Tapping and transformational work – with Tapping, there's a tremendous amount that you can do on your own with a program like this. And the downside is that we can start to believe that we don't need support beyond that. That that's all we need – that we can do it all on our own, in our home, by Tapping. And we start to forget that there is a huge amount of value in the therapeutic relationship of being in relationship with someone who is supporting you. Whether you need someone who is a truly a licensed and trained therapist, or someone who is more of a coach, you need to really be aware of that and take that personal responsibility.

I'm going to start off with what's called Financial Trauma. And again, if this is intense for you, when we reached the halfway point and I say, "Okay, take a breath, we're going to totally switch gears and switch into Goal Trauma and tune into something completely new and intense." If you need to take a break at that point, and pause the recording and come back to it later, that is okay! And that is actually fantastic for you to do. But I am going to keep going, because we have a lot to get done. I'm going to start by defining what is a Financial Trauma so that you can get clear about whether or not you have one. This is the definition of trauma for me in general. Just talking about the word "trauma," because it can have a lot of different definitions. If I were to give you my most general definition that strips away any of the particulars, to me "trauma" is any event that, when it happened and was completed, it left you less resourceful. And by that I mean, you trust yourself less, you trust the world less, you love yourself less. It leaves you weakened. It leaves you in a state of knowing and trusting yourself and your instincts less. A trauma will be very much a dark cloud.

In both these cases, Financial Trauma and Goal Trauma, they act as a dark cloud over your head that forever affect the way you deal with something, very specifically. When we have a financial trauma, it will specifically affect how we deal with our money. When we have a Goal Trauma, it will specifically affect how we will, or will not, set goals. When it comes to Financial Trauma, it's going to have this element of 100% where when you look back on that event, you say to yourself, "Since that day, I trust myself less, I trust the world less, I trust other people less, I trust God less." But the specific thing that makes it a Financial Trauma is this: when you look at your debt, or your savings account specifically, you start thinking about something in the past that you could point to, an event – something that happened – where you say, "If that hadn't happened, I would be so much further ahead. If that hadn't happened, these numbers in my savings or debt would look completely differently. I would be so much further ahead, so much better off.

I want you to think about that and what is coming to mind. If you could play the movie of a past event that affected your money, what would the title of that movie be? I want you to take a second and think about that. If there's an event that happened that affected your money, what would the title of it be if it were a movie, and I want you to write that down. I find that this can start to trigger some emotion in people because they already start to feel the loss that's there. The titles that I've heard many, many times over the years, are things like, "The Day I Lost Everything." So take a breath and I want you to play this movie on the screen of your mind. I know it's not fun to look at, but the reality is, if we could call this a movie, you're kind of still watching it all the time. It runs already. We're going to look at it sort of boldly so that we can shift it.

Take a breath and close your eyes. Take another breath, and feel the chair supporting you for a second – notice that feeling of the chair supporting you, and notice your breath in and out. And just imagine or visualize what it would be like if you could see a movie screen.

The movie screen of your mind. And on that movie screen is about to play this movie – the title that you have given it is flashing on the screen. There it is. I want you to see the movie and see where does it start – what’s happening at the beginning of the movie? What are you doing and what are other people doing? Just notice that. Now let the movie progress to where the problem started happening. I want you to notice what you are doing and what other people are doing around you. Very often there are some criminal characters in the movie played by various people in our lives, some bad guys. I want you to see what they are doing. Are they betraying you, are they undermining you? And it’s okay if you have a loud dialogue, as many people do, where they are saying, “Well, really I blame myself, I blame myself, I blame myself.” Take a breath and honor that. For this moment, I just want you to see what other people are doing that undermined you, or betrayed you, or hurt you, or outright wronged you. And I want you to see if you can feel some anger in there, some justified anger. When people are very, very busy just blaming themselves, it can be very hard to get there. So I’m going to start with a quick round of Tapping to lighten up some of that, “Well, I really blame myself, Margaret.” Because otherwise we can’t quite process the part that other people did, and we need to process both.

I want you just start Tapping with me. You can leave your eyes closed if you want and just tap through any of the Tapping points at the pace and the speed, moving from spot-to-spot, that you choose. I typically use the eyebrow point, the side of the eye, the under the eye, the under the nose, the chin point, collarbone point and top of the head. Sometimes I use the karate chop point, the wrist points, depending, but it’s not important which point. It’s just important that you continuously keep Tapping, and I’m going to give you the phrases to say as always. Let’s start Tapping:

There I am in my movie
Making all of the mistakes
There were a lot of other people involved
And maybe that one key person
But right now I’m blaming myself
I really should’ve known better
How stupid could I be?
I should’ve known better
I should’ve seen it
I should’ve been smarter
I should’ve been stronger
How can I ever forgive myself?
Why would I ever forgive myself?
The mistakes I made
Are STILL wrecking my finances
This old movie

I keep watching it
And I gave it a title
And It's right on
And I'm still paying the price
I can still see the impact
All the mistakes I made
A million things I should've done better
I totally judge myself
I was an idiot
I was weak
It's unforgivable
Sure there were other people involved
Trying to hurt me and wrong me
But I blame myself
And I should
I was an idiot
And I should've known better
I should've known better
I should've done it differently
And I've never let this go
And I will never let it go!
I will never stop punishing myself
Why should I?
I still deserve to be punished
Of course I do!
And every time I look at my money
I remember this
And I beat myself up
And part of me says
I deserve everything I'm getting
I deserve the punishment in my money
I deserve it

Take a breath.

That's pretty intense and as intense as I have ever done that Tapping, people tell me, "Margaret you were right on, and maybe not even hard enough." The "aha" moment I want you to have right now is how hard you are being on yourself. How hard you are being on yourself – how ruthless you are when it comes to this past event. And I want to suggest to you a connection that I've never seen anyone make except me, frankly, which is that every time you say – and it feels so innocent, and so justified, and so smart when we say it – every

time you say, “I should’ve known better, I should’ve done better.” It seems so innocent and it seems so smart, but every time you say that, what you’re saying is, “I deserve to be punished.” And what you’ve created in your finances is punishment, because every time you look at it, doesn’t it feel like punishment? I want you to see the connection between, “I should’ve known better,” and the refusal to forgive yourself, and how that’s connected to holding onto a negative situation in your money. It’s like you will punish yourself forever. And the money, the number in your savings account or debt, will be the metaphor for punishment. Just take a breath, that’s a tough one.

I want you to close your eyes again and look at this movie again. See yourself there and I’m hoping that the, “I was an idiot,” is a little bit reduced. If not I would stop here, rewind and Tap again. Because I want you to see now, just switching gears a little more clearly, that there were other people involved who did not have your best interest at heart. And I want to see if, now that we have reduced some of the, “Well, it’s all my fault, so why bother getting mad at anybody else?” Which takes the anger that is there somewhere and pushes it way down. Because if it’s all your fault, you don’t deserve to be even angry at anyone else. So I want you to see if you can access a little more anger and outrage at the people who wronged you. This can be a business partner, an ex, a family member, it can be a lawsuit – a hospital who injured you – it can be all sorts of people. I want you to see what they did. And we’re going to tap on that. And move and voice some of that, because when you have stuck outrage, justified anger and rage, unvalidated loss and hurt, at someone else who wronged you, then you will also hold onto how they wronged you in your money as evidence. It’s like the money becomes the metaphor for the evidence of, “See how much you wronged me.” So we need to also move that energy. Let’s start tapping again:

There they are
The one or many who’ve wronged me
They really betrayed me
They really screwed me over
And I didn’t see it coming
Maybe I trusted them
Or I wanted to believe the best
Or I was overwhelmed, over my head
They took advantage of me
They schemed
They stabbed me in the back
They stole
Betrayed me
It’s unforgivable what they did
And they never even acknowledged it
Never validated what they did

Never admitted it
It would be wrong to let this go
Why should I let them off the hook?
They've never even apologized
And they probably never will
I'm still so angry!
So angry!
And I should be!
They took so much from me
They took so much
And they just took and took
And I'm still paying the price
It's so unfair
So unfair
So wrong
And I lost everything
And it's still costing me
I can still see the evidence
Why should I let this go?
I totally honor my anger
Because it's honoring me
In everything I lost
Everything I lost
All this anger and sadness
A well of grief
So much loss
No wonder I'm stressed about money
There's all this grief
All this hurt
All of this shock
I STILL can't believe it happened
I still ask why
Why did this happen to me?
I honor all of my feelings
Because they are honoring me

Take a breath.

When we tap and we voice such intensity, we move a lot of energy, and that can feel like a lot of emotion. So if you're having a lot of emotion right now, just keep Tapping. You can tap the collarbone point, it works really well.

And just keep honoring what is coming up for you. And please don't be surprised if it's a massive amount of tears, and sadness, and grief. If someone were to watch this movie – if it was made into a documentary or filmed secretly – do you think someone who loves you would shed tears? If someone really saw how this affected you, how much you've lost, and how much you've lost since then. Many people said to me, "I lost myself in that event, Margaret." Be willing to cry those tears for yourself, be willing to move that energy, to honor that, because it will hold on until it's honored. And until it's honored, it will not only hold on, but it will make sure that you unconsciously create evidence. It's like you're holding out for your day in court – you need your evidence! And that evidence can be a devastated financial situation.

I want you to just breathe and close your eyes and go back to the picture, back to the movie, and see how it looks now. How do those people look? Is it less intense? Often some of the intensity, as it comes down, you might see something very specific now, like, "Well, it feels better, but there's just this one thing I can't get over." Which is great because you can tap about it specifically. You can tap very specifically about that. Make that note, if you need to do some work there later. I want you to see yourself in this financial trauma now. How do you look? I want you to bring the movie, whether you rewind or fast-forward this movie, to the point where things started to go wrong. Where there was something that you did, some way of being, that sort of stopped you from really seeing what was happening. I want you to see that there was a turning point in there where you may have even paused for a second, but some programming kicked in. For some people, it can be, "I went into naïve trust, or I went into overwhelm, and there was so much going on, I literally just had to go on autopilot. Or I went into fear and anxiety and I literally couldn't think straight, I just had to keep going. Or I went into "Just work harder. Put your head down and get busy, busy, busy. I see this a lot in bankruptcies – put your head down, and they just worked harder instead of putting their head up and looking around.

I also want you to see that back then – this was in the past, so you were younger, maybe by a lot – and at that point, there were probably resources that you would even know would have been appropriate. I want you to see that there were things that that younger version of you – even if it was only three years ago – did not have the wherewithal or the knowledge about to seek out and bring in. Maybe there should have been legal documents, or an attorney, or a mediator-type advisor, or maybe even an older, trusted advisor. Where were there resources that you probably know about today or would use, that you just weren't aware of that would've made all the difference. I want you to see that too. I want you to notice how you're feeling about yourself now on a scale of 1 to 10 – how high is, "I should've known better." Is there any way you could have known better, with everything that was happening, and all of the other things that were happening at the time? Is there any way you could have known or done better? And if that's still feels like, "Yes, I could have!" then you

need to keep tapping over, and over, and over, and over, on that ruthless inner critic until it finally breaks.

This is the most important work you could do on the planet right now. Is there any way you could have actually somehow known this exact thing was going to happen and handled it better with where you were then and all of the things you had going on and the other people involved? Or were you doing the best you knew how at the time? Even if it doesn't look like the best? Do you still need to be punished and learn this lesson, or have you been punished enough for the mistakes you made? Have you been punished enough? If so, it's time to honor yourself and open up compassion. When we're saying, "I should've known better," we are completely closed-hearted to ourselves. We are saying, "I don't deserve." And is that really what you want to say? If you can step into the movie right now, the wiser version of you today, and step into that movie into the aftermath of everything that happened to that younger version of you, would you really say to them, "For the rest of your life, you should never feel deserving. You should torture yourself with this for years!" Or would you say, "You've got to move on from this. This was already hard enough. It's okay to move on. You deserve better." I want to do some Tapping to finish this up. And depending on how triggering this process was for you, there may be some more to do around it. So Tapping through the points:

There I am
So long ago
I was younger
There's no way I could've really seen this coming
And when I started to know something was off
I went into an old pattern
Out of fear
Out of shock
Out of confusion
And of course I didn't know
How could I know
The things that I know now?
I didn't have the wisdom I have now
Hard earned wisdom
And I'm just going to honor that
The truth is
It was incredibly hard
And it devastated my finances
And that was a pretty big punishment
It's time for me to feel deserving again
So I can shift all of the old evidence

That's showing up in my money
And the truth is
I learned so much from that
I am much wiser
Much, much more clear
Much more boundaried
And I'm just going to honor that, too
I honor who I was
And everything that happened to me
I honor my anger at the other people
And I'm opening to letting it go
For my highest good, not theirs
For my highest good
I deserve to look at my finances
And see the amazing progress I'm making
I deserve that
To look at my finances and celebrate
For every positive step I take
I deserve to celebrate how far I've come

Take a breath.

That last Tapping had some good, positive affirmations in there. And it's a real shifting of the energy. Of looking at your current situation, and your savings, and your debt, and having it be just the product of how you've been doing things up until now, and knowing that there were a lot of hidden agendas in that. And as you shift that, then you look at your money as just present results, and present results change when you change. Shifting into looking at your money and celebrating for where you are right now and every step you take towards where you want to be. Not celebrating when you get there, celebrating every tiny bit of progress – even if it's a dollar, you celebrate.

Okay, take another breath. We're going to shift gears into Goal Trauma, a similar process but with a different signature. Some of the Tapping will be similar, but it has a whole different energy. Financial Trauma creates a dark cloud and holds negative patterns in your debt and your savings and doesn't let them break. Twenty years later we're still seeing the impact, while Goal Trauma sits as a dark cloud over where you want to go. And it will stop you from setting goals and it will stop you from putting your heart into any goal you set. It will stop you from putting your heart into it. We all know that expression, people say, "He talked a big game, but his heart was never in it." Right? "He had a lot of ideas, but he never put his heart into it." Some people say, "heart and soul," never really put their heart and soul into it.

So shifting gears: we look at Goal Trauma. In the next module, we're about to start setting goals for where you want to go, and what I've learned working through this with thousands of people is that a significant number of people have what's called a Goal Trauma. It can be similar to the Financial Trauma, and maybe even related, but it's a different aspect, a different aspect. It's actually a higher energy, sort of an upper chakra or a more spiritual trauma. This is what a Goal Trauma is and this how you can tell if you do or do not have one. A Goal Trauma is an event that would sound like this: do you have an event in your past like this? You really, really wanted something – something big and something different. Maybe even something that other people thought was crazy or tried to dissuade you from, or were like, "You'll never do it." And you were like, "No, this is what I want and I can do it!" And your belief was so open and so high that you threw yourself into this goal and you really gave it your all. Maybe more than you ever tried at something before. You really gave it your all, you put a lot on the line.

Some people even worked to the point of destroying relationships, destroying a marriage, not seeing their kids, or destroying their own health. They were all in and they believed and then something went terribly wrong. Things did not work out. The operative word is disappointment, and disappointment is a very spiritual pain, because it means that we really believed. We really believed. We suspended disbelief, even when people told us we were crazy or naïve. We took our inner skeptic and we said, "Nope, I'm going to believe and be all in." And when you do that and something goes wrong, it can be one of the most spiritually soul-shakingly painful things to go through. If you're bringing something to mind, we're going to do a similar process.

Take a breath and close your eyes. I want you to see this movie. This is a different movie. For some people, it can be a different part, strangely, of the same movie. But for many people, it's a different movie. Either way, I want you to start seeing that movie play on the screen. Where does the movie begin? See yourself at the beginning. How much belief you had? You may notice that you're already criticizing yourself right now: "Look at me, I was such an idiot for believing." Are you hearing that? Let the movie play forward and I want you to see things starting to go wrong. And, again, there may very well have been other characters in this movie that undermined you – literally were actively undermining you, or betraying you, or letting you flounder on your own. Maybe they were supposed to help you, but you ended up on your own and unsupported. Let the movie play, and we're going to jump in and do some Tapping. Remember when I said this is a lot for one module? It's a lot! Let's start Tapping:

There I am
I was so naïve
And I worked so hard
And I really believed
I really believed it would happen for me

And I killed myself
I worked so hard
I sacrificed
Maybe I made my loved ones sacrifice
They sacrificed too
And all for what?
It ended in disappointment
Crushing disappointment
And I got to see
The worst in some people
They didn't support me
Maybe they betrayed me or undermined my efforts
Or they just let me fail
They let me flounder
It was so painful
Because I really believed
I stupidly believed
I believed in myself
I believed in possibility
I believed people in "The Secret"
And I believed people would help me
And I was bitterly disappointed
Crushed
Failed
Failed
All my dreams
Crushed
And if I look back
I still say to myself
I was so naïve
So stupid
Clueless
And it still hurts
Why would I ever want to get my hopes up again?
No wonder I don't have the energy
To believe again
To dream big
Why should I?
I totally honor this trauma
It was traumatic
And ever since that day

I don't trust myself
I don't trust my instincts
I don't trust anyone
And I certainly don't trust God
Since that day, I'm jaded
Maybe I hide it
But I am skeptical
And when I look at other people dreaming big
I say to myself
Good luck
Good luck
I totally honor that
This is hard
I honor all of my feelings of loss
Unfairness
Sadness
Disappointment
I could probably cry a week of tears
If I really let myself feel it
And I'm just going to honor that

Take a breath.

With other traumas, we often talk about them and get support. Even a financial trauma – you've often talked about it with people if we were betrayed or we were swindled, or we got in an accident and we're in battle about it, or someone betrayed us. But with the Goal Trauma, it's so embarrassing that we never talk about it. So what we do is we soldier on. That's also what makes it different. We don't want to tell people that we had a really big dream and it was completely a disappointing, bitter, crushing experience, and it never happened the way we had hoped. It feels embarrassing, so we stuff it down and we get back to work, figure something out, sometimes act like it's not a big deal. But it was! It was a big deal. So if you have Goal Trauma, I want to take this "aha" moment – that that was traumatic, and it happened, and it's affected you. And it's taken a massive chunk of your energy and weighted it down with a millstone. When I say dark cloud over your head, it's like a heavy, depressive energy. You might go through the motions of setting a goal, but you will never really let yourself put your heart into it. Why would you? That would be crazy! Because since that Goal Trauma, it's hard to trust, right? You don't trust your instincts, you don't trust what's possible. Why would you?

This is why I call it a trauma, because it fits my definition, which is "ever since that happened, you are less trusting of yourself, less resourceful, and less willing. And everything flows from

self-trust, everything. I just want you to honor that this is a big deal if you have one. We can't just gloss over it and just move on and not talk about it. You need to honor that it's a huge deal and a huge drain on your energy. And as you honor it and deal with it, and move that energy, you will free up a massive amount of energy. Just like with Financial Trauma, we free up a massive amount of positive energy around, "I deserve." With Goal Trauma, we free up a massive amount of energy around ideas, and inspiration, and possibility. And we're able to take the wisdom from the past event and have a healthy inner skeptic that checks in while we are believing in the impossible, and miracles, and taking big action. If we don't clear the Goal Trauma, we will not move forward with the same energy and enthusiasm toward our goals, and those are the essential ingredients to reach your goals. Especially to reach big, crazy, miraculous, outrageous goals – you need enthusiasm and energy! So it's super important to get clear that this is a big deal and that clearing it is a big deal.

Take a breath and see the picture again. I want you to see yourself there. See the Goal Trauma. The picture should have shifted a little bit from all of the Tapping. And if you do feel like you can cry for a week, because you just moved on and tried to soldier on and never processed it, that's work that I'm going to ask you to do this week. That's work I want you to do, to commit to, to keep Tapping, for the sadness and honor everything you lost, and everything it meant. As I mentioned when we started, some people worked so hard, especially in the cases of companies that started careening into bankruptcy, then they started working harder. The toll, the guilt that they feel, for the toll it took on relationships is another whole aspect.

And I can't tell you how many times people have told me that the stress of that goal, and the beginning of the disappointment, and then the scrambling with your head down to try to not listen to the signs and just keep soldiering on, and on, and on, and on, just hoping against hope – that that gave someone in their life a stress related illness. Themselves and/or one of their loved ones because it was so stressful. Part of the issue with Goal Trauma is that we believe so much and we don't want to give up that dream, that when things start going wrong – which they will – instead of adjusting, we panic, and freeze, and go on autopilot, and we become less resourceful. We actually start doing crazy things, like putting on the blinders.

I want to look again at this movie and see yourself, because there was a point when things started to not go well. What can you learn by watching yourself in the movie now? What automatic, autopilot behaviors did you go into? Did you get triggered into anxiety and fear, and instead of really problem-solving, or reaching out and getting resources, and getting clear, and having strong business or legal support, what did you do? What can you learn from that? Again, when you see those things, do you see that with who you were then, and the skills, and the wisdom, and the knowledge you had or didn't have yet – do you understand why it went the way it did? I just want you to see where you're still blaming

yourself. You know, “See I was naïve, that guy was stealing from me, why did I keep trusting him, I should’ve been stronger.” This is when we start to see all of that reappear. I’m going to jump in and do Tapping on it again because the more I can do this with you, the freer you become. Start Tapping:

There I am
I see it more clearly
All the mistakes I made
Why did I keep trusting?
Why did I keep going?
Why did I listen to the wrong people?
Why did I let it happen?
Why didn’t I get better advice?
Why didn’t God support me?
I made so many mistakes
I should’ve known better
I should’ve known better
I should’ve known better
I should’ve known better
I should’ve known better
How could I know better?
How could I have known better?
All of this judgment
All of this ruthless judgment
It’s all my fault
It’s all my fault
I deserve to feel bad
That’s what I tell myself
I deserve to feel bad
I’ll never trust myself again
I’ll never trust anything again
I totally honor all of this
The sadness
The loss
And all the mistakes I made
And the truth
That that event
Made me smarter
Made me a LOT stronger
And gave me a LOT of clarity
And I’m just going to honor that too

I honor myself
And how HARD this was for me

Take a breath.

I want you to close your eyes again just to visualize yourself – that younger version of you – in the movie again. And just come to the end of the movie when things have sort of fallen apart. And that version of you is looking around and seeing, wow, this was a big disappointment. If the you of today with your knowledge, and your wisdom, and your experience – your hard-earned experience – things that you have lived through and the things that you have seen. If you were to step into the movie like a trusted aunt or uncle, caring advisor to that younger version of you, in the aftermath of this, what would you say to him or her? What would you say? Would you blast them while they're sitting there, head in hands with disappointment – crushed. Would you blast them, call them an idiot? Would you? Or would you put your arm around their shoulder and give them some support, remind them of all the lessons they can take from this – the growth? Would you tell them of all the ways they did impress you in watching this story – their tenacity, even if it was ill-directed! Their hard work, their commitment, their willingness, their focus? Would you commend them on what they did well?

I want you to do that right now in the quietness of your mind. Put your arm around them and say, "Good job. I'm proud of you. This is really hard, and I'm proud of you. I'm proud of you and you're going to get through this. It's okay. It's okay." Feel that for a minute. Put your hand on your heart and feel that. It's a really different energy than how hard we are, typically, on ourselves. My last question is, would you say to that younger version of you, to never dream big for the rest of their lives? To never bother dreaming big – would that be your advice? Of course not!

So I want you to tell them. Tell them how they should feel about dreaming big in the future. And how do they look now? And what is different in your energy? What is different in your energy now, with that permission to dream big, to go for it? You'll never repeat the past, it's impossible! You're not that person anymore, you've learned hard lessons. You're more conscious, you have more wisdom, you have a stronger inner skeptic. You know more about the need to have legal documents when it makes sense, or accounting when it makes sense, or experience with having achievers around you, not crazy people. There's so many different things you know now, it will be different. You know the importance of having strategic advisors. Like this version of you that stepped into the old picture. But what is different in your energy with this deeper permission to dream big and to allow yourself to believe that anything is possible for you. What's different now.

Take a breath and hold that energy in your body. We did a LOT today. We did a lot here.

And moving into the next module, I want you to bring this incredible energy with you. So it's my recommendation that you come back to this Goal Trauma process and do it again one more time before going into the next module, which is Outrageous Goals, Module 4, where we'll start setting bigger goals. I don't want you to come into that module with a dark cloud hanging over you. That is your homework – to continue to process and tap on these pieces that are intense for you. And you don't need me guiding you to close your eyes at any moment of the day and visualize the picture again and see it. Because visualizing and seeing is actually a better, more accurate test of where you're at. If it's intense and you feel the judgment, you know you have more to do. If it feels light and the version that you picture yourself, what you see is lighter, and happier, and less traumatized, and the intense traumatic parts are less visible and feel less important, you know you've made progress.

What we're looking for in the end is for you to be able to look at these traumas and have a completely different perspective, which is: because I lived through that, I actually trust myself more. Because that happened, I actually trust myself even more now. That is when you know you have arrived. And when the past event is no longer being held in your unconscious mind and your nervous system as a trauma that you need to guard against for the rest of your life.

I honor all of the work that we did in this module and honor where you're at, and ask you to be very compassionate and caring to yourself over the next week as you continue to do this work. To be compassionate, to be caring, to maybe even go further than you ever have into compassion and self-care. If you are going to go further into compassion and self-care and taking care of yourself, now is the time to do it, because this is very intensive work and I promise you that the payoff on the other side is a massive shift in both your money and the energy that you need to start creating a whole different reality in your money. I'll see you in the next module.

Margaret M. Lynch
**TAPPING INTO
WEALTH**
Transformation



MODULE 4:
**OUTRAGEOUS GOALS
(PART 1)**

Welcome! This is Margaret Lynch and this is the Tapping Into Wealth

Transformation Module 4. In this module, we will be talking about Outrageous Goals. The goal of this module is really about starting to set an Outrageous Goal and make progress towards it quickly. In my mind, what happens when you do the work around the goal and what I've seen is that you start to become more focused and enthusiastic in the ways that you earn money. For some of you it might be marketing yourself or charging in a bigger, or more leveraged, way. For others it might be different changes you make in your career, if you're a career person. What we're going to do first is to really uncover and then clear that first layer of limiting beliefs about earning more money, so that you can open up to the bigger ideas that will be wanting to come through you. The bigger ideas about how it could start to unfold that you're earning much bigger money, much more income, and taking inspired action on those inspired ideas.

Next we're going to start to move into uncovering and clearing the deeper level of what starts to create procrastination. Often the things that we say are like, "I don't know why, but I find myself procrastinating. I don't know why I look back at last week and realize that I spent the whole week doing busy work, or distracting myself, or running off to help with somebody else's emergency and I literally got nothing done! So it's the things that are hidden at a deeper level that stop us from doing literally the very exact, focused things that would actually create more money. And it's fascinating when you go after money programs specifically, that's what you start to see is what's really happening inside me that stops me from doing the very specific things that would actually bring in more money. How do I do that? And at the core of that is always some specific programming around why it's not safe to earn more money, and instead we stop, get ourselves stuck, or we actually sabotage and undo some of our progress. So we're going to touch on some themes that we touched on in the Money Map, because we did talk about goals in the Money Map process, but we're going to get into it much more deeply today.

The first thing I want to say is that goals are incredibly powerful! You could go on Amazon.com and order thousands of books about goals, on how to set them. And every single book would say to you how important goalsetting is. And they would refer to all sorts of studies that prove that when you set a goal, you are way more likely to achieve it. When you write a goal down – just writing it down on a piece of paper – you're way more likely to achieve it. That goal setting is one of the most powerful things you can do. So why aren't they fun? Why don't we do that? Why do we find that in 80 to 90% of small business owners and self-employed people, literally, never set an actual goal for, not only their business income, but also for their personal income. Because goals are also incredibly powerful at creating resistance. And creating is probably not the right word, but shining a light on, or bringing to the surface, hidden resistance. I think it's very powerful to look at this very, very specifically – this type of money. I call it a type of money, which is represented by a goal, because it's a future and potential level of earning. And that is a type of money that will trigger us very, very

differently. I like looking at things, as you probably know at this point in the program, going after the specific blocks to get a very specific result, and of course, that's the engineer in me. I want to see specific pathway to a specific block for a specific result and a real payoff, so it does change the actions and the ideas that start to flow towards your goal.

I think it's worth being said that the upside of a goal, and what a goal is really supposed to do, is a goal is supposed to trigger within you, at a very unconscious – really subconscious level, which is a more creative part of you, it's less linear, it makes quantum leaps, it's where inspiration and ideas come from – it's supposed to trigger that part of you to start throwing up ideas. It's like throwing spaghetti at the wall. When you have a goal that feels good and you're excited about it and you have this energy of, "I wonder how, and what that would look like?" You will often find yourself inspired with one or even more ideas that will come up that have something to do with actually achieving that goal and you start to sift through them. And whether or not you take action on them depends on what kind of blocks or resistance you have to them. But, truly, the goal is there as a placeholder of what the future could be like. Then your system will start creating ideas, and inspirations, and even things that might not seem linear or make sense, nudges to act that, in the grand scheme of things, will unfold in a journey that will lead you directly to that goal.

Many of you who have studied Law of Attraction or positive thinking or have heard lots of inspirational speakers or successful people speak, so many times we've heard the story in reverse: They're here now, they've arrived at this place of success. And then, there's a story that sounds like: I took this step, and people thought I was crazy, and it didn't make sense, and I don't even know why I took it, and then this synchronicity happened, and then this happened, and I couldn't believe it because then this appeared, and then it actually led to another direction, and then that started to create a whole different thing. We've heard this story in reverse, and when we do, it's amazing. You think, "Wow, how did all of those synchronicities happen at the right moment, at the right time, and they took the leap of faith and did something that seems strange, but they have the impulse and they did it." Well this is what is going to happen to you moving forward. And although when we hear the stories that people tell, and we hear it in retrospect, it all sounds so brilliant – you can see now that the whole thing was almost orchestrated, right? Even the ups and downs seem to all have had this perfect place in the overall plan.

Going forward, we don't have the ability of that much hindsight to see, "Wow, everything that's unfolding is miraculously going to support me," but that is exactly what's going to start happening. Goals will trigger in you impulses, and ideas, and impulses to act and reach out, and make a phone call, and have a conversation – or sometimes just share your enthusiasm, and that will start to pull and create more manifestation, the next step. And it's very exciting and it takes these little leaps of faith, and in order to stay in leaps of faith, we have to stay open and excited. And that's where, even after we do the Tapping today, continuing to

use Tapping to clear resistance that comes up around goals – like on a daily basis – is a powerful way to stay open, and inspired, and in motion. Because every time a little bit of resistance comes up, or fear, or confusion, or a stopping point, we can use Tapping in the moment. Which is what I recommend, and that is the only reason I'm talking to you here today, because I started from nowhere and nothing. As an engineer, I was doing sales driving around New England in a Ford Taurus, literally less than 10 years ago, knocking on doors of my customers and selling them cleanroom gowning to create drugs and semiconductors. Couldn't have been further away – I'd never even heard of Law of Attraction.

When I stepped into my business and I started creating these real Outrageous Goals following what I was learning and teaching to my clients, the only way that I could stay open to these Outrageous Goals I was setting – which by the way, the goals look exactly like what I do now – the only way I could stay open was by waking up every day, looking at the goal, and feeling a barrage of all the stuff we're going to tap on today. Feeling it again and then Tapping, and Tapping, and Tapping, and voicing it and then coming back to a lighter energy, an open energy, an energy of, "What if? What if?" And from that energy, I kept taking action: actions that didn't make sense, actions that seemed bizarre at the time, actions that I wasn't sure how people would respond to. And when I look back, every one of those actions was a crazy, unexpected step that led to ten other things that led to where I am now in some sort of a crazy, magical way. Now I also worked hard at staying present and staying positive by using Tapping every day on my goal. And it really impressed upon me how triggering a goal is, because I'd do a ton of Tapping and the next day, I would look at my goal and want to light myself on fire, because it felt terrible and impossible.

And that's why I'm teaching it to you right now, because I learned that setting a goal is incredibly powerful and is one of the most triggering things that you can do. So I want to give you a process that you can use on a regular basis to keep yourself in the sweet spot of having this goal move you forward to a completely new place in your life – both in terms of income and the impact that you're having in the way that you're living – keep you moving towards it and minimize the resistance. If I put what we're doing here in a nutshell, that's what it is: minimizing the resistance so that you keep moving forward. You actually have all of the brilliance, and courage, and passion locked away inside of you that you need to grow yourself into the person who is earning at an Outrageous Goal-level – whatever that goal is for you – and living the life and having the impact that goes with someone at that level of earning, and literally personal empowerment. You have everything within you, I don't even need to impart anything into you, we just need to keep you clearing away the blocks so that you keep moving forward.

The other interesting thing about goals: I mentioned that they trigger your unconscious mind, it's like you put a goal down and it becomes a problem that needs to be solved. And your unconscious mind will start throwing up ideas in a way, like, "How do I solve this problem?"

The interesting thing about that is that, as soon as you put down a goal, say of earning \$150,000 a year, and right now you're at \$75,000, right? When you put down the goal of \$150,000 a year, and say that's in three years or two years or five years – whatever it is for you – you will start to generate within you ideas and inspirations that match you earning that number. And, if you believe in Law of Attraction, and I do, you will start finding, showing up in your life, the exact match from the Universe: ideas, inspirations, people saying, "Hey, what do you think about this?" and you're like, "Oh, My God, that's exactly what I've been thinking," "Can I help you?" and you're like, "Wow!" So in the Law of Attraction sense, you will start attracting the people, resources, external ideas, and strategies that line up with you earning \$150,000.

What I have found is that when your goal is relatively close to where you're earning now and not a huge leap forward, the ideas, and inspirations, and strategies will probably make a lot more sense. Anybody who is a coach, the logical thing for them to do is to start having more conversations with people and offering coaching, and that will immediately, directly affect their income. They could probably double their income just by doing that alone within a couple of months. Very obvious, straightforward actions, right? However, what I recommend is having two tiers of a goal – like a goal for the next 2 to 3 years and then an outrageous goal, which is a bigger, bolder goal. It's kind of nice to have both, because the bigger, bolder, more outrageous goal will trigger a completely different set of ideas, and inspirations, and resources, and Law of Attraction bringing you people – a whole different set, because those will be the things that will line up with the bigger goal.

For instance, I didn't set a goal of being a practitioner that was thriving and making a good living, but that would be one goal. I sort of started out that way, but I had this outrageous goal of seeing myself onstage and impacting hundreds of thousands of people. So the inspirations and the things that happened to me to match that were very, very different than just building a lucrative, thriving practice as a coach or Tapping practitioner. So it's good to be thoughtful about the goals that you're setting and how they are going to draw from you ideas and inspirations, and draw from the Universe people, and resources, and things that show up and divinely support you.

The other thing I want to say about that is – and this is a conversation I actually had with Bob Doyle in an interview, and we had this fantastic conversation about it and the second we finished the interview and hung up, the phone rang and he was like, "Wow, that was the most fascinating thing I've ever talked about," he loved it. Which was this: the closer your income goal is to where you are now, the more straightforward the ideas will be. The more it is outrageous – so instead of making \$100,000, it's like \$350,000 – the ideas and the inspirations will actually seem less logical and connected, and you might say to yourself, "That doesn't even seem to connect in a logical line." It will be things that will have more of a quantum leap effect on you over time. So they'll be understandable in the moment, and

that's when you hear these stories of people who did something big and they took these leaps of faith that didn't seem to make logical sense at the time. So be aware of that. I want to get that into your logical, thinking brain before we actually start jumping into the transformational work, because your logical, thinking brain will be sort of overwhelmed a little bit at that point.

I want to give you a list of six things. If you wanted to write this down this is the time to get a paper and pen. These are the six things that are the key things that get triggered when you set a goal. I want to give you this listing so you have them. They're also in my book, *Tapping Into Wealth*, on page 144 of the softcover, anyway. I want to give you this list so that you're very, very clear that these are all the things that are going to happen to me every time I look at my goal, these are things that will come up.

The first thing that is triggered is your immediate belief whether or not your goal is even remotely possible. It's all about this immediate reaction around, "That's impossible," and that's some of the Tapping we'll do today. You have a very strong analytical mind, and often your goal represents a place where you have never been before, so it's like that doesn't even feel possible.

Secondly, your immediate identification of someone or something that you believe is in your way. And this happens to a lot of people who have a business or are employed professionally. It's like you have this very specific thing that says this can never happen. Sometimes it's a competitor in the market, the nature of the market, or the structure of the company, or just somebody who is really blocking you.

Thirdly, an immediate arising and experiencing of feelings and thoughts about a shortcoming you believe you have. Things that you feel are missing in you and getting in the way of your success, and it can bring up very painful emotions around that, like "I don't have what it takes." I added in a pre-existing Goal Trauma, because it's very similar in that category, which will reinforce, "I don't have what it takes. I know for sure, because I tried it before and it didn't work."

Number four is your lack of the time or energy that would make it difficult to imagine doing more. There are kind of two things in this one. It's the belief that to make that much money – that goal – it would have to be a struggle and I'd have to work a lot harder. And your current situation around how little time you already have, how little energy you already may have, like "How am I ever going to work that much harder to create that." That's number four: your current lack of energy or time that makes it difficult to even imagine achieving something bigger.

Number five is having debt. Just having a debt situation can overwhelm everything with the

strong negative feeling, and make you feel very hopeless.

The sixth one is the immediate arising of a question. It does come from the inner skeptic a little bit. It doesn't sound skeptical, but it's more a piece of your analytical mind that's very step-by-step and I need to see all. It's the question of, "I don't know how to get there, so if I don't know how to get there, and I always have to figure everything out before I can even take a step, then how can this goal be possible?" It's like, "I don't know how to get there." And people who are very achievement-based and very intelligent, this is a tough one for them. "I do things in a certain way, and I'm very smart, and I pride myself on that, and I have my MBA, and I've achieved all sorts of things, and if I don't know how to make this happen, then having this goal does not even make sense." It will be shut down right there.

Those are the six key things I want you to be aware of that will shift and show up at different points, and that's what I'm talking about to be committed to earning this Outrageous Goal and to have your life shift into this level, which is a journey and a process, you have to be committed to using this quick little tool of Tapping. It can literally take 30 seconds of Tapping to bring down some of these pieces of resistance as they appear.

What I want you do now is take the same piece of paper that you probably have in front of you, and I want you to write down your income goal. Let's set one that would just be for the next couple of years. It doesn't have to be five years or 10 years or millions or trillions of dollars, just the next logical jump up. And this should not be based on the bare minimum. One way of looking at it is to say, most of us have a sense of what our monthly bills are, we know what our mortgage is, we have a sense of how much money goes out every month to pay all of our bills.

So that's you meeting all of your commitments, paying your bills and all that great stuff – and then add onto that number, the amount of money that would make life way more fun for you. It doesn't have to be \$10,000 more. This first goal could really be just \$1,000 more, or \$1,500 or \$2,000. Imagine if you had \$2,000 more a month, gross, on top of the money that you need to survive and pay your bills. What would that be like? You might spend the first six months of that paying down debt, but you have this extra money there that you can also build up in a savings account and have some fun with it, right? Maybe you can buy a car because that's enough for car payment. So I want you to put in a good cushion of just gross. So if you want to be \$2,000 after taxes, let's get specific, you need to bump that number up so that it would be what the gross per month is. Get that number down. It's okay to take a guess, but I like to do it a little more disciplined to make sure that we're being very thoughtful and thinking about what it would be like to have that extra money per month, and not just jumping to a huge number like \$1 million, which sometimes isn't very triggering, because it's too big and it's too far away. It won't shine a light as specifically on the resistance, which is really what we want to see.

I've worked with a lot of business owners who learned the Law of Attraction, and their business was pretty much break-even when they paid themselves a modest salary, but their goal that had written down everywhere from hearing Jack Canfield in *The Secret* was \$1 million. And \$1 million was so far away that it didn't trigger any resistance, it just felt fun and it felt good. And it just sat there for years as a sign until it started to feel like it was mocking them. I can't believe how many really positive business owners did this exact same thing. Then I show up and I say, "What if you each earned \$50,000 more in income. That would mean \$100,000 more coming into the business a year." And everybody got incredibly triggered! This work I teach, I have learned it from people and from myself.

I want to take a look at that goal that I just had you very thoughtfully create, and I'd like you to, just for fun, set a goal for how much you'd like in your savings account. So now we're going to add to that, just a number. Maybe it's roughly six months of living expenses in the bank, which is a very common thing that financial advisors and smart people tell you to have. Get a number for what you would like to have in a basically liquid savings account in case of emergency, in case of a car issue, in case of a buffer or loss of income. I want you to add that in. So you're earning that much and you get that much in your savings account.

And let's just do a quick test. I want you to write down the words, "It's impossible." And then we're going to rate that on a scale of 1 to 10. So say out loud, looking at that income goal, "It's impossible." I know that's a negative thing to say, but just say out loud, "It's impossible." And on a scale of 1 to 10, how true does it feel if 10 feels very true. A lot of people, at this point, will tell me that it's around a 5 or 6. What's interesting about that is that you want that number, but you only believe it's 50% possible, which is sort of like saying what I do believe is possible is half that number, which is often what people are making right now, right? So when you don't have a goal, you actually have a default, unspoken goal that all of your brilliance and ideas are responding to, which is what you're earning now. So when you don't set a goal in your income, there's a goal that's actually unspoken, that's what you're earning now. So everything in your life, what you attract by Law of Attraction, and ideas, and inspiration, are all going to keep coming around to feed the same amount of money you're making right now. Which is kind of scary, right? So even when it's a 5, which doesn't seem too bad, it's basically saying that there's a 50% push in me against this number. That's how I want you to think about it: I have a 50% push against it, which means what I'll allow myself to earn is about half of that. Kind of funny how that works out.

Now what I want you to do is double the number. Just double it randomly. I've found, doing this with lots and lots of groups of business people, that as soon as I gave them this specific process to thoughtfully create that income number then I said, "Double it," everybody got mad at me, people moaned and groaned. And the reason that I have you double it is because the resistance gets louder. I would actually hear people murmur, "That's impossible."

That's ridiculous. I mean, that would take a miracle." We're starting to see what we talked about in the other modules, the idea of the setpoint. We start to see a setpoint that's wired in you, that comes from your paradigm that says, "Well, this number feels 50% impossible, but this new number, now that's just ridiculous, that's just outside of the realm." It's really good for you to see, because we everyone talks about programming and money blocks and it's a big mystery. This is a very specific way to see the actual dollars and cents numbers that are programmed into your mind-body-soul, nervous system, around where your setpoint is. Because it gives you a more visceral, "That's crazy" reaction. So let's test it, on a scale of 1 to 10, say out loud, "That's impossible," and see how true it feels.

Now write down the words, "Really hard." So you can rate this one, say out loud, "It will probably be really hard." And on a scale from 1 to 10, how true does that feel. The next one, I want you to write down these words: "I can do it." And then say it out loud, "I can do it!" and see how true that feels on a scale of 1 to 10. Does it feel really true, is that a 10 for you? "I can do it!!" And now write down the words, "I really want it." And say that out loud, "I really want this!" And feel. I'm not there, I can't test the sound of your voice and how much you're putting into it, but if you were being objective on a scale of 1 to 10, if 10 is totally you're passionate and heartfelt, you're like "I REALLY want it, yes!!" If that's a 10, where are you? Or are you buffering that emotion and that desire down to protect yourself? Because if you're afraid or if it all feels true that it's impossible and that it will probably be really hard, then you won't put your heart into wanting it because you'd be protecting yourself from disappointment. That actually makes perfect sense, but do you see how it will limit your goal?

For the last one, I want you to write down the words, "I don't know how to get there." Say that out loud, "I don't know how to get there. I have no idea how to get there and I need to." How true does that feel on a scale of 1 to 10? The important thing is how does it feel when you say and it feels true? Is it like "I have no idea how to get there and I want it!" Or is it like, "I have no idea how to get there," and it's sort of a sobering, "This goal makes me a little anxious and uncomfortable."

Interestingly I used to do this with so many businesses and I was surprised at how forthcoming team members were, these employees, about saying, "I feel really anxious right now, this is making me feel anxious." A lot of times it was salespeople, and the management wanted them setting a goal further – that means they're going to sell harder. They're like, "I want to leave. I feel stressed." One one guy, I was so impressed at how brave he was, said, "I kinda feel like I'm going to throw up." And I was like, "I have hit on something really important here!"

So it's really important to see this, to take what's hidden – these hidden roots, these hidden things that are puppeting us – and see what they are very clearly and specifically, in black

and white on a piece of paper, like the Money Map. This is really powerful to look at because it will stop you from going after a goal with your energy, with your enthusiasm, with your inspiration, and collaboration, with talking about it, and bringing in resources, and letting resources appear for you. All of that responds to enthusiasm and inspiration, and if you don't let yourself carry that, how is the dream come into play? Because there is nothing that you want that won't come through and with other people. Every goal that we set is going to come through and with other people. Some may be collaborators or supporters, and some are going to be customers or clients, or our employer. So everything is going to come through and with other people. And if we're not enthusiastic about it, that means we don't bring that energy and allow other people to help us really co-create it. People are going to help you co-create this goal, believe it or not!

I want to do some Tapping here on bringing down the "It's impossible." Because I want to honor that the "It's impossible" and the immediate "That feels crazy! That feels impossible!" is your analytical mind. This is a great part of your mind, kind of like the manager of your mind. It's like these are all the steps, and this is what I do, and I need to be logical, and I need to know how to do it, and I need to know how to get there, and if it doesn't make sense, I've never been there before, why would I – so it doesn't feel possible to me. It's not the inspired, open sort of "things are infinitely possible" part of your mind. We want to honor that part of our mind, but just by doing some quick Tapping, we can bring it down and allow the inspired part of our mind to flourish when we're sitting here looking at a process around Outrageous Goals. Because there is a time to be analytical, and step-by-step, and strategic, and in action, and there's also a time to be open, and be open to possibility and making quantum leaps. We need both of those energies to go for an Outrageous Goal. So I want to walk you through the Tapping that will turn that down. And the way that we turn it down is by not fighting it at all. We actually voice it loudly, exactly like it's the truth, and amazingly it reduces.

I'm going to jump into the Tapping points as I always do and you can just follow after me:

There's my income number
I'm looking at it
And it really feels impossible
It's totally impossible
Impossible for me
There's no way that can happen
And I have a pretty open mind
But being honest
There's a part of me
That very skeptically says
No way
No way

No way that's possible
The truth is
That is impossible for me
And it would probably be really hard anyway
It would probably be exhausting
It would probably require so much sacrifice
It looks good on paper
But this goal is impossible
And that means
I could fail at it
If I accept this goal
It's likely I might fail
Be disappointed
And I don't want that
I have resistance against this goal...
I have resistance against exactly this much money
It feels hard and impossible
And I know other people earn that much
Sometimes very easily
But for me
Impossible, impossible, impossible
And I have no idea how to make it happen
So how could it possibly work?
It's impossible
And that feels really bad
Depressing
Disappointing
Scary
Too much pressure
This number with dollar signs
Is really triggering me
It's impossible
No it isn't
Yes it is
No it isn't

Take a breath.

I want you to look at the number again and say out loud, "It's impossible," and just see how true it feels. Every once in a while, somebody who is very tenacious about positive thinking and never being negative will find that it actually feels worse now, because they've tapping

into and voiced the inner skeptic that they've always got locked down, trying to be positive. And that's okay, do not be afraid of going down into this, because you will pop back out. Do not be afraid of voicing the negative and the inner critic, because we are not reinforcing it. I promise you, for 30 years, Tapping has never reinforced the negative. All it's done has made it feel less true, voiced it, moved it, let it exhale out of you, say it while Tapping lets it out. And for the most part, people will look at this number and say "Huh, it feels a lot more possible." But the most common thing I hear, even after one round of Tapping, that was only voicing the negative, is people saying, "I already had an idea, Margaret."

Even if it's only gone down to a 10 of "Impossible" to an 8 or a 7, that is a quantum, like exponential shift. Just lightening up that "It's impossible" a tiny bit, all of a sudden will open floodgates to inspiration. I want to do another round of Tapping that honors both sides, because we're not going to get rid of your inner skeptic or your analytical side. It is an incredibly important part of you that we want to keep around. It will compel you to do really smart things and cross every "T" and dot every "I." Your inner skeptic is like your inner banker or inner attorney, or both, and it's like "Hey, it's great to think pie-in-the-sky, but we also have to think logically as well." And we want that, we want the flow back and forth. So we're going to do another round of Tapping on this goal. And this is Tapping that I recommend you use on a daily basis. This is exactly the kind of Tapping that I did. I would look at my goal and I would literally start Tapping like crazy. I could have a client coming in the door in literally five minutes and I just say, "It's impossible, it's impossible, it's impossible. I can never do it, I can never do it, I can never do it." I'd tap like a furious madwoman. Then I'd take a breath and I'd be like, "Huh, I feel way better. This is going to happen!" And it was amazing how quickly it shifted me. But when I had more of moment, this was the awesome, fun Tapping I did. So looking at your doubled goal again:

There's my outrageous goal
Margaret made me double it
Margaret made me double it and there it is
It still feels a little bit impossible
But I am just going to be open
To all the ways
This can unfold for me
I honor my inner skeptic
And all the ways it will support me
I honor my smart analytical mind
And all the ways it supports me
But I also honor
That I want this goal
And the goal wants me
I am being drawn and called

To earn this much money
It will require growth
A bit of a journey
And all sorts of crazy synchronicities
It will require inspired ideas
And actions
And co-creation with other people
And I am open to all of that unfolding
It's true I have no idea how to make it happen
I don't know every step right now
That's the truth
But I don't have to
I just need to be open
I am totally open to earning that much money
And am curious about how it could unfold
Imagining what it would be like and look like
Imagining
Envisioning
Opening
There's actually a million ways that could happen
There's actually a million ways that could happen
And I honor that too
I am open to inspired ideas
I am open to taking inspired actions
I am open to an arising feeling of enthusiasm
The energy I need to make this happen
And I'm open to it happening the easy way
Yes, I said it
I'm open to it being growth
A journey
That unfolds beautifully
I love looking at this number
And everything it represents
I am open to earning exactly this much money

Take breath.

Doesn't that feel so much better? That used to put me in SUCH a great, great vibe. Just breathe in that for a minute, feel good for a minute there. And know that again, just by shifting some of that inner skeptic, which is very smart in there to support you, but it can turn right back on tomorrow when you look at your goal again, each time you shift it and honor it,

you get more creative ideas and inspirations and you attract more synchronicities. Every time you honor it and bring down that resistance, you'll be willing to be more enthusiastic and excited about it.

I want to come to two more key pieces. We touched on one in the Earliest Money Paradigm and the Money Map a little bit, which is the downside that quickly starts to appear when we really picture ourselves earning that exact amount of money. So unfortunately, I can't leave you in this happy, great place, we need to commit to finding some more yucky stuff, because that's what I've committed to you in this program. If you want to stay in this good energy, you can pause the audio right now and sit in this really good energy. Because that Tapping that we just did, I want that to be the model of what you can use over and over, is going to put you in an open, meditative, inspired state. You can sit after that type of Tapping and sit in what I used to call, sit in my "envisioning mode." I'd sit in a special chair or outside and I would take some time to envision, and imagine and "imagineer" my life and how it's going to be in very vivid terms. We're using what everyone teaches in the Law of Attraction, right? And other times, it would shift me more into very specific action. I would feel this urge to call this person, or reach out and express my gratitude, etc. I'd find myself taking all this action that didn't quite make sense, that turned out later to make a lot of sense. However, I'm going to shift now into looking at something else.

A couple of things I want to talk about. When you think about who you are now, especially with the goal I made you double, what I call the Outrageous Goal, which isn't even probably huge enough to seem outrageous, but it is double the first number you said. And if you're feeling good now, this is where I find people feel better and they go, "I tripled the number!" Because everything feels more possible and open, and they're like, "I want to have a bigger number." So this is a really good point, if it feels good to you, to triple the number or add on a little more, or round it up, as we say. However, what I want you to do is to look at it and just recognize that this number is representing a very different version of you. It's actually representing a very different version of you. It's the version of you that is doing, and giving, and being a person at that level of value, and earning that much money that may not be you today. So I want you to look at the fact that this income goals represents kind of a metaphor in a way. It's a real number and represents real income, but it also represents some other things about who you will be and the level of power you'll be standing in.

In the next module, Module 5, we're going to talk more about the level of power you will be standing in, but it represents a journey. A journey to growing yourself into, to evolving into, the person that easily and joyfully is giving the same value to the marketplace or to an employer that is the match for that much income. Because that's how it works, right? Money doesn't just fall out of the sky. Sometimes it does, but to earn consistently – we're talking about income, right, not gifts of money falling out of the sky. It's an exchange, you giving value to the marketplace and receiving that value back. Remember I said it can trigger

any feelings or thoughts about shortcomings you might have, like, “What if I’m not good enough.”

There’s a way that we can see this really clearly. I want you to take a breath and close your eyes and imagine that you’re standing on a stage in front of a room full of people. And the whole room is people you know. If you’re in a company and you’re an employee in a professional job, it’s the whole management staff. And if you’re a business owner or coach, then it’s a room full of perfect potential clients for you. And added into that room are your parents, and colleagues, and people from old jobs, people from high school – there are even some high school teachers there. And if your parents and aunts and uncles, maybe some of them have passed on, they are there in ghostly form. And you find in your hands a giant sign that has the goal on it – this doubled or maybe tripled now income goal. And you’re going to hold it up to the audience, to all of those people, and say, “This is how much I deserve to get paid. I am totally worth it! I deserve it!” And I want you to just see how that feels.

What you’re looking for is shame, sort of embarrassment or shame of, “I feel really funny saying ‘I deserve it.’” Sometimes you’ll feel some anxiety or stress response, and that’s because of the embarrassment or shame. It’s sort of breaking a rule around valuing ourselves and declaring our value. Breaking the “How dare you” rule that many of us learned when we were younger. I want to let that visualization trigger anything in you where it’s like “I don’t know if I’m worth that much, or what I could be doing or ever be doing that would be worth that much. And we’re going to assume that there’s some of that in there, and we’re going to jump in and we’re going to start Tapping on that. If you want to get a quick measurement on a scale of 1 to 10, you can do that around “I’m not sure I really do deserve it” and see how true that feels. A 10 is completely true, and we’ll jump in and do the Tapping.

I feel ashamed
I feel embarrassed
Oh, my gosh
I can’t believe I showed that to everyone
And they’re looking at me
And it doesn’t feel good
It does not feel good
They’re questioning me
And I’m questioning me
They’re doubting me
I’m doubting me
How could I deserve to earn that much money?
Unless I’m working incredibly hard
Do hard that I’m exhausted!
I don’t see how I could earn or deserve that much money

And I can see how people are looking at me
If they're looking at me this way, saying I deserve it
How would they feel about me when I'm actually earning it?
If I were to earn this much money
And people or my family found out
Oh, that wouldn't feel good
That would not feel good on a lot of levels
I'm not sure I deserve it
And I'm afraid of how they'd look at me
I'm afraid at how people will see me
The people I'm used to being around
People like me
Would judge me and reject me
This does not feel good
This is why
If I got close to earning that
I would unconsciously sabotage myself
To make sure
I don't ever have to feel this
I'm not sure I deserve it
And I'm quite sure
People will reject me
Something about earning this much money
Feels really bad
I'd have to keep it a secret
And I'd have to make sure
That I was over-working
Over-giving
Exhausting myself
Or maybe even injuring myself
So that people don't judge me
So that people would say
"She makes a lot of money, but that poor woman"
And I'd feel a little bit better
I think I would unconsciously sabotage myself
It doesn't feel right
To feel deserving
And okay
With earning this much money
That's strange
That's illogical

But I totally honor it
I honor all of this programming in me
It's old
It's limiting
And it's very, very specific
Embarrassment about earning more
Fear of rejection about earning more
Needing to be secretive about earning more
Not sure I deserve to earn more
I totally honor it
And I'm open to healing this
Wherever it sits
In my mind, body, nervous system
Wherever it sits in my energy
Wherever it sits in my programming
I am breathing in light
Honoring it and open to healing it
For my highest good
And for the highest good of my goal
For the highest good of everyone
Who will be positively impacted
By me earning that much money
I'm open to healing this
For the highest good

Take a breath.

When we hit things like this that aren't logical, but as soon as we see them and feel them, we know it's there. And of course you would never constantly declare to everybody you know or you and your family how much you're earning – that's not really how it's done. However, the value of imagining it to see the real trigger is the gold here, even if it's something you may never do, it's seeing the downside in earning that much money. And when I talked about honoring it and then healing it for the highest good, I want you to just remember – put your hand on your heart for a second – remember that by you setting this goal for money, for dollars and cents, earning more money, that will only come through and with other people.

So here's a question: is it your intention to earn that money by harming and scamming other people. So far I haven't met anyone that said "Yes" to that. I want you to remind yourself that, not only will you and your family, and people you love and care about, and even causes that you want to give to, not only will they benefit very directly from you earning that much

money, but I want you to think about the bigger impact. If you are a small business, and you doubled or tripled your revenue, how many different people will get impacted by that? What about all of the vendors and all the businesses that you support? If you are a coach, and you were doubling or tripling your income, doesn't that mean that more people are getting more of exactly the amazing transformation that you deliver? More people and they're getting more from you. They must be. And particularly if you are someone who is an expert that solves problems for people, as most business people are at some level, and in order to earn that money, there's often things that we do around educating the marketplace, in helping and supporting people in ways around giving content or giving talks.

I want you to recognize that you, earning that much money, probably means that you will be giving, and being, and doing a version of you that will impact even more people beyond just your direct customers, or clients, or the corporation that you work for. So there is a big ripple effect that you need to remember and honor, because we get very narrow-sighted when we look at the number and then we have all of our programming around it's selfish to want to earn that much more, it's two or three times more than anyone in my family ever earned, and we feel that crushing weight of, "it's not okay, it's embarrassing, people would judge me, what do they think of me, who do I think I am?" When we go down into that spiral, it's so important to do the Tapping and to have this intention for healing it for the highest good – not just for you. There's an expanded impact.

When we set a higher goal for ourselves, many people are brought up and come up with us. If you were earning that much money, there might be people that you could support. You might need to hire people who will have their dream job supporting you. So this IS bigger than just a goal for you. And I bring that up because it I want to help you to go from this place of feeling all of the programming and the fear about the judgment, and even your own programmed judgment about what it means to want that much money and to really step into it and be earning it in a way that you're not unconsciously trying to get rid of it. And what it really means – the side for you which is yes, it's going to be awesome and fun to earn that much money, 100% you are going to be "Yay, this is great!" And, there is a higher intention, and value, and impact that comes with it that is also 100% true.

Can you feel that? Am I speaking the truth? Can you feel that? And is it okay to include that intention in this goal? You know, I used to say, one of my affirmations was, "I want to be successful, and I want to bring a lot of people with me." Because there's no way I can get there on my own. I wouldn't want to it. It wouldn't be fun anyway, and it's literally impossible! I want to be successful and do amazing things, and I want to bring a lot of amazing people – people I probably haven't even met yet, and of course I hadn't. My entire staff and team, I didn't know back then. I had the sense that there are going to be people who are going to appear who are going to come up with me, whether it's as colleagues and we kind of moving up together, which is so fun. Or as people who will become important partners

in business with me, or even team members who are there to support me. Lord knows where they came from, but they're like, "I want to support you," and help me to grow to that number and then we all get there together. You all get there together and it's a beautiful thing. All of that is in that number, is in that goal, and it IS a journey.

The last thing I want to talk about is: goals, even great ones, can be used to demotivate yourself, and I don't want that to happen. I want to point out something incredibly important around working towards a goal. I've mentioned it a couple of times that this goal represents kind of a journey – a journey of growing into the you that is the person standing in that level of power and value. It also represents actions that you're going to take – strategies, real things that are going to happen. The goal is not going to happen, literally, tomorrow. It is going to be a journey and a process that is going to unfold. And here's the mistake that we make. The mistake that we make is that we look at our goal every day, which can take a year, two, three years maybe, depending on how you're setting your goal, and there's not a lot to celebrate. And there's actually going to be things that pop up, inspired action and things that you have to do – you know, for some people who are starting a business it's like, "I've got to create a website," there's all these things to do. And in each step you take, the habit that we have is to look at that step and say, "I'm nowhere near my goal yet. There's so much more to do! I haven't gotten there yet, and I probably should've done that last week. I'm so far behind." Because we're looking at where we are compared to all the way to the goal.

So it's important for you to recognize that goals are not motivating on a daily basis. Yes, it can be very motivating to have these moments where we sit in the excitement, like Law of Attraction will tell you to visualize and get into the feeling of it, and be like "Oh, my God, I can almost taste it, I'm going to take a trip, it's going to be so amazing!" But it is not motivating enough on a daily basis. And the way that you need to change your thinking around this goal is that you are going to celebrate progress every step of the way towards the goal. You know what is motivating? Celebration! Even when it's just you doing something as ridiculous as you standing in your house and going, "I rock, I did it, I'm amazing!" And all you did was write an email, or make a phone call, or reach out. Even if it's something you think you should've done three weeks ago, and it's not enough, you have to do 10 more, you stop and you celebrate. And then you tell other people about it: "Guess what I did today? I wrote the email! That email I've been putting off – I wrote it, I wrote it, I did it!" You celebrate progress. Nobody does that. They think it's silly, they think it's crazy, and why would you celebrate it? You're not the goal.

If you delay celebrating, for years all the work, and all the steps, and the journey that you will go on, instead of it being fun, it will feel like a struggle. It can start out fun and turn into a struggle, a lonely struggle. And it doesn't have to be that way. And I promise you, that when we do that – and you're going to tell me, you know what Margaret, you're right – when we

do that, we can reach the goal, and most of the time, we still don't really celebrate. Most people say, "Huh, I thought I was going to feel something when I got here. I don't know, more something... More alive, more happy, more fulfilled. I don't know, I don't really feel anything." We're in a habit of never giving ourselves the gift of celebration. So if it's difficult for you to take praise, if you're very hard on yourself, if you're always saying to yourself, "I got that done, but it should've been done last week," or "There's so much more to do," or "It's not quite good enough," I want you to know that what you are doing is taking 90% of the motivation and energy that you could have and flushing it down the toilet, saying "No" to it, getting rid of it, just squelching it.

I want to be very clear about that. You will get so much more energy – something I'm going to talk a lot about at the event. So much more energy and motivation when you celebrate. I know it sounds silly, and we don't want to do it, and I've shared many, many times that, when I do something that I've been procrastinating about, and literally it takes like gripping my desk over and over so I don't get up and walk away. Because I don't have a boss, I am alone in my office like many coaches and experts. When I get something done, it could literally be writing an email to somebody, I will celebrate like I just cured cancer. Because I need that and you need that. And if you don't need it, it only means one thing: it means that you are a robot. That you have evolved into a robot, and robots – computers – are the only things on this planet that don't require any validation or reinforcement when they do things. The rest of us are human, and when you celebrate, you will get a massive increase in motivation.

This is something that Dan Kennedy, who is a very famous teacher in the personal development space and in the coaching space, teaches. You always measure your progress from where you started, NOT to your goal. If you keep measuring how far you are from your goal, you're going to want to set yourself on fire. What you do is you celebrate by measuring the progress: this is how far I have come. And he says the same thing – it will give you so much more motivation. So as you look at this goal, there are going to be steps that you take. Some may be clear now, some may not be clear, some may be clear right now, then as you take steps and do them they shift and the direction changes. And that is okay. I was quite sure that I was going to do stress-management workshops for a living inside corporations because I came from corporate America, and it made sense to me that I would take all of this work I've learned and to into corporations and be like a consultant to corporations – leadership consulting, stress-management consulting – and I took a lot of steps in that direction. And that direction was fine, but I kept getting pulled into another direction. So I changed course, I took steps, I felt it out, and each step of the way, I stayed open to what was unfolding. So even steps you might have outlined now are going to change and shift.

The important thing is that every step you take, even just Tapping on your resistance, you need to start the habit of celebrating. The Tapping Into Wealth Coaches that I coach and

work with, that work with thousands of clients, we actually call this a real process called the “Retrain Your Brain to Celebrate Progress process.” And it really is about retraining yourself to celebrate, because it will give you a massive increase in motivation, a massive increase in motivation. The other side is having your goal start to become demoralizing, and disappointing, and depressing, because you will feel, even when you’re working hard and taking steps, well, I can’t celebrate yet because I haven’t achieved the goal. And that is a danger zone and a mistake and I want you to be super clear about it and make a commitment right now to write down your piece of paper, “I promise to celebrate progress, even if it sounds and feels silly and crazy at the time! I promise to celebrate progress even if it sounds – and feels – silly and crazy at the time.”

I’ll give you one key strategy that I highly recommend: many coaches and experts are working alone in their home. And we need motivation more than anybody else because we don’t have a boss holding us accountable. That’s why we often use coaches ourselves, to help us stay accountable. But even if you’re employed, there’s many times when you’re home alone, and your children running amok, you can go into your own bedroom. And this is the process: when you take some action and you make even a little bit of progress, I want you to walk around your house or your bedroom, pointing at yourself and saying, “Oh yeah! Oh yeah!” And then say your name, so I say, “Margaret Lynch, this is happening! Oh yeah, I did it! I rock! I’m awesome! I’m a rockstar!” And you walk around and it’s going to sound silly, and you’re going to find yourself laughing doing it. And I want you to promise that you’re going to do it anyway. If you insist on not doing it, it means you are endeavoring to turn yourself into a little robot. And robots don’t have energy and enthusiasm.

That is your homework as we end this module, and as I said earlier, to use those specific Tapping scripts around your goals, and to be very thoughtful about what it will mean, feel like, look like, and who you will be as the person who is earning that much money. Both in how you deal with your money, the way that you give, and the kind of value you’ll be putting in the marketplace, and who you’ll be positively impacting with that money. I want you to really think about, start picturing, what it will be like to be earning that much money, and the person you’re growing into, that you are becoming, that actually easily earns and manages, and is a container for that much money and that much value. And celebrate, celebrate, celebrate. That is your homework and I will see you on the next module.

Margaret M. Lynch
**TAPPING INTO
WEALTH**
Transformation



MODULE 5:
**OUTRAGEOUS GOALS
(PART 2)**

This is Margaret Lynch. Welcome to Module 5 of the Tapping Into Wealth

Transformation. In this module, we're going to build on the work we did in Module 4 around setting an Outrageous Goal. Because as soon as you start to set bigger goals, outrageous goals, even short-term goals, what you're saying and doing to yourself energetically is making a plan to break out of your current paradigm. That is what the goal represents energetically. It's like, "I'm going to step up and out. I'm going to, by the very nature of creating this big goal, and starting to take even one or two steps towards it, or even just starting to make a plan to take one or two steps towards it, what you are saying is, "I deserve more. I am valuable. I can do it. I can possibly even go further than anyone in my family ever has," depending on the kind of goal that you're setting. So that kind of an intention will trigger some things. So what we're going to do in this particular module is deal with two very important vows that will stop you from taking the steps you need to take to go towards your goal.

These two vows are always in play. They've always been very active in your life. They are typically, for most people, some of the biggest vows that are stopping them and holding them in a limited space, but they really become noticeable when you try to step out of your paradigm and say, "Hey I can do more, I deserve more, I want to be seen more," and everything that comes with setting a bigger goal. They really get activated and by pushing into a goal, we really get to see them. What typically happens is that we set the goal and then these vows start to activate and they really shut down our progress. We might make some progress and get excited initially, and we will either start to pull back or hold back, or just somehow find that, magically, conditions in our life change and we just aren't able to get to it. It's like the universe conspires to keep us stuck. Or we will make a big amount of progress and somehow sabotage ourselves. I know a lot of us resonate with that as well.

Where I see it show up, because I run coaching programs, and I have a lot of colleagues who run coaching programs, and I have a lot of colleagues who are coaches who work with clients in private practice. And what you typically hear from coaches from any different level all the way up to the big people, is "Wow, I have these certain clients and they just don't take action, it's so frustrating, and they just start to disappear, and whatever – 80/20, you know, only 20% of the people really take action." Or they'll say, "I have this client who seems really bright, but they just 'analysis paralysis' themselves. They are so smart, but they just get stuck, or they really come off very, very stiff and they have a hard time putting themselves out there in a way that people can connect with them." So this is where it shows up and most coaches don't have any way to understand what's happening within you, or certainly address it. However, when you start to understand these vows, it really gets to the core issue very, very quickly. We uncover it, which means we can clear it away. And you know I'm a huge fan of that: getting very specific about what's stopping us, and uncovering it so that we can see it, shining the light of day on it, then we can clear it away.

To give you a little bit of a background, the way that I talk about the vows is something I learned from Rhys Thomas. And if you want to check him out, you can look at his book, which is at DiscoverYourPurposeBook.com. Rhys Thomas was the first one I heard about the vows from. And the way that I've seen it is that I've taken the vows for the last almost a decade now, and worked through them with thousands of people, is that when you are young and you have a need for something and it is not able to be fulfilled, because either in your family there just wasn't the ability or maybe it was even dangerous to ask for that need to get met, then you will actually start to deny having that need, and even set up a vow around making sure you're protected from ever trying to get that need met. The first vow that we're going to work with today is called the Vow to Be Invisible, and the second vow is the Vow to Be Perfect.

With the Vow to Be Invisible, where we're going to start is, what it will really affect is specifically hindering the bigger, bolder action that will be necessary. That bigger energy that will be necessary to come forth within you, to take steps towards your bigger income and wealth goal. It will cause you a lot of conflict around charging your value and honoring the value of you and your time. It will cause a real difficulty setting healthy boundaries and how much you give versus how much you receive. It really strikes people, if we're going to talk about it in the chakra sense, it's a third chakra vow, so it can really hit people right in the stomach, is where they can feel this Vow to Be Invisible. And for some people, as soon as they hear the words Vow to Be Invisible, they go, "Wow, I think that's me. I think I took to a vow to be invisible.

The second vow that we're going to work on is called the Vow to Be Perfect. And this vow has a very different energy, although the two can be very related and mixed together. The energy of the Vow to Be Perfect means that you will always find yourself in your life striving and striving and trying to get somewhere, but never really feeling like you arrive, even when you reach goals that you've set, even when you get that award at work. You're like, "I just thought I would feel different. I thought I would feel something." And what you end up doing is getting right back to work, and right back into the striving again. It's this feeling of always driving and never arriving. And much like Module 3, I'm going to let you know now that dealing with two separate vows means two separate complete processes and sets of Tapping, and it's really intense. You may find that after we work with this first Vow to Be Invisible, you need to pause the audio, and take a break, and deal with that, or process that more, or have a break from it before you come back into the second part of the process on the Vow to Be Perfect. Because they really are two separate processes with two separate full sets of Tapping. So it's a lot to do continuously in one sitting. It's my job to give you a tremendous amount of transformation in this program, and it's your job to figure out how to consume it at your own pace, in a way that feels right for you.

I'm going to jump in and start talking about the Vow to Be Invisible, and I want to give you a

process, as I always love to do, so that you can feel and sort of self-diagnose within yourself how this vow is operating for you. Understanding what the vows are is very different from figuring out a way to self-diagnose if it's actually affecting you. These processes I'm going to walk you through are things that I took the time with many, many clients to figure out how can I give you a little process the a little visualization that will turn up, or really highlight the activation of this vow. So the process I'm going to have you do, like in the other modules it's going to involve visualizing this little scenario. When a vow is activated, there is a way that you know very, very quickly. Before we get into it I want you to write something down. Every time you are up against a hidden, secret, unconscious programmed-into-you vow, you are going to feel the exact same way. It is going to trigger anxiety and shame. Your nervous system will blast with energy. It could feel like total anxiety, but if you pushed even harder into going against the vow, you will start to feel shame, which is a very powerfully negative feeling, and it's so powerful and uncomfortable that stops us in our tracks.

It's interesting that the vows that you have programmed in you came from when you were younger and they always started in a misguided way – a way that probably worked when you were younger to keep you safe, but now as an adult, it's not actually helping you, it's stopping you. It's one of these hidden things that never gets questioned, it becomes the truth in our system. And when you go to step out of your paradigm, when you start to feel a massive hit of anxiety or pure shame, like "I'm not good enough," or embarrassment, you'll know there's a vow that is stopping me right now. I am about to break a rule that I have vowed never to break, and when you break that rule, or even think about it, or even discuss that next week you're going to do something that would break it, you will get this response right through your nervous system. The vows actually use the nervous system to literally shut you down, because there's nothing like a blast of anxiety, fear, all the way to panic, or pure shame – "I'm not good enough" – that will stop us in our tracks. It's incredibly powerful. I want you to write down: shame or fear, when I feel that, I need to stop and ask myself, "What rule am I about to break, because I'm about to break a rule that I vowed never to break because it would be dangerous."

Let's get into the Vow to Be Invisible. Here is the setup. I want you to breath because we're going to visualize or imagine something. Come down into your body. Take a breath. Just notice the feeling of the chair supporting you, on your legs on your back. Notice your feet on the floor. The feeling of the bottoms of your feet touching the floor. Take another breath. Now imagine that you are seeing yourself, kind of like watching yourself in a movie, and you're standing up on stage. And in that room are some very important people standing there looking at you. If you a job in a company, then you can fill that room with your boss, the management, all your other colleagues, any people who are dependent on you doing your job, maybe even people who are even partly responsible for how much money you make, or whether you get a raise, or how much that raise would be. If you're self-employed or own a small business or are an entrepreneur, fill that room with perfect potential clients, or anybody

else who could offer you a good opportunity. It could be clients or it could be people who could put you on their stage or give you a big opportunity.

And you're standing there facing them, and you suddenly say, "I am awesome at what I do! I am a rockstar at it! I totally deserve to be paid well for what I do!" And what just happened? Did you have kind of an "ouch" moment? What's the feeling inside of you? Is there some anxiety? Is there embarrassment, or shame, or a question in you – "I am I good enough? I don't think I'm good enough." One of the ways that we see that is by looking at how your mind is painting the picture of the audience. How are they looking at you? Are they horrified? Are some of them happy, but some of them like, "Well, can you prove it?" And just notice that there can be some positive people, but notice how fixated we get on the few that might seem negative, or skeptical, or questioning.

This is really important because, obviously, this isn't something you'd do in real life, but energetically the very act of you setting this bit outrageous goal for your income, is you saying and declaring to the universe, at some level, "I am awesome, and I deserve to get paid well." So allowing your mind to paint you the picture of that shows you what your programming thinks about you being seen as someone who values themselves. And certainly in order to earn the goal that you have set, you're going to have to take some bigger, courageous steps as someone who's confident and valuable. So this simple exercise is designed to capture that. I've done this with people from all over the globe for years and years, and I always hear a lot of shame, and a lot of fear, and a lot of anxiety, and people saying, "I literally want to curl up in a ball."

For you, if it feels okay, then that is fantastic! This is one less thing for you to have to worry about, and the Tapping along with this process is not going to hurt you, it's only going to enhance and make you feel even more strong and confident. But, if you are really feeling it, I would ask you that question: When I made you declare, "I'm awesome at what I do. I deserve to get paid well," what rule did you break? What rule did you just break that you vowed never to break? Because there were probably consequences. I want you to write that down. Because it is likely that that rule and the vow never to break it, is not just stopping you in one or two areas of your life. As Carolyn Myss says, when you find something like this – a vow like this – it's probably stopping you in 100 areas of your life, like in 50 different ways! It's very powerful to get a handle on this. And we're going to jump in and do some Tapping. I'm going to give you the Tapping phrases and, as always, you can tap whatever Tapping points you like at whatever speed and rhythm you like.

All this feeling
I feel it in my body
Standing up there
In front of all those people

Saying "I'm awesome"
And I feel it
It's embarrassing
Nerve racking
Anxiety
I feel it in my body
I don't want to say that
I want to run out of the room
It doesn't feel right
It doesn't feel safe
It doesn't feel safe
I am NOT safe right now
Too much risk
This is scary
And people are looking at me
And this is my worst nightmare
Some of them are skeptical
Doubting me
Questioning me
Maybe even turning their back to me
Some maybe look angry at me
And I'm imagining someone saying
"Who do you think you are?"
"How dare you!"
Who do I think I am?
I broke a big rule saying that
I broke a rule I learned from my family
I broke a really important rule
And I feel awful
In my stomach
In my chest
This is the price I pay
For being seen
It's easier to be invisible
It's easier and safer
To not rock the boat
To not ask for much
To not be seen
I'm only comfortable being seen at certain levels
I don't want to be seen as someone who's arrogant
And I don't want to be attacked

I took a vow to be invisible
To hold back
To hide
To hide some of me or some of my gifts
Because if I really let people see me
They'll see my flaws
They'll see my fears
Maybe even attack me
Shame coursing through my body
I've got to get out of here
I can't be seen
I can't be this vulnerable
I don't want to stand out
It's dangerous to shine like that

Take a breath.

Check in to your body and see how you're feeling. Some people will feel much better and they'll go back to the picture, close your eyes and imagine it again, and the picture will actually look better. It will look lighter. They'll look more solid and grounded up on that stage, and the audience will have shifted. When your mind paints you a better picture, it's a fantastic, immediate result, representation that within you the negative expectations have shifted and we've sent a whole new set of messages to this neural pathway. This whole nervous system programming in your body has been calmed down.

However, for some people, it can get worse. And it really depends on the level at which it was dangerous for you in your childhood to either be seen or to actually honor how awesome you were. You know, children will naturally say, "Look at me, look at how great I am!" And that's a whole different level. Was it safe to be even seen at all, or was it dangerous? And secondly, what would have happened in your childhood if you stood up on the coffee table and said, "Look at me! Everybody look at me and clap!" You know, the kinds of things we do for our own children, in our own childhood we would've gotten some kind of a reaction, whether it was ignored, or given a look, or all the way, for some people, to violence or criticism. So I want you to honor that within yourself and know that that is going to vary depending on your story and your background.

This is not private session work that you would do with a Tapping Into Wealth Coach, where they would really go into your story. If it's a really intense story, this is a good time to think about contacting a Tapping Into Wealth Coach and getting some private work. They are all amazing people with amazing businesses. But what I can do now is do some basic Tapping on earlier stories where we learned it was not safe to either be seen at all or to be seen in our

natural state of enthusiasm about who we are. If a three or a five year old got up and said, “Everybody watch me, I’m going to do this!” You wouldn’t say that five or that three year old is arrogant, you would be caught up in the natural exuberance, the uprising in that little one to enthusiastically be themselves and put on some kind of crazy little show. But as we get older, we connect that with all of the programming that we’ve heard and we’re so afraid of being arrogant, we’re so afraid of that criticism. But at its core, what I’m asking in the light for you, is to come back into that natural uprising, enthusiasm, and exuberance of just being the magnificence that is you. I want you to think about, just for a minute, if you do or don’t have past experiences where it was either not safe to be seen, or not safe to be seen standing out like that, saying “Look at me, I’m great!” the way a child naturally does from their uprising enthusiasm about life. And we’re going to jump in to the Tapping.

I have these old stories
Like movies in my head
Past times
And I can still see it
I can still see it
It wasn’t safe for me
It wasn’t appropriate
They didn’t want me to shine and to stand out
Nobody wanted that
These past experiences
Maybe I tried
And was punished
Or ignored
And it really hurt
It was really embarrassing
And that embarrassment and shame
Tore through my system like a shock
A shock
And my nervous system got wired
To stop me from standing out
And shining as me
All of these past movies
Or maybe one movie in particular
Where I really got slammed
And it just wasn’t safe
I was just a kid
Or very young
And it wasn’t safe
So I vowed to stay invisible

I get it now
I vowed to stay invisible
And whenever I try to step up...
I feel it
All this old anxiety
This old story
And all the people involved
Maybe I have more work to do around it
But I'm just going to honor it
Because it really affected me
And I don't even think about it
I downplay it
But it did affect me
And I get it now
I lost a lot
I've lost a lot because of this
And I'm just going to honor that
These old events
I'm open to healing them
All of the people involved
It's my intention to heal this
All the tears I never cried for myself
All the hurt
The loss
All the hugs I actually needed
That I never got
I honor all of that
I'm just going to honor all of that
No wonder I struggle when it's time to own my value
The truth is
I am good at what I do
And I really do care
And I've set really big goals
And I'm open to giving my best
I'm open to giving
I'm open to giving the value
That I'm looking to receive
I am really good at what I do
And I'm just going to honor that too
As I honor myself
And stand in my true value

I give everyone permission to do the same
I give everyone permission to stand in their value
I honor the light within me
The part of me that loves being me
That loves being me
And I'm open to shining a little more of that light
Maybe even a lot more
For the highest good of me and everyone
When I shine more of my light
I give everyone permission to do the same
And that's just awesome

Okay, take a breath.

We didn't go to deep into the past, but I wanted to presence and an honor it. I wanted to show you the pathway, because it's not about being arrogant and walking around saying, "I'm great, I'm great." In order to make the goal happen that you have created, it is going to require this journey into the bolder and more enthusiastic, a more courageous, more having fun, on fire, enthusiastically exuberant version of you – it's going to require that energy to come up. And it's going to require lots of different actions. There are ways of doubling, and tripling, and quadrupling our income without doing more work. There are actions and strategies around leveraging that you are going to find and take action on, to take the brilliance and the value that you have and leverage it without working three or four times harder. And these are the kind of actions and the kind of strategies that, literally, we attract like a magnet when we are standing strong in our energy, in our value.

We don't have to know exactly how to do it, we don't have to have it all figured out right now, but we stand strong in owning our value and being enthusiastically US. And I promise you, that when you go into situations being enthusiastically YOU, you will be a magnet, because hardly anybody on the planet is like that, and when we're around someone like that, it feels good, we like that, we want to support them, and help them, and be around them. Being enthusiastically you, makes you a magnet for everything that you will need to create to create your goal.

So I love how it really comes together. And the Vow to Be Invisible, I mentioned, is a third chakra vow – whether you know about chakras or not – which is really your Action Center. It's where you hold your value of your identity and who you are, and you take action from that place. When this energy of enthusiasm is more strongly there in you, you will take more action very specifically, which is awesome.

Feel that good energy for a second, because we're about to change gears. So if you want

to stay in this positive place, what I recommend you do right now is just sit back, put your hands – maybe one on your heart and one on your solar plexus – and sit and imagine that right at your solar plexus, inside of you, there is a big beautiful golden sun. And it is the sun that is you, like this sunshine, the pure light that is the most enthusiastic space of being totally you, every part of you: your brilliance, your goofiness, your seriousness, your flaws, your insecurities, your strengths, your courage, your dumb moments and your smart moments, all enthusiastically mixed together, you. And imagine that golden sun is radiating out of you and expanding and expanding. That is a fabulous meditation to sit in, especially a few minutes before you're going to do something on camera or do some speaking. And if you want to add an affirmation in there, it would simply be this: "I really like being me. I really like being me!" And any time a thought comes up in your head about, "Yeah, but... yeah, but... I made a mistake or I did this..." you counter it with, "Mmmm, and I still really like being me, though. I really like being me." You feel that happy enthusiastic sense? You can sit now in that energy. Pause the audio and stay in that great place, really a third chakra meditation, designed to continue to support that growing sense of enthusiasm, and a new rewiring from the old place of fear into the new place of being enthusiastically you.

However, I am going to move on and shift into the other vow that we are covering in this module. I'm going to go back to searching and uncovering some more negative stuff. If you want to stay in this wonderful place, pause the audio and come back later. Okay, moving on to the second vow I want to talk about today, which is as painful, if not more painful, than the vow that we just covered. The difference with this vow, however, is that it is more sneaky. It is very sneaky and hard to see. This is a vow that very, very smart, accomplished people take. We all take it at some level, but the very smart, accomplished people have a really hard time seeing any problem with it. It's incredibly destructive, yet if you are a big achiever, it's almost like someone giving you a forcible intervention, right? You resist and say, "No, no, I am right. I don't see anything wrong with this vow." And so it sometimes takes a little bit longer to make the connections for people that this is a devastating, debilitating vow. It's the Vow to Be Perfect and perfectly critical of myself. I've got to give credit to Rhys Thomas and the way he teaches the chakras, and you'll see that in his book, that's why I mentioned him. This is something I learned from him, it is what he calls a fourth chakra vow and it's incredibly active in people who are very achievement based.

The issue with this vow is that, first of all, it sounds like, "Oh, I try to be perfect all the time, or I have this vow, like I have this vow to do everything perfectly." And some people say, "No, I'm pretty balanced, I don't try to be perfect." Some people know, "Yes, I'm a perfectionist," but a lot of people will say "No, I don't think I have a need to be perfect or anything." But, this is where it shows up, and this is what's hard to convince people is a problem: is that when you look at past events, habitually, everything you've ever done, you look at it and you say, "I could've done better. I could've done better." And that sounds very innocuous and true, because it is true! In the infinite realm of what is possible in the universe, you could have

done better! I mean, there's always another level, right? So when we look back at events and say, "I should have done better," we feel very justified in saying that. And that's why I'm saying that it's a little more tricky, because people will look at it and say, "But I'm right, Margaret, I could have done better." And sometimes that comes with, "I should've known better. I should have already known how to do it, so I should have done better because I should've somehow known how to do it." Even when it's our first time, there's this feeling of, "I should know how to do it already."

Now I want you to think about a recent past event, where you completed something, but when you think about it, you still have this uneasy feeling. This could have been something that you even finished or accomplished and people were like, "That was great!" Because it doesn't really matter what other people say, does it? You have your own setpoint, your own level, your own inner level that you think you should be held to, and you hold yourself there. A million people could say, "That was a great job," and you'd be saying in your head, "You have no idea, I screwed up here, here, and here, it could've been better." I want you to come up with an event like that. Something that's a big one for you, "I could've done it better." And it should be one where, if I tried to tell you that it's okay, that it was fine, that nobody noticed, that it was great, you would literally stop talking and just, "Mmm-hmm, Margaret" me, or you would start to feel like this is an intervention, and you wouldn't like it very much because it's usually something that you feel right about.

I often say to people around what people call "doing forgiveness work," like forgiving yourself something in the past, if I were to say, "Think of something that you haven't forgiven yourself for," what most people will do is they'll take an incident like this, where they're saying, "I could've done better," and it will never occur to them to work on that issue, because they don't think of it as something around self-forgiveness. They think of it as something where they're right, and they're going to keep up that inner dialogue around, "I could've done better." The problem is that it is a habit and a cycle of always saying, "Could've been better, should've been better, should've known better." And that means I never, ever arrive at deserving. You are always in striving mode. And when you look back and say, "Could've done better, should've done better," what you're saying, energetically, is "I don't deserve to receive yet. I will some day, when I get it right."

This is why people who have this vow really strongly experience working, and working, and working and somehow never really getting the level of credibility, or position, or validation, or reward in terms of money or just like their colleagues or their bosses honoring them. They never really feel like they're getting validated, or rewarded, or both for their efforts. It's like I'm always working, working, working and I'm striving, striving, striving and I never really feel like I arrive. That is a result of the habitual pattern of looking at everything in our life and energetically saying, "Could've done better," which means "I don't deserve yet because I'm not perfect yet," and when I get it right at my super-high standard, then I promise – in the

future, someday – I will allow myself to feel deserving. But of course I don't now because it could've been better.

I hope you starting to hear the connection there. This is a ruthless vow. I want you tune into this past event, and I want you to take another breath and close your eyes. Come down into your body again. Notice the feeling of the chair supporting you, maybe the position of your hands where they are. Maybe you're feeling a little energy pulsing in your hands or maybe even your feet. Take another nice breath. I want you to see yourself, like you're watching the movie of this past event, where you really should've know better, you really should've done it better. And see yourself there, making the mistakes or doing the thing that wasn't good enough, or the thing that was stupid and you should've known better. And we're going to jump in and start Tapping:

There I am
What an idiot!
I should've known better
I should've done better
I should've done better
I should've been smarter
I should've figured it out
I should've worked harder
And maybe people told me it was great
And I just nodded, but inside
I knew
No, it could've been better
And I really never let it go
Why should I?
I need to learn that lesson
Because I'm right about this
I could've done it better
And I should've done it better
And I should've known better
And I am so right about that
And I'm never going to say I'm wrong
Because I know
For a fact
I could've done better
And I should've been smarter
I should've figured it out
And there were a lot of consequences
And I'm not going to let it go

It's not that I'm not forgiving myself
I'm just disappointed
Disappointed in myself
Again
I'm just disappointed
And that makes perfect sense
So I'm going to keep feeling that
I should've known better
I should've done better
I hold myself to very high standards
And I think that's a good thing
I'm disappointed in myself
And I say that to myself a lot
And every time I do
I declare that I don't deserve yet
And that's exactly what I'm experiencing
I'm not paid well enough yet
I don't get the validation I deserve yet
People don't see my amazingness
So I just put my head down
And I keep striving harder
I don't celebrate progress
I simply say to myself
I've got to be better
I should've known better
I should've done better
And that is how I motivate myself
It's a ruthless way of motivating myself
And I'm always reminding myself
That I don't deserve yet
Because I'm not doing it right, yet
And it's got to be better
I have a vow to be perfect
To do it right all the time
Not to other people's standards, their standards are too low
To my standards
My standards
And every time
I disappoint myself
I say I don't deserve, yet
And that's the exact result showing up for me

And I'm just going to honor that
A lifetime of being hard on myself
And justifying it
A lifetime
And my inner critic never takes a day off
Could've done it better
That goes on day and night
Sometimes it wakes me up
And it punishes me
So I'm calling it out for what it is
Ruthless
And mean
A lifetime of being mean to myself
I took this vow to protect myself from criticism
So instead, I criticize myself first
And I'm just going to honor that

Take a breath.

If this is bringing up a lot of sadness for you, as it often does, just keep Tapping. This process brings more tears than any process I use. I didn't expect that when I first started doing this, because the people who have this one tend to be more matter-of-fact achievers – very cut and dried. And they're matter-of-fact and cut and dried when they criticize themselves. In voicing that ruthless, mean voice over and over eventually breaks. It's like it finally cracks open some self-compassion. So if you're feeling sad and a lot of emotion and tears right now, I want you to know that what you're feeling is your heart actually opening with compassion for you. That's what it feels like to give yourself some compassion.

I want you to think about a six-year-old child playing baseball and taking a swing, while a ruthless coach stands over them and yells at them, "You could've been better, could've been better – what are you doing? What are you thinking? You should know this by now! What are you, an idiot?" On any planet, would you stand by and let that happen to a child? Would that be helpful? Zero encouragement, zero praise, zero reward – only "You should do it better." Is there any planet where you would say, "I think that's the right way to go with a child"? Of course not! There's no universe where that would make sense. Yet, it's what you're doing to yourself all day, every day, probably for a lifetime. Because when it could've been better, it doesn't matter how hard you worked – you don't allow yourself to feel good and to feel accomplished, to feel awesome. It could've been better takes all of the praise and all of the celebration and just beats it aside, and says, "I don't deserve it yet." And, energetically, the same will show up in your life. No reward, no validation, no real feeling inside of you – and always having to do more to prove yourself. You will attract people and situations that you

have to keep proving yourself with very little reward. Is that really what you want to keep attracting?

This is also tricky because the very people who have this vow absolutely love to be awesome at things. There's a side of them that can be very in balance and can say, "Mmm, that could've been better," and that's actually driven them, in a good way, to achieve a lot in their life and to become expert at things. They're the very people who really, really enjoy being expert at things. So it gets mixed up, this desire to be awesome at something, which is in the light and is very different from the, "I have to do it perfect, and if it doesn't meet this insane standard I've set for myself, then I'm unhappy and disappointed." That is very different from loving being awesome at things. So the two things need to be both honored and separated. It's awesome that you have a high standard for yourself and you always will. But how can you both see that and also see this dark, shadowy, mean, ruthless side of you that never allows you to actually feel awesome for the amazingly awesome things that you have done, for how far you have come, like a good coach would do for children.

Also, if you're feeling a lot of emotion and a lot of tears after that Tapping round, you can rewind and tap through it again. Sometimes what can go on in your mind, because your mind sort of fights for control sometimes, is your mind will say, "What's the point of all this? Like, now I'm just crying for no reason." Again, these are typically very matter-of-fact people, right? I want you to stretch into your own limits around giving yourself compassion, and caring, and love, because every time you criticize yourself, it kind of breaks your own heart. So what you might be feeling now is a wave or a well of sadness for everything that you've lost with this ruthless inner critic, everything that you've lost by never allowing yourself to feel awesome. And it's necessary energetically to move and honor that sadness, to actually cry those tears for yourself.

When you have a lot of sadness and grief coming up and you keep Tapping, it really does process it a little bit more fully. At times, it's good to cry and if you can, remember to do a little bit of tapping. You don't have to do it in any special way or say any special words, just tap on a Tapping point while the grief is coming up. It really will help you process it more fully, and move the energy of that sadness that's kind of been like locked down in the basement, up and out of you. I promise you will feel so much lighter. Because it's taking a tremendous amount of energy to hold that grief down, and soldier on, and get back to work, and be serious, and not waste a lot of time being emotional. It takes a lot of energy to hold that down. I challenge you to test your own limits of how self-compassionate you can be in doing this Tapping in this process, around the Vow to Be Perfect. Let's jump in and do a little more Tapping around that.

I probably started this when I was very young
I decided when I was young

To become a little adult
And to be a little more serious about things
And I learned that I liked doing things well
And other people liked it too
And I stopped allowing or even needing praise and support
I stopped myself
From letting the praise of others get in
Because it was safer for me
To not even want it
It was safer to me
To not need praise
To not need reward
So I stopped letting it in
And focused on achieving
And my own inner standard
Around perfection
And what was good enough
Maybe I got criticized
Or maybe ignored
Or maybe my parents were just clueless
Either way, I became self-reliant
And my inner critic has been trying to keep me safe
But it's really tough on me
And it started when I was a little kid
Almost like an inner bully
And I'm just going to honor that
All the times
I'm hard on myself
And I justify it
Have actually really hurt
Broken my own heart
And there's sadness in my system about it
I really want to forgive myself
For all of these things I supposedly messed up
I'd love to find a way to forgive myself
For the crime of not being continuously perfect
Can I forgive myself?
Can I accept myself
As not being continuously perfect?
Can I love myself
Right now?

Before I do another thing
In this moment
Where I am
At the same time, perfect and imperfect
Powerful and broken
And I will always be
Amazing and flawed
I will always be that
What if that's okay?
Can I learn
To love myself now
Before I've done any more things?
Or proven anything else
That would be saying in this moment "I am deserving"
In this moment already, I deserve everything I'm wanting
And it's okay to want what I'm wanting
Wanting to be validated
Seen for my amazingness
Honored for how awesome I am!
And paid well
What if it's okay for me to want that right now?
To want and be open to receiving that
What if I could love and accept myself enough
To celebrate myself
To put my around myself and say, "Good job!"
I've never done that
Because if I can
The entire universe will shift on its axis
And start delivering to me
More reward
More love
More praise
More money
More validation
It starts with me
This is new
This is different
And I'm just going to be open to it
A whole new way
I love and honor myself
I love and honor myself

I love and honor myself
I've always been doing my best
I've always been doing my best
The best I knew how at the time
And I'm just going to honor that

Take a breath.

I know many of you went and picked up a copy of Tapping Into Wealth, and these are Chapters 13 and 14. And particularly for Chapter 13, which is this one of the Vow of Perfection. It's actually called, Breaking the Cycle of Always Striving and Never Arriving. There's a great video that you can get – the URL is right the end of the chapter – that will support you in and continuing this work. Every chapter has a video that I've created for you that will support you in this Tapping Into Wealth Transformation program as well. So make sure you check those out, because this is really deep and powerful work that goes beyond what we did today – it goes beyond the Tapping we can do in this class today.

It's really something for you to think about and shift on a day-to-day basis. This is a long and deeply held habit of yours and you're going to start becoming more aware of it and here it. And you're going to struggle with it and be confused about it, and say, "But doesn't it make sense? Don't I want to be great at what I do? I don't want to be a slacker." You're going to have all of this dialogue about it, and that's okay, that's called consciousness. But I want you to remember a couple of things, and that is, every time I say to myself, "Could've done better, should've known better," I'm attracting to myself, the material things that reflect, "I don't deserve yet, and I should prove myself more." That is a fact! Do I really want to attract that?

And secondly, I want you to think about what it would mean to give yourself a little more compassion, and encouragement, and honoring yourself, because when you do that, you'll start to remember how much fun it is for you to be awesome, to be great, to celebrate how well you do things, how smart you actually are, and to laugh – God forbid – laugh at yourself when you make a mistake. Because, newsflash! You're human! You're not actually a robot. Robots are the only ones that can perform perfectly 100% of the time, based on how they're programmed. So if you want to stay human, giving yourself more compassion, balancing the inner critic with the encouragement, which is more about recognizing what you did well in the progress – just like we would do if we were training somebody, otherwise we would be a horrible trainer. Giving yourself those moments of celebration for what you did get done and what you did accomplish, and all of the things that you did see in advance, somehow, will let you feel that energy of how fun it is to be good at what you do, to be awesome, to be on top of it, to be creating things.

And from that energy – I have done this with thousands of people – from that energy, I can't even tell you how many times people come back to me and say, "I literally got fifteen compliments the next day, my boss came into my office and said, 'I just want you to know that we appreciate you and I never tell you that' and clients often say to me, 'I don't think I'm paying you enough, I'm going to start paying you more.'" I'm talking crazy things happen when you shift something that is this active and powerful within you. Crazy things will appear from the universe to match how you are now treating and speaking to yourself. So as you're debating about whether this makes sense as you're catching yourself through the day, I want you to think about that. What is it do I want to attract? More proving or more people coming up to me saying, "I love what you did, you're awesome," and then actually going, "Yeah, thanks it does feel kind of good to be awesome!" Do I want to start attracting the reward? Like is it finally time for me to feel like I've arrived at getting some reward while I still love being awesome or do I still have to live in this proving mode? That's your question.

This is a lot. I recommend Tapping through it again, of course, and sitting with some of this over the next couple of days. This is a good time to really journal and start to hear your inner talk more and journaling can really help you with that. What might bubble up are some past events that could be a little more intense or traumatic for you, and you might want to take those events and say, "Wow, I really need to do some Tapping on this past event, specifically," so be aware of that. Journaling can help with that as well. And I will see you in Module 6.

Margaret M. Lynch
**TAPPING INTO
WEALTH**
Transformation



MODULE 6:
YOUR HIDDEN AGENDA

Welcome! This is Margaret Lynch and this is Module 6 of the Tapping Into Wealth Transformation. In this last module, we are going to jump in and start talking about looking at some things that I don't want to happen. Because, as you take steps forward towards this whole new wealth reality, as I call it, when we look at all the different aspects of your wealth, one of the things you've done is set a larger goal for your income that we want to have you feeling motivated, and inspired, and taking action towards. But, there's one thing that we have to look at, and it's very, very important work, as we look at you moving towards that goal, and that is what I call your Hidden Agendas. We need to uncover and get really clear about any hidden or secret agendas that you might have that are attached, under the level of consciousness, to making more money.

If it's left in place, that little hidden agenda – these are my three Ds: it will distract, delay, or totally derail your progress. So distract, delay, derail everything you need to make that goal – the energy, the focus, and the action that you should be taking. We want to get really clear on what that secret agenda is, so that all the amazing work that you've already done so far in this program, that this is like the icing on the cake to make sure that you go from clearing some of the stuff in the past, moving towards this goal, clearing out your immediate reaction to that goal – of disbelief and all the things we did around outrageous goals. And that you are able to start taking, not just action towards your goal, but it's really about consistent action.

Consistent action – sometimes fast, sometimes slow, sometimes consistent action can look like one step forward, two steps back, and then three steps forward, and that's okay. But consistent action that spans even the bumps, the little hills, and the little valleys, that we hit. The slow period that can often complement some of the intense, really exciting period. Imagine if you could have consistent action. It's not just about crazy, gangbusters action, it's about that, plus consistent action. You will get to your goal much, much faster and these hidden agendas really get in the way of that consistency around your energy, your focus, your action, and again, it will distract, delay, and in some cases completely derail your progress. We certainly don't want that to happen!

How do we know what your hidden agendas are? I have this little exercise that we're going to do that is going to dial it in really clear. And then we're going to actually put it in a sentence together, before we jump in and you do the work to clear it. Some of the things that will come up in the hidden agenda are really important, really powerful, and they can be layered. There can be multiple layers in here. One of the biggest areas can get to our value. In my book, Tapping Into Wealth, there is a chapter around your worthiness and deserving and it's a really powerful chapter, and this is another way to get at that. It's another way to get at where we have value or deserving issues around money and wealth, because it often comes into a big piece. Often one of the hidden agendas that you have attached to earning more, it's sort of a different angle to look at it. I want to get to a lot of that work as well today.

I want to start out with the clarity, so that you have a real clear sense of what your hidden agendas are. We'll put it in this format of this "aha" moment, of this moment of clarity sentence to really capture it, and then we'll get into it more. I want to start out by giving you an example. If you've ever worked in a company and work on a project toward a goal with a group of people, you may have had the experience where you're working towards this goal and it appears that there's someone on the team that has what you call a hidden agenda. Because it seems like on the surface they're saying they're all working towards a goal together, but it seems that there's something else going on, there's some other agenda that they have. And I'm sure when you've been in that situation, there's this uncomfortable sense that they're actually working towards a slightly different goal than you know, and because it's hidden, they're doing things that might undermine the process a little bit here, thwart the process over here, maybe challenge the process a little bit, or maybe make people feel demoralized or not appreciated. And somehow, they distract, or delay, or they kind of derail the process or the progress towards that goal. Being on a team with them can be confusing, it can be frustrating, and you'll end up less motivated, less energy and less focus to really rise to the challenge.

And it's the same with you. It's almost like now there are two of you – actually I like to think of it like three of you when you set a goal. There's the version of you that's sort of the manager energy, that's like this is our goal, we want to accomplish, we're going to have ideas, and people are going to arrive, and it's going work out. Then there's the part of you that's kind of the worker bee, "Hello, I'm also the person who has to do the work." So when you're a small business or entrepreneur, you sort of have to step into the managerial hat sometimes – what are the goals of the company – and I'm still the worker bee, so I still step into the employee hat sometimes. And then there's this third person that can appear. This is the person that may have the hidden agendas on the team.

What happens when you have a hidden agenda? This is what it looks like. It's like when things are going along well towards the goal, it's all good. And it can actually be super exciting, maybe even more exciting than any other goal that you have gone after, maybe in a job. This can sometimes happen with consultants, where when they work for a company and they're working on the company's project, they are very steady and focused and their energy remains consistent. And if they hit a bump in the road, they sit down, and regroup, and brainstorm, and they work around the bump, and say okay, now we're going to figure this out. However, when it's your own goal and you have a hidden agenda, what starts to happen is that there's something that's below the surface that will trigger you more as soon as you hit a bump or as soon as you hit a difficult person, all or as soon as you have a difficult person, or as soon as someone says "No" that's not going to work, or pushes back, or questions you. You're much more reactive and then it can send you into a tailspin. If you've ever watched yourself try to go toward a goal and then go into a sabotage pattern, or

go into battle with yourself, or just pull back and stop doing it, it's usually because you've got this hidden agenda going.

Let's get a sense of what the hidden agendas are, and then I'll talk a little bit more about what they look like. Here's how we dial in and get that hidden agenda. I want you write your income goal down on a piece of paper that's right in front of you. Maybe you have it from the previous module. I want you to pick one – take your income goal and if you've already doubled it, maybe add it again, like maybe make it triple. I want you actually go bigger, right now, just for the purpose of this exercise. This is you in the future at an even higher level than your goal is now. Get that number, and I know it might trigger you in a different way. I want you to fill in the blank on some very specific questions around that.

The first fill-in-the-blank is look at that number and fill in the blank with three different feelings: "When I'm earning much money, I will finally feel..." And fill in the blank on three different feelings. "When I'm earning that much money, I will finally feel..." What? Secondly, here's the next sentence: "When I'm earning that much money, I'll finally know that I am..." What? Sometimes they're similar and sometimes they're different. Three things – what will you finally know about yourself, "I'll finally know that I am..." What? Thirdly, "When I earn that much money, I'll finally have proven to..." and fill in the blank. Sometimes it's a person, sometimes it's people, sometimes it's ourselves. "That I'm..." What? Now this one is really strong for some people and maybe not strong for others. Is there a person that I'm going to finally prove to them something.

This last one is more about universal things, like universal or spiritual truths, or principles, or Law of Attraction, or God, or the universe, or abundance, okay? I want to see that sometimes we have an element that's in here too that says, "When I'm finally earning that much money, it will prove that this is true." So this would be a belief, like God really does care, or the Law of Attraction really works, or anything can happen, or dreams really do come true, the universe really is abundant. Some of these sort of universal things that sometimes other people have treated you with skepticism around. Let's see if you have one of those. "When I'm finally earning this money, it will prove that this belief, or this philosophy, or this is true."

I hope you're starting to get a sense for some of these things. A lot of times what we'll have is, "I'll finally feel safe. I'll finally feel powerful. I'll finally feel smart enough." And there's often one that has to do with validation. "I'll finally feel like people see that I'm good enough, I'm smart enough, I'm a winner. I finally figured it out." And sometimes, it's like, "I'll finally prove my father wrong," or "I'll finally prove to my mother that I can do it my own way," or that I can succeed, or that I'm a winner, or that I'm special.

There's often these personal, emotional, and sometimes even psychological needs that we

attach to our income goal and they can be in three buckets, for the most part: 1) What you'll finally get to feel, like safe, or free, or good enough. 2) Things you'll finally get to prove or have validated – that one was always a big one for me. Or you'll finally get to be an identity, I'll finally get to be powerful, a winner, respected. 3) Then lastly, this one about a belief. And it's probably very different from the belief your family paradigm had, that God is loving, or God cares about me, or that there's a Law of Attraction that really works, or that believing in your dreams is worthwhile. Because one that's a little bit more spiritual- or belief-related that is also hanging in the balance. For some people who are more spiritually wired, this can be a really powerful one as well.

You have this income goal and it's going to require you to take steps, and have energy, and focus, and action, and bring all of your brilliance. And if you were in a job and you were working on a project, as I said before, you'd hit a little bump in the road and you'd figure it out. But what happens is that, when you have a hidden agenda, you're layering kind of secretly all of these attachments, and that's what they are, they're attachments, onto your goal, it will create emotional havoc. If someone says to you, "That will never work," or you build up all this energy and you do this big proposal, and you send it off to somebody and they say, "No thanks, we're not interested." Instead of it just being a bump in the road, it takes all of your excitement about finally feeling safe, and the word finally means you haven't your whole life. All of your hopes and dreams of finally feeling safe are being ripped away. Or "I'm finally going to get to feel good about myself," can get ripped away in that moment.

That is why we have the bigger reaction to it, right? They're not just saying, "No, I don't need your product and service right now," they're saying in your energy system, "Nope, I'm not validating you as finally good enough," or "See, dreams really don't come true," or "Positive thinking, Law of Attraction, all of this perfect storm of the way I met you, and you thought I was going your best, greatest client and now I'm saying 'no' – it means all of that doesn't work and your parents were right, or the skeptics in your life were right." So it's a much more intense reaction. And that's what happens when we get distracted, or delayed, or derailed. Our energy, our focus, our action really gets taken down by these. You know my theory – it's better to know it, to uncover it, to be on it, to expect it, to be clear about it, so we can deal with it very, very specifically. A specific issue, we get specific about clarity, what it is, and then we can do specific work to clear it away.

When you have this happening in your life, it can often be a cycle. Before we get into the sentence where we're going to capture it, then we'll get into the Tapping, it's really enlightening to take a second to step back and see if this is a cycle that you've played out before. Because it can explain some of the things that you have attracted by Law of Attraction and the way it works because of your hidden agenda. I just want to say that this is layered and this is deep, so you might have to listen to it a couple of times. I think that if you're in this program, you're ready for this level of work, and you're ready to hear this at

this level. We're really talking about some deeper levels and higher levels of looking at things, both from how they affect us in our life and then going up a level of consciousness and looking at it and saying "Oh, I see the pattern." I recognize that what I'm asking you to do right now in looking at some of your patterns is hard, and it is advanced, and I think you can handle it.

Here's the thing: if you have a hidden agenda that says, "I'm going to finally feel smart enough, finally feel safe, finally feel validated," it means that any time that you've set goals, that you probably had this attached to it. Even other goals – weight-loss goals, fitness goals, or other little crazy goals at jobs that don't even matter to us anymore – other goals you've probably attached this to. It means that what you're creating, what you are attracting by Law of Attraction from that energy, "I'm finally going to achieve enough to prove and get this space where I'm safe, where I'm smart, where I'm validated," we're not actually attracting feeling safe, and smart enough, and validated. What we're attracting when we have this energy is opportunity for me to be in the position of trying to prove. So instead of manifesting situations where I get validated, and I feel safe, and I feel seen, and I feel worthy, I'm manifesting situation after situation after situation where I strive to prove against something that I am. I try to get there. So we keep manifesting more situations of trying to get there. That's why it is so powerful to see this.

When we have a hidden agenda that says, "I'll finally be safe," it means my reality has been, "I've never felt safe." And you could think of it as a lifelong battle to overcome this thing that says, "I'm never safe," because the "I'm never safe" and "I've never felt safe" will feel more like a truth. So we're working and working and working to try feel safe, and when we get to this goal, now we can see it: "Oh yeah, I'll finally feel safe," which means I don't now. It's almost like my whole life, I've been in battle with this idea of, "I never feel safe, will I ever be safe, I can never feel safe," so I'm trying to prove against that. If your hidden agenda is, "I will finally feel smart enough," it means "I don't feel smart enough now, and I probably never have." So think of it like you've been a lifelong battle to disprove this truth that's been wired in to you that you're not smart enough. The "I'll never be smart enough" truth. And it's almost like a battle, because you'll manifest opportunities to try to disprove that you're not smart enough and finally say, "I feel and everyone is seeing that I'm finally good enough, I'm finally smart enough."

When you have this unconscious, but kind of habitual way of operating, to prove that you're good enough or smart enough, you're going to attract the following. You're going to attract people who match that battle. Because what you're manifesting isn't situations where you're good enough – you're manifesting situations where you go into battle to prove you're good enough, or smart enough, or safe enough. So you will attract people who match the battle – critical people, negative people, difficult and withholding people, people who are difficult to please and withhold praise – how many of THOSE people have you attracted?

And they'll reinforce this question: Oh, maybe I'm not smart enough, maybe I'm not good enough. You'll attract circumstances and situations that will seem to unfold and prove that you somehow are missing something or made a mistake. And then you'll be in battle, even when it doesn't feel like battle. Striving to prove is a form of battle, because we're battling against the old way, the belief that says we can't have it. So when you go into battle with people or circumstances, but you end up feeling the disappointment, or the hurt of maybe even disempowered.

You want to look at your life and see, do I have a string of experiences where I was in proving or battling mode to try to prove that I'm good enough, or to try to strive to finally be safe, and then it turns into this cycle. The cycle leaves you feeling hurt, devastated, disappointed, less powerful, less confident – this is how it distracts, delays, and derails our focus. And what happens is that we'll recover from that, and then we'll restart a new cycle. We'll set a goal or take a new job that seems completely different on the surface, with completely new people or a completely new partner, and then it turns into the same script again. It may have played out many times, but by bringing you're hidden agendas – which is really your personal needs for security, for freedom, for validation of your worth, your choices, your brilliance – when we bring in those hidden agendas, they are operating unconsciously and we want to bring them into the light and knowledge them.

Sometimes it's very hard to acknowledge because we learn not to, but it's okay for me to want to feel validated! For me to want to feel validated, and honored, and seen for my brilliance. It's actually a real human driver, and it's a good one, a real one. It doesn't mean that you're too needy or insecure, and of course sometimes we can be over-the-top and we can tap on that. But even if you tap because you feel like you're too insecure and you're too needy for people's approval, and you become very solid. At a basic human level, we are supposed to have our brilliance seen and reflected back to us through the eyes of people who love us, and are like "Wow, you're awesome!" And they say that to you and you feel it, and you go, "Yes, I feel it too. What I just did was awesome." That is a basic, and powerful, and positive human need. It feels good, and it's supposed to feel good.

It's better to take the hidden agendas and put them out and say, "I actually need to feel safe, and seen, and validated for how smart I am. I'm not perfect, but validated for how far I've come, for how much I've done, for my real worth, my real value." And that's what changes. As soon as you do that, you can start consciously going after those needs in the right channel. And then, you're manifesting those situations, instead of opportunities to strive for those situations, right? So if I say, "I'm going to be honest. I need to feel more safe, more secure. And now I'm going to do affirmations about that, and now I'm going to do Tapping specifically about that, or meditation specifically about that. I'm going to do a meditation or affirmation every day that says 'I choose to feel safe, and loved, and held, and secure.' And maybe I'm going to get some audios and play those." Now I'm manifesting a shift into feeling

more safe, more held. And I'm going to look at the people I spend time with and say, "I want more people in my life that make me feel loved and safe, not criticized and attacked. Maybe I need to move away from some people and move towards other people, instead of what I was doing before, which is being in battle with people who criticize and attacked me and make me feel not safe."

When it comes to feeling good enough or smart enough, honoring that can be really hard, because we've learned you're not supposed to need it, you're not supposed to need to feel validated or have other people say you're great. And we've learned to say, "Oh, I don't do it for the praise. I don't do it for the attention." And that's actually not true. You do need to be seen and honored. That's why so many people in this exercise have validation as one of them. I'm finally going to be respected, like it's going to be validated by me and other people and maybe my family – like "Oh, she really IS good enough, she really DOES know what she's doing. You really can make money as a coach," or whatever you're doing in your field. Own that. I'm very famous at my events, and my trainings, to say, "I need compliments. I, Margaret Lynch, 100% need and love compliments." And everybody laughs and I make a very light, but it's true! I need to have people who love me and know me, colleagues, look me in the eyes and say, "That was really awesome!" And when they do, it's just as hard for me to let it in as anyone else. I try to deflect, I say "Oh, oh, oh," and then I stop myself and I go, "Just let it in. Let yourself receive being seen for what you just did, because it is what you need." It's the celebration, it's the joy, it's letting someone who really sees you and gets your brilliance, speak to it, and we do need that.

Once I realized I really do need that, now I can go directly for that. I can say to people in my life, and I have said this, "You know yesterday when you told me I did a really good job on stage?" "Yes." "I kind of couldn't let it and I wasn't listening. Could you tell me those things again?" And that's really hard to do. And they say "Yes" and then they sit me down and say, "you did this, you did this, you are amazing, you were on fire," and I breathe and I try to let it in more, I try to let it in more. Because what I don't want is to manifest situations where I'm always trying to prove I'm good enough. I want to start manifesting, through people and circumstances and my own self-honoring, where I get to feel I've arrived. Before I do another thing, I've arrived. I have value, I have value. I'm worthy right now. It's no longer part of my hidden agenda to prove to everyone on the planet, starting with myself, that I'm good enough. That's what shifts when you have this consciousness.

Here's the sentence that I want you to sort of summarize. When you look at your income goal, here is the sentence: "I really need this money because then I will finally be _____," fill in the blank on one. I will finally be – what's the biggest one? "I will finally prove _____," fill in the biggest one, "and I will finally feel _____." Fill in the blank with biggest one. So we get it all in one sentence: "I really need this money because then I will finally be, I will finally prove, and I will finally feel – what? There's a sentence I put in in my book, Tapping

Into Wealth, on hidden agendas, and it's this sort of reality statement. And believe me, this is sometimes what I will say to myself when I need to get back on track. It's a reality check. This is how it sounds, and I've filled in the blank on some of the sentence so you can hear that. The truth is that I have attached my life-long need to feel validated, smart enough, good enough to my income goal like a secret, hidden agenda. This keeps me in a cycle of battling with my goal. It keeps me in a cycle of attracting people and circumstances that perpetuate that cycle. I'm ready to deal with my real needs in a real way and free myself to work towards my goal for the joy of sharing my gifts and creating wealth.

It's really a very high level of consciousness. That's why I mentioned that this isn't light work. This is really asking a lot of you right now to come into a higher level of consciousness. It's like

rising above your life and seeing some of the patterns and the cycles, and then honoring that you have lower, deeper needs, not just to serve, and give, and not ever get any praise, which by the way, money is the energy of reward and validation, and if we say we don't need that, we're not being honest. Because unless you are a programmed robot, you need to be seen, and honored, and celebrated, and praised, and high-fived, and hugged for your brilliance. And you need to feel safe, and loved, and secure. You need all of those things.

So let's get real about our needs, go after them directly, remove them from our hidden agenda, and then we actually get to manifest the reality of our needs showing up. Not these cycles of trying, and proving, and battling to get them. And, again, some people find it very strange that I use the word "battling" and they say, "I never battled. I don't battle anything." When you are striving, and striving, and striving to prove something – prove you're good enough, prove you're smart enough, prove you deserve the money, prove whatever it is – that is a form of battle, because you are battling against a belief that says, "I'm not." And you will manifest all the people who carry that belief to walk right up to you and say, "I don't think that was good enough." And, personally, I don't like attracting those people. I'm done attracting people who reflect my own inner critic. So it's really like what do you want to attract? More opportunities to prove you're good enough, or the reality in which you finally feel good enough. Those are two separate things.

Take a breath, and receiving all of this, think about how much energy all of this can take away from the actual energy, focus, and action towards your goal. This is why it's distracting, delaying, and derailing. Instead of, as I said in the beginning, when you do all of this work and then you put out a brochure and you don't hear anything, instead of thinking to yourself, "Okay, phase two of my marketing. People need to see something multiple times. So now I'm going to send them an email and follow up with a phone call," you sit there in your home and you say, "Nobody called. Oh, my God. No one cares, no one sees me, I'm not good enough, it's not resonating, this doesn't work." And we spiral into all these places, because it's not that no one heard from you and it's just another step of your marketing, it's that

you're being denied all of the validation, and safety, and security, and love, and celebration, and validation of your brilliance – of you as an expert – it's all being robbed of you by that one situation.

We need to separate these two. And it's amazing because not only does it help you work towards your goal, but I actually care less about that. What I care about the most, is you starting to go after and get your real needs met. Before we get into the Tapping, I'm going to issue you one challenge, which is: look at the needs that you have, and I want you to take someone in your life who loves you – this isn't someone you're in battle with – a partner, a spouse, a sibling, a best friend who loves and cares about you, and I want you (and you might have to do a lot of Tapping around this first and that is okay), I want you to tell them what you need. I want you to say, "I had to do an exercise in this class and I'm supposed to share it with someone, and you're the person, and this is really hard for me." You can give a preamble and say, I really need to feel safer, and held, and loved – whatever it is. This is a deep need that I really do have that's hard for me to admit to. And I can tell you that if this is someone who knows you and loves you, they are going to be thrilled, and they're going to sit in that moment and they're going to meet that need. This can be life changing.

I've done this with friends that I've had for a long time, where we were friends for a long time, and I sat down and we had a conversation, and I said I asked for more of my needs to get met. And it wasn't needs that they didn't want to meet, it was just more honesty about how I wanted to feel in the friendship. And it brought our relationship too a much deeper level. In many ways, we have never asked for these things directly. We've been mad at people for not delivering them, haven't we? But we've never actually asked for a lot of these needs directly, because sometimes we have shame around them. That's going to be your challenge.

We're going to do some Tapping. I'm going to use a lot of different words to cover a lot of different things that people have. This is an area where, when you get triggered around your goal, do you see how it laser-focuses your actions, and particularly your Tapping. Your focus for this personal development around it now becomes laser focus, because it's not just about feeling frustrated in the moment. Now you know a whole other level deeper, where you're like, "I know what's really going on: I don't feel safe right now." We're going to tap through the points:

I really need this money
I really need this money
I need it
Because when I finally earn that much
I will finally feel safe
I will finally feel safe
I will finally feel good enough

I will finally feel smart enough
I will finally prove everyone wrong
I need this money
So I can be a winner
So I can finally win
It means so much to me
Even more than just the money
I need it to finally prove to everyone
Even myself
That I can do it
That I'm good enough
That I matter
To finally feel safe
Ease
And finally be free
Finally be free
Free to be me
Free to do what I want
And I don't have to care so much
About what other people think
Maybe I will have proven some people wrong
I will have shown that I really am special
And they said I wasn't
Proved that I'm strong enough
Proved that I'm smart enough
And I'll finally feel deserving
Of that reward
I'll finally feel good enough
Deserving of that much money
I need this money for so many reasons
I need it
And while it's being withheld
Or every step
If something goes wrong
I am going to be disappointed
Upset
I'm going to question my worth
I'm going to feel unsafe
I'm going to feel criticized
I'm going to be very reactive
Of course I will be

I've attached all of this
To my income goal
And I'm just going to honor that

Take a breath.

Just notice if you're having even more clarity and perspective around that. Notice the clarity and perspective in there. So many times people said, "Oh, my God, Margaret, you are in my head." That's Tapping that you might want to do again. Sometimes it brings up some clarity. I want to do a quick round for those of you and just for kicks, it might be really be triggering the worthiness issues. For some of you, these won't feel as strong, but remember worthiness and deserving, like your value, always has a number connected to it and as you go up in income goals and start talking about or wanting to earn more, it will trigger your worthy and deserving issues. That's why I like to make the number bigger, then you really think, "Oh, I felt deserving here, but not there. I don't know what I could be doing to deserve that much money."

I want to jump in and do a quick round of Tapping, just voicing the dark side of this inner question around deserving issues. And, again, if you've noticed a pattern in your life where you constantly have people come into your life who doubt your value, or withhold praise, or say "could've been better," or are critical, then I really want you to be clear that the work starts with you. That you need to work on your own attachment to criticizing yourself, and when it clears, those people won't come around anymore, because you don't have anything to prove to them anyone, you don't have anything to battle. You're ready to just feel worthy. It's amazing how this shifts. We're going to jump in and voice a lot of question in the shadow, the dark side, around not feeling worthy.

As I look at this income goal
And if it got bigger and bigger
I don't feel good enough
I doubt my value
When I think about taking big steps toward my goal
I don't think I have what it takes
What if I don't have what it takes?
What if I'm not good enough?
And that question in me means
There's a part of me saying, I'm NOT
A part of me that believes I'm not good enough
Not smart enough
Not valuable enough
And that I don't deserve it

That I'll never deserve it
That I'll never be good enough
And this part of me
Sometimes it's loud
Not enough
Not enough
Not enough
Not enough
And I'm just going to honor it
I'm just going to honor it
I totally honor this part of me that says
I'm just not enough
I'll never be good enough
I'll never be good enough
I'll never be good enough
I've listened
And I've battled against it
So when someone says it to me
Or insinuates it
Or questions me
It really affects me
I have a big button around this
And I'm very reactive
To it being pushed
Not smart enough
Not strong enough
Not good enough
Something wrong with me
Something broken in me
Something just not right
Something monstrous in me
Something stupid in me
Something just broken
I totally honor this inner voice
And I'm sending it love

Take a breath.

I do this Saboteur Process at my live events every year. We call it the Shadow Saboteur. And one of the questions after we do Tapping around something like this, is if you think about that voice that we just did Tapping on – the voice within you that says, “Not good enough”

– if you were to take a breath and go into your body with it now, and how old would you say that voice is? How long has it been around? And if it's a version of you that's shouting that, how old is it? Like is that a six-year-old or three-year-old? Because it's usually a version of your inner child that has a lot of fear. I want you to be with that for a second and honor that inner voice. That maybe there's more work to do, maybe there's some inner-child work to do around the, and when we do that work, it's incredibly powerful.

If you have an inner voice that says, "I don't think I'm smart enough, what if I'm not smart enough?" Which always means, you know, the question means there's part of me that says I'm not, and I'm pushing against it, and I don't want it to be true. If you have this inner voice and it's at a 10 on a scale of 1 to 10, or an 8 on a scale of 1 to 10. So it's high, it says I'm not good enough, you're not good enough. You'll know because if you try to say you are good enough, you'll feel shame in your system, shame or embarrassment any time you feel like you're being seen as not smart enough, not good enough, not enough. Any time you make a mistake, it will really trigger a lot of shame, that's how you know. And if this voice is at an 8 or a 10, and you can do some Tapping like this, and recognize – wow, this is a really old piece of my inner child, it's very protective of me, it's scared, it's got some other things going on – and you can bring that voice down, even two points. So say it's an 8 and it goes down to a 6, that is a massive, massive, massive change. Because instead of saying, "I'm not good enough" at an 8, now "I'm not good enough" only feels true at a 6 – that's a massive increase in actually feeling good enough.

When you shift inside like that, the entire world and everybody on it will spin on their axis and change. They will literally change. Someone will walk up to you and say, "You're awesome!" It's amazing when you can shift this space. And, the more it gets quiet – the more you see it specifically and honor it – this little hidden agenda – take away the goal, it's a hidden agenda all the time in you. It's "Am I good enough? I'm trying to work that out," and anybody who gets in the pathway of that is going to be part of this mess, right? When you can work it out within you, and start to reduce that question, where you actually say, "Right now, where I am, I feel a little bit more worthy and loveable." When you do that, you no longer need to attract the same people to go into that battle – it's like you're done with the battle. And what happens is, if someone came up to you and said, "I don't think you're good enough," and it suddenly triggers you less, that's where the big shift happens. Because instead of it putting you out of your body, or putting you into shame, or having you react all over the place, or you not saying anything or going into people-pleasing behaviors – it just doesn't feel as true. It will be like you're the adult and they're a child and you'll have a different perspective. It starts to be like if someone would come up to you and said, "You're purple." And you're like, "Oh, ok." It doesn't trigger you, it doesn't really mean anything, it's sort of like, "Well that's interesting that you're coming from that perspective, because I know I'm not purple!"

And that's where everything changes. All of the energy that used to go into me proving to

skeptics or critical people that I was smart enough or I was good enough, stopped going in that direction. I pulled my energy back to me, and it just happened very naturally from doing Tapping like this. It just didn't matter anymore what they thought. And suddenly a massive amount of energy is available for what I wanted to create. And that's where the difference between the hidden agenda and the goal is. The goal is the energy, the focus, the action of what you want to create. And the hidden agenda is all of your beautiful energy being distracted, delayed, and derailed into patterns of battle, and proving, and going into this cycle. The same energy that you're using to prove, could be the energy that you are using to create. To create the reality that you want, instead of more opportunities to prove yourself, that someday you're going to be good enough to deserve what you want in the future. Let's just create the future, doesn't that sound great! So this is the Tapping that I want to do to shift into the upside. And then I want to leave you, as we end this module, with my five key disciplines for creating this new wealth reality. This is going to be some positive Tapping, because we love to use Tapping for the positive as well. And we start out this Tapping with a little bit of consciousness. So here's the tapping:

I've attached a pretty powerful hidden agenda to my goal

Wow!

I've probably attached the same agenda

To all sorts of goals in the past

It's really hard to let go of this attachment

To earn this money

To need it

To finally be and feel something

Safe

Free

Validated

Things that I've wanted my whole life

Things I don't even want to admit I need

But I've needed them for a lifetime

I've been so sure

That this is the best way to see my goal and more money

But I'm going to be open

Open to meeting these needs more directly

Now that I see them so honestly

So clearly

As I meet these needs directly

I free my income goal

I free it

To be fun and exciting and full of possibility

I am open to freeing my income goal

Freeing it
From all of this weight
I free it to represent what it should represent
The truth is
When I'm earning that much money
It means
I will be giving my gift
Serving many more people
Giving my best in a much bigger way
Giving my best and being richly rewarded
Giving and being my best
And being richly rewarded
I actually love giving my gift
I love watching people benefit
From my unique gifts
I really want them to benefit
I love making other people happy
Through my best gifts and brilliance
And there's more people
Way more people
Who can benefit from my gifts
In the unique way that I do it
So my income goal represents
Me giving at a higher level
Giving what I love to give in a bigger way
In a higher level way
And the joy of people receiving that
Benefiting from that
And exchanging energy with me
Paying me
For that amazing value
That's what's in my income goal
The highest good of people
So many more people
And my highest good
Giving and receiving
At a higher level
A higher level of brilliance
A higher level of execution
A higher level of efficiency
Giving and receiving

At a higher level
That serves their highest good
And serves mine
I free my goal
To represent this exchange
Giving and receiving
At a much higher level

Take a breath.

If you really think about it, that's what it should represent. Breathe into that. That's what it should represent: giving and receiving at a much higher level. A level that is maybe more leveraged, more of your brilliance, more of your clarity, more of your best, more of your heart, there are so many different levels. And the journey to that goal is going to represent you growing into that person who does things in a more strategic, and leveraged, and higher-energetic way. Those are all skills that are going to come as you take steps toward that goal. Breathe into that, and free your goal. Now we're always going to get triggered around our goal, we're always going to get triggered around the results. Of course I'm to get triggered and be bummed and disappointed if I set a goal for something and my team does all this work and the results aren't what we hoped, of course. But we deal with that directly. I deal with the feelings directly, I don't pretend that I'm not having them, I know that there are other agendas that I have, of course I do, I'm human. Of course that result can, instead of just being like, "Oh, this happened in the business for some company I worked for," of course it can trigger me to say, "Oh, my God, am I really good enough? Did I not do a good enough job? Are people not liking it? Am I not resonating?" There's all of these questions that come up. And some of them are solid marketing and business questions, of course. And some of them hit me more personally.

So as you walk towards your goal – that's why I want to get into these keys – there's going to be ups and downs and my advice is always to deal with it so honestly. Deal with it at that first level: "I'm disappointed, it hurts, it hurts. Am I good enough? Am I smart enough?" A whole level of Tapping there. And then you come out of that, maybe the next day or two days later, and you say, "Okay, I have two more levels to look at. Two more levels to look at because now I'm calmer, I've dealt with the real emotional reaction. One level is, what are the smart, strategic, marketing learning lessons I can learn here? Where is it that we're getting feedback? Where can we grow, where can we tweak, what we need to do better at? Just like you would if you are at work and it was a project that you didn't have all this emotional stake in.

And then the other level is, "Okay, what are my hidden needs that I'm playing out in this cycle? Am I creating, somehow, energetically at higher level, am I attracting patterns of,

‘I think it’s going to be this, and then it’s disappointing.’ And what’s in that pattern for me personally. What am I in a cycle against. What am I trying to disprove.” And I will always ask myself those questions. What am I in a battle of trying to prove, and when it doesn’t come true, I feel disappointed because somehow what I wanted to prove didn’t come true, and the other thing that I didn’t want to be proved, is now proved, like dreams don’t come true, or Law of Attraction doesn’t work, or I’m not smart enough. So that’s a whole other layer. It’s harder, it requires consciousness, it requires the first level of dealing with your emotions honestly, really get into it. This higher level is what will separate you from everybody else on the planet, because it’s a higher level of consciousness. It’s saying, not only am I going to deal with my emotions at this level, but I’m setting a pretty high goal, and I need to keep being conscious. So I’m also going to look at the key learnings, and I’m also going to look at, is this a pattern for me. And I’m going to get really honest with myself about it.

I want to honor you for staying in there with me on these higher levels of consciousness conversations. They’re not easy. We talk a lot about having people, and having other conscious people around you, and sometimes a lot of the needs that you have can get met by being open to having more people come into your life who you can share with, who will have conversations with you, who are into this kind of work – consciousness – who understand your goal, who can validate your brilliance where maybe your family can’t, because they don’t get it, they don’t see it, they’re not in the same world as you when you look at your goal. And often, I find, when we come out of battle with our family or people trying to say, “Do you see?” like trying to get them to compliment and validate us. And we can breathe on that, and we actually can say, “I need more people in my life who get what I do and see my brilliance,” and those are different people than my family, normally. And when my colleagues look at me and say, “Great job,” it’s a high level of receiving that validation. And, again, it feels good – it’s supposed to feel good! So, awesome work there.

Okay, take a breath, because what I want to leave you with is my five keys for reaching goals. These are sort of little strategies, but it’s going to bring in some personal development themes, and very specific strategies around each one. But also, ways that I recommend that you hold the energy within yourself.

The first of the five keys is a hard one. This is so hard and it’s the first one, and it’s what we’re talking about right here. Make a commitment to regularly observe and catch yourself in the act of falling into old patterns that limit what you can do, or have, or be. And especially any tendency to go into battle with yourself, or with others, or go into battle with your worthiness. This is like one of the hardest things to do, it’s what Eckart Tolle calls “extreme presence.” It’s sort of being in it and having a part of you go, “Oh, I’m also observing that I’m in a battle with myself.” If you can become consciously aware of old habits, then you can actually take that opportunity, this brand-new moment of presence and opportunity, to take charge of it and make a change. And instead of letting the old patterns and program control

you, which they still will do for a while, you'll still be in it – you'll still say, "I still feel like I'm in a tailspin, and I'm frustrated, and I'm mad, and I'm disappointed, and I've been here before, but Margaret, I see it. I also am observing myself doing it." That is powerful.

Each time you can just catch these patterns, you'll actually weaken the pattern. You'll find the strength to challenge yourself, you'll find a resource, and you'll start to really shift it. And that's where Tapping is very, very powerful. In the moment, break the state. You catch yourself in a pattern and you start Tapping. You will have a shift out of the intensity of the pattern, and you'll have more access to perspective, to a higher level of consciousness about what's happening. And I really believe that's why, when you use Tapping with personal development work and consciousness work, like we do in my Rockstar program, that people make progress really quickly. Because instead of trying to fight it through, like listening and understanding, the Tapping breaks the state. Then you have a higher level of, "Wow, I see how I go into this pattern."

Number two: commit to showing up more fully engage and charged up. Check in with yourself if you're going through the motions and you're not all in. If you find you're like dragging your butt, and you're not all in, there's two things that are happening. You either need to actually rest and restore, and give yourself a break, and go get a massage, and lay on the couch, and give yourself permission to pull back to rest, to restore. Secondly, on the other side of that, there's getting more energy going. Sometimes for me, it's really looking at the goal and saying, "How badly do you want it, Margaret? How badly do I really want it?" Remind yourself of your goal, how badly do you want it? If the answer is, "I really freaking want it a lot" then take that second to bring up the passion, and the energy, and the desire. Even when I'm tired, I have to be on, after three days on stage and I have another presentation, I need to be on. I need to jump up and down, I need to get the energy, I want this, this is what I want, this is my thing. And you get that energy going and from that vibe, you will actually have more resources, more clients, more partners, more money will line up for you because enthusiasm, and exuberance, and excitement, and passion will take you far beyond. A person could be three times smarter than you, and I promise you that with your passion and enthusiasm, that you will go way further. Even if they somehow have a bigger brain than yours, your passion and your enthusiasm are the big needle-movers. People will line up to be with, because who doesn't want to be around that energy!

Number three: commit to taking action and doing everything you need to get action going. Sometimes this isn't just about action, action, action. It's committing to do what's needed to get action going. Sometimes it means figuring out steps and making a plan, and sometimes it means giving yourself time to dream and brainstorm. Go out and take a walk – it's counterintuitive, I've got so much to do, so I'm going to take a walk and not actually get started. And in that walk, ideas will come to me. Give yourself time to have ideas come and inspire you. It also means putting things on the calendar, creating deadlines if you don't have

a boss. Pencil-in the action you need and create some deadlines to mark your progress. Or even better – get an accountability partner. This is where people come in. Get into a mastermind group, or a program, or an accountability partner, because I don't want a boss, nobody wants a boss, I don't want to be accountable, who does? But when I look at my goal and I said I really want it, I know that I will be more efficient and I will be more effective if I have accountability. Nobody likes reporting to a boss, that's why we started our own business. But if I said to you, how badly do you want it and how soon do you want it, and you said I really want it and I do want it soon, then accountability strategies will keep you more focused. I used to get more done before that accountability call than I had gotten done in the previous two weeks.

Fourth, this is going to sound very crazy, it's counterintuitive and it works. Take a minute, regularly, to review your plans and goals, and then do something – this is going to sound crazy – and give yourself permission to not accomplish your goals and forget the whole thing. Give yourself permission to quit the entire thing and walk away. Keep your life, keep your money exactly as it is, there is nothing you have to do. This is super important, because the truth is, you don't have to do it, you don't have to commit, you don't have to do another blessed thing. And when you give yourself that permission to not choose it, you will get more energy that will come back. Because as soon as you say to yourself, "I HAVE to do it," your goal becomes this burden, and this struggle, and this thing you have to do, and another thing that you're working on – you lose your power and you become a slave to that goal.

True choice and more energy comes from knowing that you actually don't have to do something and you choose to do it anyway. So it's important to say, "I could let this go." Because you can! And that will give you the space to actually choose it, because the goal has to be re-chosen and recommitted to quite often. I'd do this with clients and it used to blow them away. They'd be like, "What??? I thought you were going to get me more committed." And I'd say, "Nope, I just want you to feel that." And what they'd say to me 100% of the time, is that "I feel light. I feel free and I feel spacious." Give yourself that space, and really think about what it means. There's nothing you have to do and after you've given yourself that choice, then decide again freely, consciously, do you really want this goal? And then, if you say "Yes," I'm telling you, you are going to find more energy. Sometimes, I had to do this on a weekly basis, and recommit, and re-choose and say, "You know, there are aspects that are hard, and you know what? I don't have to do this and I still choose to do this. I will do this every freaking day. Even though there are aspects that are hard and there are aspects I could complain about, but I still choose it." And when you choose you have way more energy. We're so used to being stuck in jobs where we don't have a choice, we have to do it.

That brings me to my fifth key, which is that there are going to be ups and downs. Stuff will happen, as I said. There's stuff that will trigger frustration, disappointment, stress. Don't

deny it. But in those dark places, are you still choosing your goal? Do you still want it? Do I still really want this? And in those moments of fear, anger, frustration, or disappointment, which you will have because you're human, my fifth key is trust and shine both your light and your dark. Accept that within you, there's light and dark. Accept that you will always be scared to death and courageous, that you will be both lazy and incredibly hard-working. That sometimes you will be stupid, and do things that seem clueless and idiotic – AND you're brilliant! That, yes, there's selfish impulses in you, of course there are, there will always be! And, you can be incredibly generous too. That you will always have both. Walk around with the knowledge and acceptance that this is who you are. And when you accept your dark side, that some of these things are okay, you become unstoppable, you truly become unstoppable.

When you think about the hidden agendas, if one of your hidden agendas is to finally prove you're smart enough, which means there's a part of you that's terrified and always saying, I'm not smart enough, I'm an idiot, I'm stupid, it's my secret, I'm afraid of the Secret people seeing it, so I'm going to always try to prove that I'm smart enough. It's so incredibly freeing to say, "Of course I'm a complete idiot sometimes, and I make dumb mistakes, and I'm incredibly brilliant as well. I am both." If we have an agenda to prove that we're not selfless. It will create a lifetime of over giving and over sacrificing. This is another perfect example. It will create a lifetime of activities around that. And do you know how much time and energy that wastes? To prove that we aren't ever selfish? We're human, of course we're selfish some of the time. And so to be able to say, of course I'm selfish, and I'm pretty generous as well. I'm selfish sometimes and I'm generous. I'm always going to be human, I am always going to be both. I am always going to mess up in embarrassing, ridiculous ways and be amazing. When you can honor that, so many of your hidden agendas will start to lighten.

Courage is another big one. SO afraid for people to see that we're afraid. What if you could just admit, sometimes I am terrified at being judged and criticized, and I'm a complete chicken, and I'm also brave and courageous, and sometimes I've done things that are downright heroic. Do you see the lightness in that? Do you see the exhale in that? That you can actually be imperfectly successful, imperfectly perfect. We're so hard on ourselves for our dark sides. And I'm telling you, when you are up there, doing some amazing speaking, and people see you as this powerful, courageous, fearless person, "Wow, you were up there speaking and you did this incredible workshop and you were inspiring," I don't care what you do. When they see you doing that, they will automatically think, "Wow, look at this strong, powerful person." And when you say to them, "Oh, my God, sometimes I'm a complete chicken, I am scared to death!" And other times, I can push through that and be incredibly brave and courageous, everybody in that room is going to exhale, and go "Oh, it's okay."

If you're up there being amazing and brilliant, and you are teaching something, presenting to people, or explaining to people, even if it's like two or three people in a group or up

on a stage, and you are just in your brilliance, and you say, “And sometimes I make the STUPIDEST mistakes – thank GOD I’m afraid to be criticized for that,” The whole room will breathe and go, “Oh.” And it takes a different edge off your hidden agenda, of making sure that no one ever sees that you’re not smart enough, or that you’re always brave, or that you’re never afraid. Of course you’re going to be sometimes.

So own your light and your dark, every step of the way towards your goal. And not only will you have more energy, because the proving, and the hiding, and the pretending or the worrying that you or someone else will have to see your dark side, your downside, your scared side, your goofy side, your ridiculous side – it just goes away. And everybody around you will want to be near you, will be inspired by you, and when they are in your presence, they are going to feel good. Because to be around somebody who says, “Of course I’m an idiot sometimes, and I’m pretty smart about a lot of things, I know what I’m talking about is, and sometimes I mess up.” Puts people at ease, and it should, because it’s somebody who’s living more in their core.

And that, again, is my hidden agenda for you. Yes, I want you to have an amazing income, yes, I want you to make money and have this great goal. But my hidden agenda is that you stand more powerfully within yourself, more in your core, that you can own your dark and your light, and say, “Of course, I’m human, it’s me. I’m as incredibly awesome as I always hoped and wished I could be. And I’m just as goofy, and silly, and dumb, and afraid, as I always worried I might be. And that’s okay, I’m both.

As we end this program, this is what I leave you with: You are powerful – as powerful as you always hoped and dreamed that you might be. And you are as human and will always be as you’re most afraid you might be, and it’s okay. Own it, be it, honor it. Be both. Be broken and powerful. Anyone who tells you that there’s nothing in them that’s broken, and that they are all light and powerful, be suspect. Unless they have angel wings, they are still human. Be your humanity AND be your greatness and never apologize for that. And you will become, not only a powerful person on the planet, but someone that is inspiring and that other people want to step up and be part of your mission, your goals, and your dreams, and that is awesome.

I’m sending you a big energetic love and blessing from my heart to yours, as we the Tapping Into Wealth Transformation, and I honor and bless the transformation that you are stepping into. This is Margaret Lynch, and I hope you’ve enjoyed this program.