

## Go Out on a Limb, That is Where the Fruit Is

*“Do one thing every day that scares you.” —Eleanor Roosevelt*

I’ve studied successful people for many years, and though the diversity you find among them is astounding, I have found that they are alike in one way: how they think and a tiny secret they all use. This is one thing that separates successful people from unsuccessful ones. Here is the good news, how successful people think can be learned and the action they take you can model.

Good thinking and the power of asking can do many things for you: generate revenue, solve problems, and create opportunities. It can take you to a whole new level – personally and professionally. It can change your life. I know the title of the book is *The Power of Asking*, and you are probably sitting here asking yourself, what does thinking have to do with the Power of Asking? Let me say this...a lot. When you have that successful good thinking, it will empower you to move big mountains in your life on a personal and business level. It will give you the power to ask.

Limited thinking will keep you in bondage by creating low self-esteem, lack of self-confidence, depression, anxiety, lead you down a road of frustration and live a life of mediocrity which God did not intend for you. Although I had a father who told me I could do anything I put my mind to and always believed in me, I had other family members who told me the opposite. Unfortunately sometime the negative words outweigh the positive. If you heard all the time as a child you will never go to college and won’t amount to anything, there is a good chance you may grow up believing that. You can go one of two ways; you can become very successful, surround yourself with positive people or believe what those “naysayers” said and act it out. We hear poison from other individuals who are jealous or envious; however some of those people we look up to and end up believing them. If we go into adult hood and end up in negative

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relationships like the ones we have not healed from childhood, it can trigger us back to the past and we tend to react, self sabotaging our own success and self-worth. I will be the first to admit, I have been guilty of falling prey to that. Remember if you have experienced this they were lies out of someone else's mouth and **that does not** have to be your mainframe for being your destiny.

I took the positive road even though I experienced a lot of negativity in my childhood from family members around me; however it has not been easy. The past few years I have gone through some personal family challenges and I fought some serious stinking thinking in my head from my past and the negative family that still lingers. Even though the past few years has been challenging I accomplished some amazing accolades. Daily I work on growing and have built my confidence to superman confidence. The Exercises in this course will help you do just that.

It doesn't matter whether you were born rich or poor. It doesn't matter if you have a third grade education or possess a Ph.D. It doesn't matter if you suffer from multiple disabilities, you're an alcoholic, former addict or you're in great health. No matter what your circumstances, you can learn to change your thinking and stand in power by asking.

“When the dream is big enough, the facts don't matter.” Jim Rohn

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## The Power of Accurate Thinking

The power of thought is without a shadow of a doubt the most dangerous AND the most beneficial power available to mankind, fully dependent of course, upon how we choose to use it.

Our thought life is the only thing that we have any control over whatsoever in life. Those that think accurately and efficiently are generally able to manage their emotional preferences, make wiser decisions and have far greater influence over others.

The accurate thinker is confidently able to separate fact from fiction and then prioritize what's important over what's unimportant.

Accurate thinking is one of the most challenging principles to become competent in as it requires separating the emotions of the head from the beliefs of the heart.

Most people will spend vast quantities of time fantasizing about what their future may (or may not) hold while constructing any number of vivid falsehoods and illusions inside their minds that are nothing more than daydreams without any depth of substance in the context of the 'real world'.

The illusions and fantasies that many of us conjure up in our heads about the nature of reality come and go as quickly as clouds float across the sky, which represent temporary and momentary thoughts that will generally end up amounting to absolutely nothing!

Unfortunately, our primary 'wish' list in life will seldom reflect what's on our 'to do' lists... and our 'to do' lists is where the action starts and where we set out on the journey towards creatively constructing the kind of lives that we really want.

By disciplining ourselves, we can stop our indecisive procrastinating and become more efficient at reaching well-informed decisions with certainty and accuracy.

At the same time, we become one step closer towards preparing ourselves to take the appropriate actions that will influence whether or not we actually achieve those things that we want in life.

When we become able to objectively analyze and distinguish the facts in life from our mere presumptions, or learn the disadvantages of accepting all the subjective opinions of others as true, we begin our journey on the path to living more efficiently and successfully.

As we gather the information needed about whatever our cause is, and, in turn, become able to discern the wisest approach to take, we're well on the way towards getting more of what we really want from life.

The accuracy of our thinking is the key to unlocking far deeper and more intimate relationships, more frequent connections, an overall more successful way of living and the secret that'll drive us closer towards fulfilling our life's purpose.

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This key is available to absolutely everyone who wants it. But only on the condition that we are willing to take complete responsibility for the fact that: just because we think something, this doesn't mean that it's true. Mankind is unable to create anything which he hasn't first conceived by thought.

Through the aid of the imagination, drive and determination, ideas can be assembled into beliefs, and once a conviction like this has been assembled - it would take an army of 1,000,000's to even begin tearing it apart.

Your greatest limitations in life are of your very own making which you choose to embrace.

Too often, we accept conventional wisdom and the limitations we believe as fact. Ensure you set your goals high enough and don't settle for less than the best because of limitations you choose to place upon yourself. Most of us never really achieve the things that we are capable of because we seldom challenge ourselves to do so.

This is the potential in Accurate thinking, and it's totally up for grabs!

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## WHY CHANGING YOUR THINKING WILL CHANGE YOUR LIFE

### 1. Changed Thinking Is Magical

A change in thinking doesn't happen on its own and somehow appear out of thin air. Good ideas rarely go out and find someone. If you want to find a good idea, you must search for it. For example I had an idea for a tool everyone needs and must have for an iPhone or smartphone and now I have the rights to it. It will help millions. I found a solution to a problem. If you want to become an excellent thinker, you need to work at it – and once you become a better thinker, the good ideas keep coming. You can apply this in your personal life as well as your business.

One of the biggest problems among couples is communication. We try and read each other's minds which will lead you down a road of frustration and heartache. I say this from experience; I have been accused of things I was not even thinking and doing. One of my favorite quotes is "One who tries and read another's mind will be lost."

### 2. Changed Thinking - YOU CAN DO IT

Albert Einstein, one of the best thinkers who ever lived said "Thinking is hard work; that's why so few do it." Because thinking is so difficult, you want to use anything you can to help you improve the process. This is why I read positive books and surround myself with people who are good for me. I suggest getting rid of the toxic people in your life or use detachment. Know somebody else's angry is not about you, so do not take it personally. "Hurt people hurt people," and usually with words, they are controlling, manipulative and demeaning. Changed thinking isn't easy, so get rid of the people who do not support you or your vision in life.

Whatever you do, do not listen to those who may call you a dreamer, make fun of your ideas or drop comments like "that isn't going to work," "that isn't

new," "someone probably has already done it," you get the picture. That is the 98% telling you that, however depending how you were raised, if you are easily triggered they will suck you into their mediocre lifestyle and negative vortex. Know these people are sick from their own poison they are putting on you and you do not need to partake in it.

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## 3. Changed Thinking Is Worth the Investment

Napoleon Hill observed, “More gold has been mined from the thoughts of man than has ever been taken from the earth.” When you take time to learn how to change your thinking and become a better thinker, you are investing in yourself. Stock markets go south; Real estate investments can go sour. But a human mind with the ability to think well is like a diamond mine that never runs out. It’s priceless.

In the past I would hear people’s excuses why they couldn’t spend money on Social media, branding, mentoring and products among other things. This happened when I was going through my Personal challenges and was experiencing “analysis paralysis” and stuck in excuses because of the people I was surrounded by. If people are giving you excuses in your business and personal life, you need to look where in your life you may be making excuses. Because this will be a full on reflection of what you will get back. Now I live a life of freedom not excuses.

## GET OUT OF YOUR OWN WAY

“Fear Knocked on the door, faith opened it and there was no one there.”

-Napolean Hill

## POWER OF ASKING GEM: FEAR IS BASED ON WHAT WE BELIEVE MIGHT HAPPEN

Fear is not dependent upon an actual happening. You may find you have a fear of poverty. This means you fear, or have an apprehension of, being poor. You are not poor, but you dread that state. Now if you were in fact poor - totally penniless and at the mercy of charity - you would not fear poverty. Experiencing the state of poverty, you might dislike it, loathe it or be

frustrated by it, BUT YOU WOULD NOT FEAR IT. So it is with all fears. FEAR EXISTS ONLY IN THE UNKNOWN.

Everyone has fears. Every leader, great or small, has had fears at some point in their lives. So the question is not whether or not you have them, but rather, what you do with them and what you let them do to you. It is a question of, “Who’s in Control?” To let fear take over is to let all your energy and personal power pour

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into that fear. It will become so large that nothing else seems to exist; your world will resolve around fear.

Have you not known someone whose every decision was based on fear? I was once there. An older lady hesitates to make decisions. "I've got to be sure" is her inevitable comment. Needless to say, he does not make decisions; her life just happens. That is fear in almost total control. On the other hand, you can choose to be the one in charge. Faced with a fear, you can decide to continue on, to march ahead even though the worse may happen and to try even though you may fail. This is what a leader must do. This is the meaning of being a leader. When you do this you will have the power to ask for what you want in every area of your life and your life will drastically change. You will have unusual success in every area of your life.

In all things, to think is to create. This law is an valid in regards to fear as it is in any other area of your life. If you think about fear and what might happen, then that is exactly what will happen. How could it be any other way? Those pictures and thoughts you hold in your mind most of the time will materialize. You will attract what you fear most.

The law works in two ways - for what we desire and for what we dread - or it is not the law. if this were not so, then you would have no choice. You would have no control. There would be no freedom. Liberty could not exist. Through them we get to experience the thrill of overcoming joy and success. We have the opportunity to grow, provided we realize they are experiences and not the final act. Fear is an experience, not a fact.

If you look at the list for business and ask yourself why you have not done those things on your list the underlying cause will be FEAR.

FEAR stands for False Evidence Appearing Real; Fear is one of the most prevalent illusory perceptions in today's world. We see it every day in the

media. We see its subtle forms, such as anxiety, stress, nervousness and restlessness. It's based on the illusory belief that someone or something outside ourselves can harm us or destroy our peace of mind. This is only true if we believe we are separate from God and Creation. Once we remove the belief in separation, there is no fear. Seeing that this is an illusion, we can move right through the fear to the reality on the other side.

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We must stay fully present with fear -- notice everything about it -- it's color, texture, bodily sensation, how it arises, how it dissolves, what thoughts it generates, what actions we take, how we try to deny it, etc. Avoiding is the fear itself. Only awareness dispels it.

POWER OF ASKING EXERCISE: Write down 10 things you would do if you only had 48 hours. 5 in your business and 5 in your personal life now start with your business and Just DO IT as Nike says. Tomorrow is not promised.ere and ask why not?"

- *George Bernard Shaw*

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