

Accept Abundance

ACCEPT ABUNDANCE

*The Missing Secret in
Creating and Living a Life You Love*

An Experiment in Possibilities



The “How To” Course, Manual/Workbook that Reveals the
Exciting Missing Step in Business, Sales, Motivational
and Personal Development Books & Trainings
With DVD, CD’s and Live Tele-workshops

by Linda Stay

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Imagine discovering a 15 year old healing technique that has already been embraced by ten's of thousands of medical doctors, psychiatrists, psychologist, nurses, acupuncturists, chiropractors, and other healing professionals all around the world. A technique that doesn't involve surgery, drugs or any special equipment. A universal healing modality that is easy enough for an 8 year old to learn on his own but is powerful enough that people with everything from debilitating fears and stress to serious health conditions, experience profound results in minutes.

*Imagine how learning and sharing such a technique, which eliminates toxic emotional **STRESS** and **FEARS**, could impact your life and those around you.*

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“My life is blessed everyday by using this technique. I am able to remove the stress and any fears that creep up associated with building my practice and raising 3 children. In fact, my practice doubled in a few short months, working with Linda and Steve. I now encourage all my patients to learn this technique and I see more rapid healing in those that do.”

Dr. Scott Vautrin - LifeLight Health and Wellness Center

"Steve and Linda have helped me learn how to relax and enjoy performing on a deeper level than I'd ever been able to do before; and I've studied singing and performing in depth. They showed me simple techniques that really work to help release all the fears and negative emotions that hold me back; not just with singing and performing, but as a mom, wife and business owner. The techniques are simple and they work! I believe Steve and Linda can help anyone achieve their goals and perform at higher levels."

Sheri Peterson - Singer/Entertainer, Voice Teacher, Vocal Coach and Business Owner

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“My experience in learning this technique through Linda and Steve's workshops continues to be absolutely "life changing"! Sounds like a too good to be true statement, but for me I have seen and more importantly “felt” those changes...a general feeling of calmness throughout my day....the way we imagine life could be.....stress free, clarity of mind and "being in the moment" in all situations....a general calm, washing over my everyday life.....How wonderful!

Then I was placed back in the stress-filled business world and have come to rely on the technique to help me cope in the fast paced competitive life of sales.....I used EFT right before a new job interview and felt calm, self assured and in control of the situation.....I came out of the interview feeling on top of the world because I was relaxed and able to present my true self.....I got the sales position and then continued to use EFT to present my product in an upbeat positive manner.....It has helped with the usual office politics too !!!!

In the Accept Abundance workshops I have been able to “tap” through some mental and feeling blocks I didn't even know I had... and I am cashing in now from the clearing out of old thought patterns.

I have attended some of the best personal development courses available over the past 30 years.....and I knew there was always something missing. Like everyone else I would get all pumped up and then in a few days I would find myself slipping into old negative patterns of selfwith this technique I have the tools literally at my fingertips....to use at any time in any situation.

I have come out with a great relationship with myself....which is now spilling over to better relationships with others....which is what life is all about!!!!

I love myself more each day and therefore can easily love others.....”

Carolyn Ann Wunderlich - Sales, Marketing, Training, MLM & Real Estate

Accept Abundance

“This is NOT a How To Sales or a Why To Motivation book. There are hundreds of excellent books written on those topics.”

”This Accept Abundance Course and the Technique you will learn is unlike any course or technique you have ever experienced. It will greatly compliment any other training program or personal development work you have done or will ever do.”

Linda Stay

www.AcceptAbundance.com

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To order additional copies of this course, contact:

Namastay Consulting
435-674-0994
www.AcceptAbundance.com
acceptabundance@gmail.com

DEDICATION

To my Dad, the most positive person on this planet, who wanted success more and worked harder than anyone I know for it. To my sweetheart Steve and our combined family of 9 incredible children and 4 grandsons. To our dear friends who willingly and unwillingly endured our experiments and not so clinical trials.

This book is dedicated to you, if you:

- Feel that some critical information is evidently missing in the current “How to Succeed” and Human Potential world.
- Have a feeling that we human beings have much more potential than any of us realize.
- Have started a personal journey in exploring that potential yet gave up out of fear or frustration.
- Have found success in your journey and have been searching for a way to assist a larger number of people in finding their success.

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**The following pages are found in the
full 163 page course workbook book only**

- **TOP 40 Limiting Emotions & Beliefs**
- **Tapping Your Emotional IQ to Genius Levels**
Emotion List

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- Additional Experiments

Getting in Harmony with Your Environment
Discovering and Releasing Hidden Limitations
Tapping into your Evaluations
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Sales Specific Blocks

- Myths and Misconceptions that Limit Success

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**Full content in the following chapters
included in this Free e-book**

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60. Frequently Asked Questions

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DISCLAIMER

The technique that will be shared with you in the following pages is part of a new class of protocols and treatment techniques in a field being called Energy Therapy. While it is used by physicians, therapist, chiropractors, nurses, psychologist, psychiatrist and lay people world wide and has produced remarkable clinical results in the treatment of psychological and physical problems, it must still be considered to be in the experimental stage.

It is not meant to replace appropriate medical treatment or mental health therapy. I have not personally witnessed or experienced any adverse side effects when using or applying this technique.

If you chose to use this technique on yourself or others, you must take complete responsibility for your use of it and advise others to do the same.

Does FEAR or STRESS Impact Your Life?

How many people give up or quit, due to fear and stress?

How many people are held back by fear, indecision, procrastination, and 'call reluctance'?

How many misunderstandings, hurt feelings and angry reactions occur due to stress?

How many people avoid making decisions because they are fearful of change, fearful of the consequences of failure, or even fearful of success?

How many people are dealing with stress-related illness?

What is the emotional, physical and relationship cost of success, driven by working hard to avoid the pain or fear of failure, rather than by a real desire to succeed?

How many accidents are related to stress?

Imagine the possibilities if you and your associates were in harmony and no longer reluctant to move forward....make phone calls, conduct presentations, or follow up.

Imagine the benefits of emotional harmony in all of your valued relationships.

INTRODUCTION

It is probably natural that I would love the world of business, sales, motivation, MLM / network marketing and personal development because of the lifestyle it has afforded me and my family. I have truly been blessed by it.

This book was created as a result of my searching for a more effective way to increase the less than 5% success rate of the people that start in sales, MLM / network marketing or business ownership.

It's no secret that successful people think, feel and do what unsuccessful people don't. That success in any endeavor is a result of less than 10% "What You Know" and more than 90% "Why You Are Doing It".

The problem was, I knew too many people that seemed to want success more than I, that definitely worked harder than I, yet still didn't find success. Even when some would find it, they could only hold it momentarily. I couldn't accept the reasons I was told for "why" that is, such as: "they just didn't stay focused.... they would rather watch TV.... they are just quitters... they are small minded." A part of me felt remorseful for succeeding in an industry that held out so much hope yet ended up being responsible for lowering the self-esteem of far too many people.

I'd like to clarify my feelings about this word that is tossed around so freely, "success". The type of "success" I most frequently hear mentioned is that which has to do with; having closed a certain number of people; having achieved a certain title; having made a certain monthly or weekly check amount; buying the new car or home and/or going on some exotic vacation.

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Now, don't get me wrong, I'm not saying this type of success is wrong or unworthy of acknowledgment. My experience has been that striving for this type of success, (and even succeeding at it), did very little to satisfy what I thought it would in bringing more joy and happiness into my life and those around me.

As I observed other "successful" people, I discovered that I wasn't alone. So many "successful" people that seem unable to fully enjoy and take pleasure in the "good" life because they are so busy competing and going after a "better" life.

The "RULE of TWO" seems an absolute reality.

Wanting twice as much as we have, we end up working twice as hard ...then end up half as happy.

This we call "success"?

My current definition of success is waking up in the morning excited to do it all over again. It has nothing whatsoever to do with achievement or accumulation. It is a *feeling*, not an action. It's about feeling wonderful; when it seems everything you touch is turning to gold, as well as when your touch seems to only dig up dirt.

It's a feeling you will only experience when you really discover the most uniquely interesting and fascinating person in the entire history of mankind. YOU!

I envision sales or business ownership, simply as a tool for exploring and making this greatest of all discoveries. That is why I call it the "Perfect Playground".

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I have found that the opportunity for personal growth can speed up dramatically when a person either gets married or gets involved in sales or business ownership. The problem is that most people avoid working at really understanding how to get the most out of either of these.

This isn't a book that promises to rid your life of difficult challenges. You don't have fewer trials with success in fact you may have more. What will change, if you complete the "Experiments" I will share with you, is the way you look and feel about your trials and success.

Through this course I will teach and ask you to experiment with an exciting life transforming technique that will assist you in creating and living a life you love, by allowing you to:

- Free yourself of Stress, Anxiety and the Damaging Beliefs that cause them.
- Free yourself of Fear, which is Holding you Back from Everything Valuable in Life.
- Free yourself of Self-sabotaging Failure Habits, such as...Self Criticism and Procrastination.
- Free yourself of Needing Approval or Control and feel Love any time you want itwith ease.
- Free yourself of Self-doubt and learn how to Trust yourself.
- Free yourself of Worrying and Feelings of Overwhelm.
- Free yourself from the years of accumulated Confusion and Limitations.
- Start Accepting Abundant Health, Joy, Relationships, Peace and Riches into your life.

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Experiencing this course will create some of the best days you have ever spent in your entire life. Days free of damaging stress, hurtful emotions, limiting roadblocks and self-sabotaging behaviors that defeat all the wonderful intentions you have.

Don't take my word for it, experiment with the technique and witness the results for yourself.

We are all suspicious of "experts" who promise success and happiness in ten easy steps. If it's so easy, why aren't more people doing it? Going forward is hard and always has a cost. It cost the "self" we've been, to become who we want to be. No matter how simple the process, it's the hardest thing we will ever do.

Personal growth and progress always have large price tags. Giving up cherished beliefs we thought would protect us or show us the way, are always tough. Even when we've witnessed over and over again that those beliefs don't work.

It feels like a lot to pay but it is always worth it.

The exciting part is, by utilizing this newly discovered technique, I am witnessing an ever increasing number of people that are able to successfully make this incredible personal journey in creating and living a life they love.

Like I said before, don't believe any of this. In fact there is no reason to unless it works for you.

So don't trust me; experiment and trust your own experience.

**Trusting me isn't going to change you;
but trusting yourself will.**

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What is relevant is what works for you, not what works for other people.

I will share with you a proven technique in the field of Energy Psychology that has been tested and used by 1,000's, with an 85% to 95% success rate. It is simple enough for a child to learn, only taking 2-3 minutes to perform, that can release negative emotions and limiting beliefs instantly and permanently.

Will it work for YOU? You will have to try the technique to find out! My experience has been that it works, whether you believe it will or not. I GUARANTEE IT!

Just as athletes turn to sports therapists to help them out of a SLUMP or improve their skill level, I will teach you how to more effectively use this technique, based on ancient science, to create and attract the abundance you desire!

By applying this technique:

Failures become Producers

Producers become Superstars

Superstars become Legends

This simple technique, that anyone can use, will completely reverse the effects of “Psychological Reversal”, the cause of self-sabotage, in your life. (More on that later).

No more sabotaging yourself or your intentions.

As a result, positive abundant thoughts will naturally be present and thus you will attract abundance to you.

Getting the Most out of This Course

I have tried to be very selective in the text I have included in this course. I wanted just enough to accurately convey the concepts and enough to hopefully create a trust and desire in you to experiment with the technique.

Having shared this technique with hundreds of people, I know that giving you a lot of intellectually appealing material won't really help you. The intellectual approach, trying to get cognitive gains through understanding is... just too slow.

Anyone trying to “figure out exactly how and why the technique works” would spend decades doing so. By *experimenting* with the technique you will have amazing gains your very first day.

I have included a DVD so you can actually see how the technique is used, as well as CD's so you can get through the course anywhere you can listen to them, (I do much of my work in the car), and the tele-workshops so you can get clarifications and ongoing updates and support. You can find other support materials at: www.AcceptAbundance.com

Remember, your personal experience is what is most important. As you learn and experience it for yourself, it's yours forever.

Use the margins of this course workbook to write your thoughts, feelings and insights as they occur

Welcome to an exciting “Experiment in Possibilities” journey on this “Perfect Playground” we have discovered.

OUR PERSONAL JOURNEYS

This book is intended to be about you and your journey. I have included a portion of my journey in the hope that it will assist you by seeing how I came to this point in my life.

Our journeys usually end up with other very influential members along the way and mine is no exception. I have included (with Steve's permission) the story of one such unexpected but welcome member of my expedition.

I'll start with me.

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Linda

The minute I looked into my first baby's eyes, I knew I could never hand him over to be raised by someone else while I went to work to provide for our family.

This presented a dilemma as I did not have the luxury of a husband who was willing or capable of bringing in the income we needed. Thanks to an overly optimistic father who taught me I could do or have anything I set my mind on, I began the search for ways I could support and be home to raise my family.

I did everything from:

- piece work for a wedding catalog, working until 2am after babies were asleep.
- vacuum sales, (I desperately needed a bathroom put in so I sold 16 vacuums my first month breaking all their records.... that gave me the \$3,000 I needed... then I quit)
- school bus driver
- diet counseling.

Anything I could to be a “stay at home” mom.

In the late 80's, I opened a lollipop factory and it was amazing how quickly that business boomed. In a short time I had numerous employees, (which is always a huge pain), had paid off the \$80,000 FDA kitchen and had maxed out the operation. I was living the supposed "American Dream", owning my own business.

Trouble was nobody prepared me for the huge cost with overhead, wages, employee taxes, workman's comp and so on and so on. Not to mention the commitment to be there 24/7. I

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had very little time away from the factory. But it did provide a living and a way for me to have the children with me. It became a family affair.

I had been taught that the way to make more money was to work harder. Like many in my situation, I was burning the candle at both ends, hardly taking time to breathe. I had opened an Antique Boutique and Scrap Booking store. I was very involved with my church, working 2 days a week with the youth and by now I had five very talented children involved in dance, piano and sports.

I was the ultimate human-“doing” and very little human-“being”

I had been taught pretty good coping skills, (my ultra optimistic father) i.e. “just take one day at a time” or “pull yourself up by the bootstraps and keep on going” or “just give thanks and it will all work out”.

I understand now that as humans we deal with stress and emotions in 3 different ways.

- 1. Suppress or Hide**, the most harmful to the mind and the body, causing a build-up and usually explosion.
- 2. Express or Vent.** I was much too nice a person to vent, that would show lack of control. This does not eliminate the feeling, it only relieves the pressurefor a time.
- 3. Escape or Cope.** We turn on the TV, play music, have a drink or go running, (literally running away from something). This doesn't work either. The feeling is still there, it just goes underground.

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From the outside looking in, it appeared I was dealing with the stress remarkably well. In reality, “coping” and pushing through each day is not “dealing” with. It is hiding from or pushing it to the back of the mind so as not to look at it.

I learned that you can get away with that only for so long. At some point the stress and anxiety, if not released from the body, will manifest in some other way. For me it came in the form a brain tumor.

I was diagnosed in the midst of training for a marathon. I thought I was in the best physical shape of my life, yet emotionally I was “running” from everything that was amiss in my life....an abusive husband....my lack of self-esteem...my fear.

I was put on medications that completely disabled me, of which I was told I would have to remain on the rest of my life. Life as I knew it was gone. And for someone who’s self-image was tied to how much I could get done in a day, this was devastating. As quickly as my business had grown, it fell apart. When you don’t supply your distributors, you don’t make money. The income was gone and the bills were pouring in.

It was at that time that I was introduced to Network Marketing. YUCK, something I swore I would never do. I was in a very hopeless and desperate place. My gut told me I needed that company’s product. I could not ignore that nagging feeling. So I followed my intuition and humbly borrowed the money to get involved from a friend’s credit card. I only wanted to make enough money to pay back my friend and stay on the product. So I set to work, the only thing I knew to do. That business took off and within 8 weeks I was making \$1,000/week and by the end of my first year I had made over \$100,000.

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It changed my mind about network marketing!

During that next year the brain tumor was out of control, partly because I felt so responsible for the success of every single one of my distributors. I was traveling all over the country trying to help *everyone*, still “running” from the pain of my loveless marriage and the fear of who would raise my children if I died. I was in and out of the hospital; took two trips to Mexico to seek alternative treatments not available in the United States; my 14 year old son, (the oldest of the five), had a horse roll over on him breaking his back in three places.... and obviously I was not able to work my new business at all, yet my income, doubled!

The doctors told me I had to “DE-STRESS” my life or I would die. I felt like saying “Duh!” As you all know, that is so much easier said than done! Finally I found the strength to leave the 20 year long abusive relationship that I had been determined to save. After my life being threatened and fear for the children’s safety, I threw what I could in big garbage bags, took my 5 children from their beds at 4 o’clock in the morning and ran away. I left the house, furniture, clothes and the state to start over and heal.

I was able to do that because of the residual income that I had created, a concept I didn’t really understand until then. Every Friday for the past eleven years a check has been deposited into my account. I never had to worry about finding a job or how I would get the next gallon of milk or how I would be able to support my children when I was not in a position of health to work. I wasn’t “*all better*” but I was now free to take care of me, to get the help I needed to heal.

Looking back, I realize why I stayed so long. First, I thought I could fix it, love it all better, keep a positive attitude. Failure was not an option. Second, fear of a life outside of how I had

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pictured it to be, the perfect American happy family. Being a divorced, “sick”, single mom of five that everyone felt sorry for was not how I wanted it to be. Money had also been a reason to stay. I could not possibly support everyone by myself... especially with a brain tumor. The residual income from that “dreaded network marketing” gave me the freedom and the options to leave when I had to. I am forever grateful.

I would have given my right arm to have had this new and powerful technique I am going to share with you. It has been and continues to be a true life saver for me. To now be able to Release the stress from my body, in just a moment and feel the peace and security that comes with it. Releasing instead of just coping leaves me free to be creative and productive and attract whatever I desire.

I hope that none of you ever have a brain tumor. I pray that none of you are being abused. But I’ll bet there are those of you that are already working two jobs and still not making ends meet. I’ll bet there are women reading this that dread dropping their children off at the daycare, but have no choice. You may feel trapped and discouraged. I promise that what we can offer you is hope, less stress, more time and financial security. Apply what you will learn in this book and let's get started TODAY. It won't be long until we will shout for joy in celebration of your success!

Accept Abundance

Steve

I feel blessed to have been born to parents that loved to serve and really valued their relationships with others. If I owe my success to anything it is witnessing and learning that.

I learned that “giving up” wasn't an option. As a young man, I milked cows in the summers, worked with my father in the sheet metal trade and at 15 worked at our family's new music store.

I loved to read and fortunately for me, my father left books lying around that were radically different than the ones I had access to in school. Reading books with titles like "The Magic of Thinking Big", "Psycho-Cybernetics", “How to Win Friends and Influence People”..... my life was forever changed.

I think it was then that I became "functionally unemployable". Besides being an aspiring Rock Star, no employer could offer me the financial future I desired. Commission sales and marketing was the only thing that made any sense to me. Not punching a clock gave me the freedom to do my music the way I wanted.

There was only one problem.....**FEAR**.....and a lot of it.

- Fear of girls
- Fear of rejection
- Fear of calling
- Fear of what people thought of me
- Fear of *anyone* not liking me
- Fear of failure and humiliation
- Fear of responsibility

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- Fear of the dentist...to name a few

There I was, hell bent on succeeding in the two fields (sales or entertainment) that guaranteed I would have to face my fears.

I plunged forward, believing all the books and tapes that said I just had to want it bad enough (have a big enough “why”) to overcome my fears.

To accomplish this, in addition to all the sales and PMA books and tapes I could get my hands on, my life started including:

- Affirmations
- Vision Boards
- Goal Cards all over the place
- Visualizations
- PMA Rally's
- Self-Improvement Seminars

I wish I could report that I was an immediate success at sales or Rock Stardom, but I can't.

It would be well over a dozen years later before I could report anything close to business success. 12 years that included:

- Trying a couple dozen MLM opportunities
- Bending tin again
- Selling signs, advertising and insurance
- A car repossessed while giving a biz opp presentation
- Touring with a band
- A stint at pouring synthetic marble

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- Bankruptcy
- A couple of years at a battery warehouse
- Dropping the Rock Star dream to raise 4 children

Watching me over those years you would have witnessed a person jumping from business to business, determined to get what he wanted. I was ultra optimistic and regardless of how tough things were, I would state that “everything was great”. Believing that I could not afford “the luxury of a negative thought” as that was “a down payment on an obligation to fail”. I stayed the course, unconsciously jumping around to avoid really facing my fears.

One fateful day in 1984 I accepted the fact that what I had believed and been doing regarding money wasn't working. I had to do something radically different. Taking my biggest risk ever, I took \$5000 I had borrowed to save our house from foreclosure and invested it in a training program called "The Future Millionaires Home Study Training Course on Empire Building." The training itself wasn't anything new or earth shattering but the relationships I made as a result of the national and local events changed my "Mindset" ever so slightly and set the stage for major improvements in every area of my life.

Almost immediately the insurance agency I had been struggling to maintain became profitable. We were able to sell the house and get a nicer one. I then created lucrative partnerships with a couple of my new mentors, sold my insurance agency, never to work again.... except from my home.

Never again would I have to miss any of my children's school programs, be kept from coaching their sports teams or attending any of their activities because I was chained to an office.

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Still, all this had little impact on reducing my fears, I had learned new ways to ignore them (exercise and staying busy) but they eventually showed up in another form of self-sabotage... severe joint pain, severe fatigue and weight gain.

In my continued search for better ways to handle my fears (with money and health issues now) my life ventured through a multitude of new experiences, including:

- Hundreds of health products...vitamins, minerals, herbs, oils, tablets, capsules, juices, homeopathics, patches, tinctures, cookies, powders, sprays, ointments, flower remedies, electronic energy devices.....
- NLP, fine tuning my sensory acuity, mirroring, re-patterning & re-framing
- Listening to and creating subliminal recordings
- Several Experiential Trainings where I pounded on chairs and screamed for hours, walked through love tunnels, sang “The Impossible Dream” with all I could muster, was the brunt of the foulest language I had ever heard, confronted my comfort zones with “stretches”, played the Red – Black game, walked on hot coals and broke target arrows with the soft part of my throat in Hawaii
- Listening to positive tapes for 14 hours a day & night
- Getting in touch with and hugging my inner child
- Bonding with my male and female nature
- Primal screaming
- Ropes courses, trust falls and leaping from poles 40 feet in the air, blindfolded

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- Yoga, chanting and meditating for hours at a time
- Fasting, cleansing & colonics
- Confessing all my “sins”
- Getting in touch with my “guardian angels”, earthbound possessing spirits and “ascended masters”
- Sweat lodge and finding my power animal
- Past life regressions and re-birthing
- Rolfing, Cranial Sacral, Reiki, Kinesiology
- Brain re-patterning
- Psychotherapy, group, marriage counseling and retreats
- Personality, I.Q., psychosis testing and more...

Over 20 years have past since I made that fateful \$5000 decision in 1984. Years that included all the above and more:

- Creating large successful organizations in not just one but two MLM companies
- Lots of new friends as a result of the above and heartbreak over watching less than 5% of the people that joined me in those companies have the same experience that I did, regardless of how much I would try to do for and with them
- The excitement of traveling to exotic places
- New homes, new cars, new toys
- Physical, mental, emotional and spiritual pain and gain

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- Unwise decisions, including challenging the IRS which resulted in a 2 ½ year long, very expensive legal battle and 10 months in federal prison for eventually pleading out to: “aiding and assisting in the preparation of a false tax return”. While there, my 30 year marriage ended in divorce, my children struggled and I was unable to be there for them. I could only watch as I lost most everything I identified myself by. As I was forced to face so many of my FEAR demons head on, this turned out to be 10 of the best months in my life.
- **I discovered I could be happy with nothing but myself**

In the process I learned some valuable lessons:

- Relationships are far more valuable than knowledge or skills.
- Knowing better doesn't equate with doing better.
- Making yourself or anyone else feel worse, to get them to do better, does not produce long term positive results.
- Pain is mandatory in life, suffering is optional. (And, most pain separated by time becomes humor.)
- All things seem to eventually work together for good. (And, reminding someone of this when they are in the middle of a challenge doesn't do either of you much good.)
- It is not about what I *do* differently but what I *feel* differently that makes the difference. There are two

How I wish I would have discovered the technique Linda will share with you in this book years ago but then I remember the

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lessons above and how, what I thought was the worst thing to ever happen to me, “prison and divorce” worked for my good.

By far the best thing to come out of all that has happened in my life is my wonderful companion and sweetheart "Linda", our blended family of nine incredibly diverse children and four of the greatest grandsons in the world.

Our Journey Together

Have you watched "The Secret"? www.TheSecret.tv

This ***must see*** movie absolutely presents the best case ever for the Law of Attraction.

"What we focus on, we attract"

"Our Thoughts become Things"....

"As a man Thinketh, so is He"

"Likes Attract"

Linda, very happy and self-sufficient by herself, decided to play with attracting someone "*beyond amazing*", not really believing anyone like that existed.

Steve, very happy alone and content to live the non-responsible life of a traveling musician unless "*the perfect woman*" was somehow delivered without any effort on his part.

Both therefore felt released from ever worrying about getting married again. Famous last words!

The universe pulled a fast one and **POW!!!**

The "*perfect woman*" and the one "*so beyond amazing*" collided. Neither could muster the strength to run in the opposite direction and in five short weeks Linda moved her screaming children 1,300 miles to St George Utah. Steve left his four adult children in Salt Lake City and the two would get married the next week, leaving family and friends sure that they had lost their minds!

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Thus began our incredible journey together.

As we came together in such a short period of time we wondered how our unique talents and personalities might blend.

- Having independent of each other, built successful businesses, with over 50 years of combined home based and traditional business experience.
- We have both “had it all” and “lost it all”.
- Lived through a terminal illness.
- Survived the divorce process.
- Supported a family as a single stay-at-home mom.
- Have 9 children to attend to and blend in a second marriage.

One of our frequent topics of discussion was:

“What was the REAL SECRET to building successful relationships and business?”

Intense trial and error over the years had taught us both that:

- **Gratitude is the best cure for *anything***
- **Needing Approval from or Control of another person is a sure recipe for Disaster**
- **It is not the things going on around us that cause distress but our reaction to them. Carl Jung was right: “If things go wrong in the world, something is wrong in me. Therefore, if I am sensible, I shall put myself right first.”**

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- **“Withholding” Thoughts or Feelings under the guise of Protecting someone you Love is the best way to fall out of Love**
(Which is a whole other workshop and once mastered will bring you intimacy beyond belief!)
- **Feelings of Joy and Happiness come from the Love we Give and NOT from that which we Receive**

We still can't wipe the smiles off our face as we feel so blessed to now be in a relationship with someone that is so easy to feel love for. Keeping our relationship alive has always felt effortless. (It is that “no with-holds” thing).

We accepted this as a wonderful gift, knowing that our real growth would come from learning to feel the same way about the people in our lives that are not so easy to love.

We were excited to discover that we both shared a passion for sales, marketing, business ownership and network marketing. We love sharing and mentoring others in experiencing the lifestyle those industries offer.

We also discovered that we were both at a loss in how to really improve the less than 5% success rate in those industries. We set out to find an effective solution to this tragedy.

What was missing from the many formulas for success that were being taught? How do you teach people the *mindset* necessary to succeed?

Did we need to just accept the fact that less than 5% of the people are “winners” and 95% plus “losers” when it comes to business? That a few people have “what it takes” but most of them don't?

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We were having a very difficult time finding a realistic answer when a friend invited us over to her home to hear how a new, revolutionary technique had changed her life in many positive ways. We were skeptical at first. There is something about those “new and revolutionary” words that start the little voices saying, “Here we go again.”

**Thank heaven we chose to set our egos aside;
to be open to listening and learning that day.**

A whole new world of possibilities opened up to us. We started studying extensively and applying on ourselves everything we could get our hands on with regards to this technique.

We used it daily and found tremendous relief in every area we tried it with, including:

- Severe worry and concern about a daughter struggling with Post Traumatic Stress Disorder
- Back, neck, tooth, headache and leg pain
- Fear of the dentist
- Balancing in yoga
- Helping a son master a tough part of a new song
- Financial stress
- Anger and frustration over “idiot” drivers on the road
- Helping our 16 year old deal with boyfriend disappointments
- Removing the heartache pain of relationship issues
- Getting clarity out of confusion
- Eliminating “overwhelm”

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We were literally changing our thoughts in an instant.

We found ourselves time and time again saying: "Could this really be true?"

YES! Without exceptions, we were able to “snap our selves out of it” so to speak. To change our *feelings* and *beliefs*.

In the case of my daughter, in a moment my thoughts changed from worry and concern, seeing her as hurt, depressed and needy, to seeing her as capable, strong and amazingly brave.

So how can this discovery help you?

We have learned and witnessed that if you are not making the kind of money or living the kind of life you want, it is generally not because you don't know how, it is simply because at some level, you don't BELIEVE you can or should.

We are controlled by **BELIEF'S** - Conscious or Unconscious - that keep us in our "Comfort Zones" and thus at our current level of income and happiness.

They are the roadblocks that keep you STUCK and your odds of thinking, affirming or beating that BLOCK away is.... well, you know how well it's worked so far. It is the reason we sabotage our success and so many of us are in “Group”

Does any of the following sound familiar to you?

- Money doesn't grow on Trees
- Money is the Root of all Evil
- They were so nice until they moved up on Snob Hill
- My parents didn't have much and we got along fine

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- Money doesn't buy happiness
- It's better to Give than to Receive
- Be grateful for what you have
- Blessed are the Poor.....
- I worked in the factory for 30 yrs and it didn't hurt me
- Most kids don't have near as much as you
- What about the starving kids in Africa?
- (My favorite) I walked to school barefoot in the snow...
- It won't hurt you to go without once in awhile
- It builds character

Until you change your BELIEFS about money or love or health and REMOVE the BLOCKS, you will struggle with attracting what you really want into your life!

Are you getting the picture?

Have you ever noticed when you decide once and for all to lose 10 lbs by Sept. 1, you end up gaining 5?

Or you set a goal to get out of debt and suddenly you see every amazing, once in a lifetime, bargain on the plasma TV you have been dieing for, with financing @ 0% for a year. Then the furnace or air conditioner dies leaving you forced to finance a new one. And on it goes.

There is an explanation.

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It is called "**Psychological Reversal**" or Self-Sabotage. Your sub-conscious mind immediately kicks in to keep you safe, to keep you in your "comfort zone".

It starts by saying something like, "Here we go again" or "How many times have you tried that?" or "That will never work" or "Don't be Stupid!" or "You didn't fall for that again..."
That is Psychological Reversal taking over.

So where do we get these so called "comfort zones"? My conscious mind has no problem saying "I want more income, more love, more motivation and drive". Why don't I "just do it"?

Why can't you just "Pull yourself up by your boot-straps and get to work?" (another belief that doesn't work).

Why don't you just "snap out of it", decide what you really want and take action?

If you have done any psychotherapy or emotional work, you may be familiar with the term "**Inner Sentence**" or "**Core Belief**".

These beliefs are formed by the time you reach 6 to 8 years old and they determine many of your decisions and choices you make in your adult life. Like whom you marry, how much money you make, how happy you are allowed to be, if you are superior or inferior, if you are a martyr or a victim. Depending on what you have decided, as a small child; who you are and what you deserve, you will make decisions and choices to support your "Core Belief" and keep you in your "Comfort Zone".

You might call those unconscious beliefs the "writing on our walls". From the time of our birth, people all around us are

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writing on our walls. They say things like, “Hurry up! You are so slow.” “Don’t be stupid” etc. Then we make a decision about ourselves, with our child mind, and we believe all that graffiti to be the truth about us.

What we have now discovered is a technique with which we can locate and blast through those beliefs at mach speed. We now have a tool, an eraser to wipe the walls clean of those hidden limiting beliefs and uncover or replace them with beliefs and thoughts that serve us more kindly.

Again, we started sharing it with our children, our extended family, close friends and clients with astonishing results!

Now It's Your Turn!

The personal evaluation in the following chapter will be a great source of possible beliefs that you may want to consider changing if you are not presently living a life you love, free of damaging stress and hurtful emotions.

PERSONAL EVALUATIONS

(LBI) Limiting Belief Index

Before we share the technique with you, it is **CRITICAL** that you **COMPLETE** the following evaluation.

Reading this book may prove educational and entertaining but if you really want to remove the roadblocks that are limiting your success, **you must participate in the process**. This starts by taking the time to thoughtfully complete the following personal evaluation before you proceed to the next chapter.

Please be as candid and honest with yourself as possible as this exercise will be a huge benefit to you if you are.

You will not be required or asked to share your results.

SCORING: It is essential that you rate these statements according to how you actually Feel or Behave, rather than according to any concepts you have about how you “Should” or “Shouldn’t” Feel or Behave.

Score as follows (each score shows how true OR the amount of time you believe that statement is true):

- 0 = not at all true for me
- 1 = somewhat true OR true only part of the time
- 2 = fairly true OR true about half of the time
- 3 = mainly true OR true most of the time
- 4 = true all the time

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SECTION ONE - STRESS

SCORING: It is essential that you rate these statements according to how you actually Feel or Behave, rather than according to any concepts you have about how you “Should” or “Shouldn’t” Feel or Behave.

Score as follows (each score shows how true OR the amount of time you believe that statement is true): 0 = not at all true for me, 1 = somewhat true OR true only part of the time, 2 = fairly true OR true about half of the time 3 = mainly true OR true most of the time, 4 = true all the time

SCORE SECTION ONE - STRESS

- _____ 1. I am easily angered by others’ undesirable attitudes and behavior.
- _____ 2. I feel trapped by circumstances, demands and obligations.
- _____ 3. I have a compulsive need to do “more” and “better.”
- _____ 4. I often put off doing things that I feel I ought to do now.
- _____ 5. I experience insecurity and anxiety about my future.
- _____ 6. I have an intense need for appreciation, love and caring.
- _____ 7. I have a strong need for recognition and respect
- _____ 8. I have a compulsive need to meet others’ requests, demands and expectations.
- _____ 9. I deeply resent unfair situations and events.
- _____ 10. I do not get the recognition and credit I feel I deserve.
- _____ 11. I have an intense need for attention and approval.
- _____ 12. I find responsibility difficult to handle.
- _____ 13. I have an intense need for the confirmation and agreement of others
- _____ 14. I find my life unfulfilling and meaningless.
- _____ 15. I often feel inadequate, inferior, unworthy and guilty.
- _____ 16. I am extremely impatient and easily frustrated.
- _____ 17. I have a compulsive need to prove my worth.
- _____ 18. I find it difficult to make decisions and stick to them.
- _____ 19. I am harsh and demanding with myself.
- _____ 20. I have a strong need to control people, situations and events.
- _____ 21. I blame myself for mistakes, defeats and failures.
- _____ 22. I experience anxiety about undertaking new endeavors.
- _____ 23. I worry a great deal about my work and my loved ones.
- _____ 24. I have a driving need to win – to be the “best”
- _____ 25. I am very critical of people and displeasing behavior.

_____ YOUR SECTION ONE SCORE (sum of all scores 1-25)

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SECTION TWO - ABUNDANCE

SCORING: It is essential that you rate these statements according to how you actually Feel or Behave, rather than according to any concepts you have about how you “Should” or “Shouldn’t” Feel or Behave.

Score as follows (each score shows how true OR the amount of time you believe that statement is true): 0 = not at all true for me, 1 = somewhat true OR true only part of the time, 2 = fairly true OR true about half of the time
3 = mainly true OR true most of the time, 4 = true all the time

SCORE SECTION TWO – ABUNDANCE

- _____ 26. As I start to have more success I seem to sabotage it
- _____ 27. I feel guilty because I have more than others.
- _____ 28. I feel guilty for wanting more than I already have.
- _____ 29. Money is the root of all evil.
- _____ 30. I don't like rejection.
- _____ 31. I worry about what others think of me.
- _____ 32. If I am successful, my friends may be jealous and stop liking me.
- _____ 33. I am afraid I may neglect or reject my friends if I get rich.
- _____ 34. Rich people are shallow, self absorbed, greedy and often dishonest.
- _____ 35. Money is not spiritual.
- _____ 36. I am worried I may lose site of my values if I have too much money.
- _____ 37. I will never have enough money.
- _____ 38. I will probably just fail anyway.
- _____ 39. I don't seem to stick with things to make it work.
- _____ 40. I don't have enough motivation or drive or skill.
- _____ 41. I worry people may think I am better than them.
- _____ 42. I often say: “I can't afford that”.
- _____ 43. I am no better than my parents, so I shouldn't make more money.
- _____ 44. I'm not worthy or deserving.
- _____ 45. I'm afraid I won't fit in.
- _____ 46. Money doesn't grow on trees.
- _____ 47. I feel “less than” around people with a lot of money.
- _____ 48. I don't believe I can make more or a lot of money.
- _____ 49. Making money is hard and takes a lot of work and time.
- _____ 50. How dare I want more when so many people are starving.

_____ YOUR SECTION TWO SCORE (sum of all scores 26-50)

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SECTION THREE – SELF-ESTEEM

SCORING: It is essential that you rate these statements according to how you actually Feel or Behave, rather than according to any concepts you have about how you “Should” or “Shouldn’t” Feel or Behave.

Score as follows (each score shows how true OR the amount of time you believe that statement is true): 0 = not at all true for me, 1 = somewhat true OR true only part of the time, 2 = fairly true OR true about half of the time
3 = mainly true OR true most of the time, 4 = true all the time

SCORE SECTION THREE – SELF-ESTEEM

- _____ 51. I feel like other people are better than I am.
- _____ 52. I often have feelings of shame, blame or guilt.
- _____ 53. I am sad and worry a lot.
- _____ 54. I feel a need to prove I am as good as or better than others.
- _____ 55. I have a strong need for people’s attention and approval.
- _____ 56. Losing upsets me and makes me feel “less than” others.
- _____ 57. I feel cold and hostile toward myself.
- _____ 58. I feel others are better than me because they can do things better, have more money or are more popular.
- _____ 59. I am uncomfortable with strangers and have a hard time making friends.
- _____ 60. I do not speak up for my own ideas, likes and desires.
- _____ 61. I feel hurt by others’ opinions or attitudes.
- _____ 62. I need praise to feel good about myself.
- _____ 33. I feel jealous about others’ good luck and winning.
- _____ 64. I find fault with my family, friends or others.
- _____ 65. I feel like I must always please others.
- _____ 66. I am afraid of letting people see my real self.
- _____ 67. I am not friendly, thoughtful and generous towards others.
- _____ 68. I blame others for my problems and mistakes.
- _____ 69. I have a hard time being alone with myself.
- _____ 70. I am uncomfortable accepting compliments and gifts without needing to give something in return.
- _____ 71. I have a hard time admitting my mistakes and defeats without feeling ashamed or “less than”.
- _____ 72. I feel a need to defend what I think, say or do.
- _____ 73. I need others to agree with me or tell me I am right.
- _____ 74. I brag about myself, what I have done, or what my family has or does.
- _____ 75. I feel “put down” when criticized by my family or others.

_____ YOUR SECTION THREE SCORE (sum of all scores 51-75)

LIMITING BELIEF INDEX TOTALS

TO FIND YOUR LIMITING BELIEF INDEX (LBI), simply add the scores of all the Evaluation Statements. Your LBI will fall somewhere between 0 and 300. Conscientious implementation of the technique we will share with you will enable you to reduce your LBI to any level you desire.

_____ TOTAL OF ALL THREE SECTIONS
(sum of all scores 1-75)

IMPORTANT! As you read the evaluation results below, do not go back and re-take the evaluation to change your score. Honor how you scored, don't go back and change it. This is for your eyes and use only and serves to help you locate areas that you could benefit working on.

An overall LBI of 15 or less indicates an exceptionally low level of damaging beliefs. You are most likely already very stress free, successful and have or probably should be writing your own book.

An overall LBI of 60 or less indicates a favorable level. You are on the right track and will find our training materials a great help in boosting you over the humps you are experiencing.

An overall LBI between 61 and 150 indicates a definite handicap. You are most likely very stressed out and frustrated as your business never quite gets going. This technique will save you years of frustration and untold thousands of dollars.

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An overall LBI of over 150 indicates a very damaging level of beliefs, fears or stress that, if prolonged, could well destroy your health, relationships and desire to ever try sales, MLM or own a business again. This technique will help you discover the optimal beliefs you need to not only prevent the tragic mistake of giving up, but also provide you with the beliefs necessary for you to succeed at whatever level you desire.

NOTE: This evaluation is based on my personal research in studying success and from my experience in working with 1000's of individuals in life and business. There is no empirical evidence supporting my conclusions but I'll be referring you back to your scores and encourage you to experiment with them in a later chapter to see what possibilities they open up for you.

THE TECHNIQUE

If I told you that you could have *all* the happiness and financial success you desired by standing on one foot, putting one finger in an ear, the other in your nose and jumping around in circles singing “We are the Champions” for 5 minutes, twice a day, *would you?*

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*At first, using EFT
(Emotional Freedom Technique)
may seem just as strange as the exercise
I mentioned on the previous page.*

Experiment with the technique for at least 5 minutes twice a day for 30 days and you will be totally sold by the results you will see in your life.

I use it throughout the day - when I first wake up, when I'm driving, when I'm waiting, when I go to bed, if I wake up in the middle of the night.... whenever I recognize I need it.

EFT is a wonderful technique for instantly removing the negative emotions and damaging beliefs that create them. I will share with you how to use this technique to gain the emotional freedom to truly pursue being, doing and creating a life you love.

EFT is a 15 year old healing technique that has already been embraced by over ten's of thousands of medical doctors, psychiatrists, psychologist, nurses, acupuncturists, chiropractors, and other healing professionals all around the world. A technique that doesn't involve diagnosis, surgery, drugs or any special equipment that has provided thousands with increased performance levels and relief from pain, diseases and emotional issues. A universal healing modality that is easy enough for an 8 year old to learn on his own but is powerful enough that people with everything from debilitating fears to serious health conditions experience profound results in minutes.

EFT is a unique version of acupuncture except you don't use needles. Instead, you stimulate well established energy meridian points on your body by tapping on them with your fingertips. The process is easy to memorize and is portable so you can do it anywhere.

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It launches off the EFT Discovery Statement which says...

"The cause of all negative emotions is a disruption in the body's energy system."

And because our physical pains and diseases are so obviously connected with our emotions the following statement has also proven to be true...

"Our unresolved negative emotions are major contributors to most physical pains and diseases."

This common sense approach draws its power from (1) time-honored Eastern discoveries that have been around for over 5,000 years and (2) Albert Einstein, who told us back in the 1920's that everything, (including our bodies) is composed of energy.

These ideas have been largely ignored by Western Healing Practices and that is why EFT often works where nothing else will. It's not that EFT is so stunning (although it may certainly appear that way to you). Rather, it is because conventional healing methods have simply overlooked the obvious.

EFT is so effective because it deals directly with you as the primary instrument of change and not the environment outside of you. It doesn't require diagnosis or effort in trying to dig up why you feel the emotions you do. It deals with whatever emotion is alive in you at that moment.

EFT has an immediate profound impact on our "emotional brain". Current research shows that our "emotional brain" drops 40 IQ points when we are experiencing negative emotions, especially so with fear. Have you ever wondered why we say such stupid things when we are angry, frustrated, depressed,

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heartbroken, ...forget test answers, parts of presentations, lines we have memorized or things we commonly know? Have you ever clammed up at sports, for some unknown reason, when you have an easy shot you have made consistently in practice? It explains why we make “stupid or irrational” decisions when we are afraid or angry. We literally become dumber in the “emotional brain”. By releasing the negative emotion using EFT, you can change that in an instant.

The book *Emotional Intelligence* by Daniel Goleman has been a #1 best seller on the New York Times list. The premise of the book is that our emotional intelligence is much more important in predicting our level of success and satisfaction in life than our I.Q. His book has redefined what it means to be *smart and effective* in life.

Incorporating EFT into your daily life and routine, you will **act** instead of **react**. You will operate from a place of calm and confident. You will raise your emotional I.Q.

Instead of taking months or years using conventional motivation techniques or "talk therapy", EFT often does the job for you cleanly and thoroughly in one or two sessions ... and sometimes does it in moments. We label these latter near-instant results as "one minute wonders." Do EFT properly and you will likely experience them 50% of the time. Using EFT in conjunction with whatever therapy, method or training you choose will only enhance and speed up your results.

How Did EFT Begin?

As a meridian-based energy therapy, EFT was developed by Gary Craig as a result of the discoveries of Dr. Roger Callahan. It is a very simple technique that often provides rapid relief from any physical-emotional issue (e.g. Call reluctance, Trauma, PTSD, Phobias, Fear of Rejection, Approval or Public Speaking, Grief, Anger, Guilt, Anxiety, Addictive Cravings, Nightmares, Abandonment, Fear of Flying, Love Pain, Depression, Pain, Headaches and much more).

What follows is a brief introduction to this amazing technique. For further information, including an 80 page EFT Manual and case-histories, please visit our website at:
www.AcceptAbundance.com/eft.htm .

In 1980, psychologist Dr. Callahan, was working with a patient with an intense water phobia that also resulted in frequent headaches and terrifying nightmares. She had been going from therapist to therapist for years and had been with Dr. Callahan for a year and a half....with no real improvement.

Then one day, stepping outside the normal "boundaries" of psychotherapy, he decided to try using something he had learned about the body's energy system and started to tap with his fingertips under her eyes (an end point of the stomach meridian where she was experiencing pain).

Within about one minute, she announced that her phobia was gone and she headed toward Dr. Callahan's nearby swimming pool and began throwing water in her face. No fear. No headaches. No water phobia. It all went away....including the nightmares. And it has never returned.

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Gary Craig, a Stanford trained engineer, having studied with Dr. Callahan felt there was a simpler way to utilize his discoveries without all the complicated testing and application. EFT was the result.

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HOW Do You Do EFT?

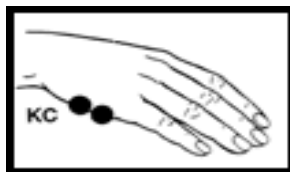
I will now walk you through using the technique on our personal Top 40 Limiting Beliefs.

Here is an example of how you would use the **4 Step EFT Technique** on your resistance to doing EFT:

First, rate how intense the emotion is for you on a scale of 0-10 so that you can monitor your progress with each issue. Ten being the highest and 0 being no feeling at all.

For example if you are feeling like this is the stupidest thing you have ever heard, your resistance would be a 10. Just ask yourself what number it is and generally a number will come to you.

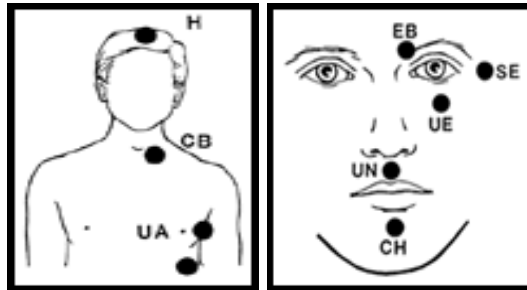
1. The Setup Statement: While continuously tapping the Karate Chop point, **repeat this statement three times:** *"Even though I am feeling resistant to doing EFT, I deeply and completely accept myself."*



NOTE: Tapping is done with two fingers. You can tap on either side of the body, with either hand. For the collar bone point below, find the place where your collar bones almost meet at the top of your chest and tap that area with an open hand or fist. Tap with the same firmness you would use on a push button phone whose numbers are sticky. In other words, not so hard that it causes discomfort but not so softly that it is barely felt.

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2. The Negative Reminder Phrase Sequence: Now Tap between 7 to 10 times on each of the following energy points while repeating the Reminder Phrase at each point:



- (H)** Crown of Head: "*Resistant to doing EFT.*"
- (EB)** Beginning of Eyebrow on nose side:
"*Resistant to doing EFT.*"
- (SE)** Side of eye where the bone starts: "*Resistant to doing EFT.*"
- (UE)** Center Under eye where the bone starts:
"*Resistant to doing EFT.*"
- (UN)** Under nose: "*Resistant to doing EFT.*"
- (CH)** Chin: "*Resistant to doing EFT.*"
- (CB)** Collarbone: "*Resistant to doing EFT.*"
- (UA)** Find sore spot about 4" Under arm pit:
"*Resistant to doing EFT.*"

3. Take a deep cleansing breath.

Now, check in with your body, and rate the intensity of your emotion regarding that issue again on a scale of 0-10. You will want to repeat this process until significant relief is gained - preferably bringing the intensity down to a zero. Sometimes that happens the first time through but more often than not, it takes a few rounds. You may also feel another aspect or issue come up.

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If so, make a note of that issue to tap on later. For instance, you may be feeling embarrassed for someone to see you tapping. That is a different issue.

In the subsequent rounds, the Setup statement and the Sequence Reminder Phrase are adjusted to reflect that you are addressing the remaining problem:

2nd Round Setup: While continuously tapping again on the Karate Chop point, repeat this statement three times:

*"Even though I am **still feeling** resistant to doing EFT,
I deeply and completely accept myself."*

The Sequence: Now Tap again between 7 to 10 times on each of the 8 energy points while repeating the Reminder Phrase at each point: "**Remaining resistance to doing EFT**"

(H) Crown of Head: "*Remaining resistance to doing EFT.*"

(EB) Beginning of Eyebrow on nose side: "*Remaining resistance to doing EFT.*"

(SE) Side of eye where the bone starts: "*Remaining resistance to doing EFT.*"

(UE) Center Under eye where the bone starts: "*Remaining resistance to doing EFT.*"

(UN) Under nose: "*Remaining resistance to doing EFT.*"

(CH) Chin: "*Remaining resistance to doing EFT.*"

(CB) Collarbone: "*Remaining resistance to doing EFT.*"

(UA) Find sore spot about 4" Under arm pit: "*Remaining resistance to doing EFT.*"

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4. Positive Choice Sequence: Only after getting the intensity level to a zero should you begin Tapping again between 7 and 10 times on each of the following 8 energy points, repeating the Positive Choice statements:

- (H) Crown of Head: *" I choose to have a new attitude toward EFT."*
- (EB) Eyebrow: *" What others think of me doing EFT is none of my business."*
- (SE) Side of eye: *" It feels good to embrace all my feelings."*
- (UE) Under eye: *" I love how it helps me feel good about myself."*
- (UN) Under nose: *" I love how quickly it works."*
- (CH) Chin: *" I love how easy it is to share with others."*
- (CB) Collarbone: *" It feels so good to not be stressed."*
- (UA) Under arm: *" I love how it helps me feel so good about my life."*

Important Clarifications:

1- Focusing on the Negative: One of the most difficult parts of EFT for me to accept was the focus on the Negative Issue. I certainly don't want to attract more negative and if am focusing and giving it a voice, isn't that what will happen? **NO!!** Research now proves that: "only when we honor the negative emotion can we effectively deal with and **remove it** so it will not continue to sabotage our efforts.

You have heard the saying, "What you resist persists". I have found this to be absolutely true. When you push against something, you give it power. When you quit resisting, there is nothing to push against, thus it dissolves.

We live in a society in which we learn coping skills to get us through our fast paced demanding lifestyles. Some people are really good at it, especially with the help of therapists and Prozac. We put on our pretty smiles and keep plugging away, keeping our eye on the dream. But as was evidenced earlier in my personal story, and those of 1,000's of others, we can only pull it off for so long.

I realized that virtually ALL of my stress came as a result of some underlying FEAR. And that fear caused more stress, thus the vicious cycle begins. That is a scary thing to look at.

I now know that it is in honoring and accepting the fear, instead of resisting it, pushing it aside, hiding from it or simply ignoring it, that it quickly disintegrates and crumbles to the floor having zero power over me. It is the same with any negative emotion or pain or anxiety I am experiencing.

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*EFT used properly is the magic eraser
leaving only light, hope and peace.
As a result, positive thoughts and intentions
are naturally present in abundance and that is
what is being drawn to you.*

After you acknowledge the negative issue you are dealing with in the tapping sequence, you then add the positive, it sticks and becomes the dominant thought and belief.

An important note of caution: **DO NOT** skip to the positive tapping round until you have completely released all of the negative emotion. You will not have the same lasting affects and will become frustrated. Please trust me on this one!

The truth is when you completely release the negative emotion to a zero level the positive thoughts naturally occur abundantly in your mind and feelings, even without tapping a positive round. It feels great to enjoy the feeling, so tapping the positive is appropriate at that point.

2- DO NOT tap for something to “go away” in the first tapping rounds or ask it to be “taken away”. For example, “*please take this anger away*” or “**I hate feeling this way**”. That is resistance, not acceptance and you will not get the relief you seek.

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3- Being Specific and Emotional about an issue instead of only using General statements will greatly magnify your results.

Instead of saying: *"Even though I am resistant to doing EFT, I deeply and completely accept myself."*

Get specific about what you feel, who and how: *"Even though I am embarrassed and feel like a fool doing EFT in front of Sue, I deeply and completely accept myself."*

4- Avoid getting into your brain, thinking and rationalizing why and how you should feel. Remember that burying or overriding your feelings doesn't get rid of them and they eventually come back to haunt you. **Just Start Tapping.**

5- Hydrate. Since EFT works through the energy meridians it is important that you are well hydrated for optimal results.

6- Incorporate into daily routine. Obviously brushing your teeth once and expecting to be cavity free the rest of your life is not realistic. It is the same with EFT. While you will experience immediate relief 50% of the time, you will get permanent change by tapping every day. It only takes a couple of minutes morning and night, (like brushing your teeth), to see profound results. It's the first thing I do when I wake up and the last thing, when I lay down to go to sleep. I love tapping when I'm driving. Use it throughout the day as stress arises and you will be amazed at the peace you will find.

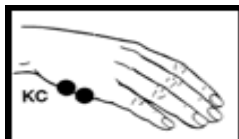
On the following page is a diagram that will help you easily recall the technique. You can also download one from our site at: www.AcceptAbundance.com/eft.htm

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EFT on a Page ~ The Basic Recipe

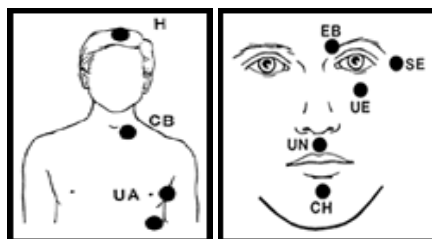
First rate the intensity of the emotion on a scale of 0 -10

1. **The Setup...** Repeat the setup statement 3 times while continuously tapping the Karate Chop point:



*“Even though I have this problem with (state the issue)
I deeply and completely accept myself.”*

2. **The Sequence...** Tap about 7 times on each of the following energy points while repeating the *Reminder Phrase (the issue)* at each point.



H, EB, SE, UE, UN, CH, CB, UA

H- Crown of Head EB- Eye brow SE- Side of Eye UE- Under Eye
CH- Chin UN- Under Nose CB- Collar bone UA- Under Arm

3. **Cleansing Breathe....** Check the intensity level again on a scale of 0-10. Tap the same energy points *again* for subsequent rounds until the intensity level is at 0.

NOTE: In subsequent rounds The Setup statement and the Reminder Phrase are adjusted to reflect the fact that you are addressing the remaining issue.

4. **Positive Choice Sequence:** Only after getting the intensity level to a zero should you begin Tapping again about 7 times on each of the 8 energy points, repeating the Positive Choice statements

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Let's Get to WORK!!

Hopefully by now you have taken the evaluations, demonstrating you really want to remove the roadblocks that are limiting your success. You must participate in the process we will outline.

In this next section we have compiled the “Top 40 Limiting Beliefs” and stresses that keep people from **accepting abundance** in *every* area of their lives.

Many of the statements or issues will jump out at you and you will know you definitely need to work on that particular belief or issue. Some will hold no emotional charge at all. With the course CD's, you can tap through all of them in about an hour.

Remember, most of what holds us back is our unconscious beliefs.

Remember also, it is our beliefs about ourselves that determine our ability to succeed in life, love, and business.

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In the full version of this course manual and on the CD’s, I will walk you through tapping on a detailed list of the:

Top 40 Limiting Beliefs

I’ll then share the following seven sections of detailed information and specific experiments that you will find very valuable in identifying and removing your remaining personal roadblocks.

1. Tapping your Emotional IQ to Genius Levels

As I began this work and sharing it with others in a clinical setting I was surprised at how few of us are in touch with or *feel* our emotions. I believe it is because we simply don’t take the time to *feel*. We are so busy with so called *coping*, (suppressing or hiding, venting, or escaping), that when asked, it is hard to identify what is really happening on an emotional level inside of us.

This section contains an extensive list of emotions and will be of great benefit to you as you master the simple power of correctly identifying and then releasing any negative emotion.

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2. Getting in Harmony with Your Environment

This fun exercise will help you feel more harmonious with everything around you and brings incredible results fast.

3. Discovering and Releasing Hidden Limitations

This exercise will help you to get clarity and discover some of the fears that may be holding you back.

4. Tapping into your Evaluations

This exercise will teach you how to get the most out of the Evaluation Statements you answered earlier.

5. Accept Abundance vs. Wants and Desires

"What we focus on, we attract" is a fact most everyone accepts. Avoiding focusing on what we don't want makes sense but why avoid focusing on what we do want? This section covers this critical question.

6. Sales Specific Blocks

This section contains sales specific limiting beliefs that those in sales will definitely want to tap through.

7. Myths and Misconceptions that Limit Success

By Steve Stay

After years of stumbling in the direct sales industry, Steve eventually learned a few things that turned it around for him. In this chapter he reveals his controversial "Top 10 Myths and Misconceptions that Limit Success". Very thought and emotion provoking which results in other items to tap on and release.

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From the desk of Steve Stay

The good news for those that apply EFT daily as taught in this course, is that you can work through your limiting beliefs and fears at lightening speed. I truly believe what took me 30 years to release you can do in 30 days.

YES ~ You Can CHANGE Your MIND.

Your thoughts will go from:

Lack ~ Abundance

Scarcity ~ Prosperity

Confusion ~ Clarity

Fear ~ Confidence

Contention ~ Peace

Survival ~ Aliveness

Tolerating Life ~ Celebrating Life!

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What else can I use EFT for?"

Here is a list of issues and conflicts in which EFT has been very effectively used.

Anxiety Relief:

EFT can successfully alleviate acute anxiety attacks, generalized anxiety, call reluctance, and the fear of public speaking. How long you have had the problem does not seem to matter when it comes to EFT's effectiveness. However, some anxiety disorders are more complicated than others and have several layers that will need attention

Guilt, Shame and Low Self-Esteem:

EFT relieves guilt and shame by targeting specific events and beliefs underlying these feelings. You are empowered to mature emotionally by integrating what you have learned from past actions. The negative limiting beliefs you hold about yourself (such as I'm not worthy, I don't deserve success, I'm not lovable) that support poor self-esteem can be transformed with EFT.

Fears and Phobias:

EFT has an impressive record when it comes to neutralizing specific phobias such as claustrophobia, fear of needles, elevators, spiders, water, etc. By tapping the endpoints of the meridians while tuning in to the problem, the "congested energy" is "metabolized" and the anxiety dissolves.

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Pain Control/Physical Ailments:

Regardless of the medically documented structural damage shown in x-rays, MRI's or blood tests, EFT has been successful in alleviating pain and re-balancing disease in the body. It can accelerate healing, improve circulation of energy, reduce muscle tension and address the emotional states that may have contributed to the onset of any physiological condition. EFT success stories include treatment for migraines, chronic back pain, post-surgical pain/bleeding/swelling, fibromyalgia, asthma, rheumatoid arthritis, PMS, allergies, hypoglycemia, sinus problems, hemorrhoids, lactose intolerance and more. Again, the duration of the problem is irrelevant when it comes to EFT's effectiveness.

Smoking Cessation:

Smokers use cigarettes as a substance to tranquilize and quiet inner turmoil or anxiety. EFT can effectively eliminate the urge to smoke, alleviate physiological and psychological withdrawal symptoms, and neutralize environmental relapse triggers. All chemical dependency issues can be treated with EFT, including alcoholism, cocaine addiction, and dependency on prescription medications.

Sports Performance:

Athletes are successfully using EFT to reduce muscle tension, conquer performance anxiety, and neutralize all other psychological blocks that may impede peak performance. When you watch professional athletes, you can see how their minds can trick them into reducing their effectiveness on the field, course or court. These athletes are trained beautifully and have all the skill necessary to compete at high levels. It is usually the stress, tension, fear of failure or success, and the pressure that interferes with their performance. EFT can help any professional or

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recreational athlete to improve their performance, especially under pressure.

Trauma Relief:

Post Traumatic Stress Disorder is characterized by intrusive and recurring thoughts, feelings and images associated with the original traumatizing event. EFT addresses the variety of aspects of the traumatic event by diluting the intensity of the recurring memory and neutralizing the trauma itself. You can then emotionally reorganize and develop more adaptive attitudes and constructive behaviors to suit your current life. EFT also accelerates healing by initiating the forgiveness process.

Weight Loss:

Food is often used as a tranquilizer to anesthetize deep anxiety and emotional pain. EFT can target and relieve feelings that drive urgent food cravings, compulsive overeating, and sabotaging behavior. In addition, EFT can relieve distorted body images and effectively prevent relapse weight gain after weight goals have been reached.

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Frequently Asked Questions

1. (Q) How can a single treatment method address such a variety of issues? (A) The discovery statement of EFT states that "the cause of all negative emotion is an imbalance in the energy system." All reactions, feelings, responses or physical symptoms can be addressed by balancing the human energy system with EFT. Once the energy system has been balanced, the depression lifts, the anxiety is neutralized or the physical pain is alleviated.

2. (Q) Are there any contraindications to using EFT? (A) No. EFT is safe, easy to apply, and non-invasive. To date, minimal side effects have been reported other than occasional temporary fatigue. However, this does not mean that you will not experience adverse side effects. If you intend to use these techniques, you must agree to take full responsibility for the results and for your physical and emotional well-being. You may wish to consult a trained EFT practitioner for professional application of these techniques.

3. (Q) What prevents EFT from working? (A) If you are a living breathing human or animal, EFT should work on you. Occasionally, the targeted issue is approached too globally which results in ineffective relief. In rare cases, energy toxins such as perfumes or certain foods produce an allergic reaction in an individual's energy system and retard, or temporarily reverse treatment. Skilled EFT practitioners will spot this block and be able to treat the client effectively. While not perfect, EFT has an extraordinarily high success rate of 85%, even when used by beginners.

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4. (Q) Can I treat myself? (A) Absolutely, and with a likelihood of a high success rate. If you are motivated, emotionally stable and use good judgment in the problems you address with EFT, you should have good success. It is important however, to know your limits. Sometimes it is difficult to be both patient and doctor. Many people consult EFT practitioners for the objectivity and experience necessary for successful treatment.

5. (Q) Suppose my illness has lasted decades or is an inherited condition? (A) EFT alleviates symptoms regardless of duration, etiology, or family history. The duration of the condition does not seem to effect the outcome or length of treatment needed.

6. (Q) How long will the treatment last? (A) It is difficult to predict this outcome in each individual case, however, long-lasting results are routine when using EFT properly and aiming it at the right targets. If the practitioner successfully treats the core of the problem, permanent relief is the norm.

7. (Q) Can EFT be used for children? (A) Yes, usually with superb results. Since children are less critical than adults, they have less of a need to understand the inner working of the energy system, and can therefore allow the treatment process to unfold more naturally. It is very safe and effective with children.

8. (Q) Why does EFT focus on the negative so much? Can this hurt me? (A) In order for EFT to work, you must be tuned in to your problem, for example, actually feeling some of the anxiety. This allows the treatment to be "aimed" at the problem,

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and be neutralized within minutes as a result of using the tapping.

9. (Q) How do I find out more about EFT and related treatments? (A) Consult our web site,

<http://www.acceptabundance.com/eft.htm> . Check out all the EFT links and you will find hundreds of case histories, a free 80 page manual, philosophical studies, a support e-mail list, and a series of superb training tapes for sale.

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WHAT'S NEXT?

In learning EFT, I found it very beneficial to work with a skilled EFT professional whenever possible.

Check our website www.AcceptAbundance.com/workshops.htm for information on our tele-workshops, live workshops and private practice.

Our Personal Performance Coaching Practice takes you through five major steps in helping you create and live a life you love.

- 1- Remove Your Road Blocks to Success
(Using EFT)
- 2- Train Yourself to Accept Your Creations
(Law of Attraction)
- 3- Train Your Mind to Accept Abundance
(Prosperity Consciousness)
- 4- Help you Get Clear on What You Desire to Create
(New Life Script)
- 5- Implement Creation Action Steps
(Claim Abundance)

STEP 1 - Remove Your Road Blocks to Success
If you are not:

- making the amount of money you want
- playing your sport at the level you want
- having the type of relationships you want

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- feeling or looking as good as you want
- performing at the level you want
- being the type of employer or employee you want

...it is simply because at some level, you don't BELIEVE you can. The belief is being BLOCKED.

If you don't remove these conflicting unconscious blocks, you will forever be waiting for success in your life. You will be surprised at how quickly you can accomplish this with the techniques we use.

STEP 2 - Train Yourself to Accept Your Creations (Law of Attraction)

You are already Creating quite effectively in your life. The Law of Attraction is always working perfectly. Whatever you focus on, you attract into your life. As you spend time worrying about all your bills, your aches and pains, how people don't seem to like you, you actually bring more of those limitations into your daily life.

We will help you learn to more effectively recognize and accept responsibility for your creations without feeling any need to beat yourself up for the “doozies”. The more you can totally accept your creations, the more success you will have with the following two steps.

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STEP 3 - Train Your Mind to Accept Abundance (Prosperity Consciousness)

We have two worlds we live in, an outer world and an inner world. The outer world of finances, belongings, mental/physical health and relationships, is simply a reflection of our inner world.

After working on Step 1 along with the exercises we will share with you, you will be amazed at how much easier it is to accept that Abundance is your Birthright.

STEP 4 - Help you Get Clear on Living a Life you Love (New Life Script)

We don't need to say much about this step except that, after completing the previous 3 Steps, you will have more fun than you can currently imagine dreaming about a life that you love.

STEP 5 - Implement Creation Action Steps (Claim Abundance)

Working through the previous Steps, nearly all our clients discover that they have actually been really afraid to own or claim the abundance that is just waiting for them. They remember suddenly feeling shy when offered amazing opportunities in life and just let them slip away. **NO MORE!**

Hesitation and Procrastination will be a thing of the past, no longer sabotaging your success. You will affirm the success and abundance that was meant for you in your life, confidently communicating your worth and accepting your abundance **TODAY!**

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EFT in the Workplace

The potential for your business is greatly magnified when you eliminate toxic emotional stress. Just consider:

- How many hours are lost each year due to stress-related illness?
- How many accidents are related to stress?
- How many people quit, get fired or take leave, due to stress?

What would be the value of teaching everyone involved a quick and effective tool to manage stress?

What are the benefits of emotional harmony in the workplace?

- How do misunderstandings, hurt feelings, angry reactions and responses effect everyone?
- What effect does a grumpy, upset staff have in terms of interactions with customers.

What would be the value of your organization learning to deal with these emotional reactions as they occur, modify their response to emotional triggers, clear the negative effects, being able to speak with an angry customer and negotiate such situations from a position of calmness?

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Consider the financial cost of fear.

- How many salespeople and managers are held back by fear, indecision, procrastination, and 'call reluctance'?
- How many decisions are not being made because the person who has the authority to make the decision is fearful of change, fearful of the consequences of failure, or even fearful of success?

Would eliminating these fears increase your bottom line? What value would it be to you if your associates were no longer reluctant to make phone calls, conduct presentations, or confront issues, andif they felt comfortable in dealing with changes and adopting new technology? What would that do to your productivity?

What is driving you and your team?

As an Owner, Manager, Executive or CEO are you working hard to avoid pain driven by fear of failure, rather than by a desire to succeed?

What would be the value, of overcoming the emotional tension associated with your responsibilities. What would be possible for you and your organization? Imagine being able to take the organization further because your vision is not blocked by fear of failure or..... fear of success.

There is plenty of research showing that people who enjoy their workplace are more relaxed, in a better mood, and are much more productive!

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EFT offers a Competitive Advantage to you and your team to:

- Boost productivity
- Create positive shifts in morale
- Overcome emotional barriers to success
- Empowering employees to better manage stress and resolve conflict in the workplace

Teaching EFT can be integrated into a presentation on stress relief, conflict resolution, and/or change management, and customer-focused communication.

Other effective formats are:

- Teaching EFT as a Stand-Alone to relieve headaches, migraines stress, insomnia, allergies, breathing difficulties, fear, anxiety, guilt, fear of public speaking, or making presentations
- EFT as a guest teaching included in Stress Management Programs
- Including EFT as one of the solutions for Change-Management Programs
- Use a featured speaker or in Break-Out Session for Seminars, Trainings or Conferences

Our most effective format is an all day Experiential Workshop and Training.

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These are just a few of the areas where EFT can change the entire mood and outlook of your organization!

Contact us at 435-674-0994 for Rates and availability.

Linda Stay
Namastay Consulting
www.AcceptAbundance.com
acceptabundance@gmail.com

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