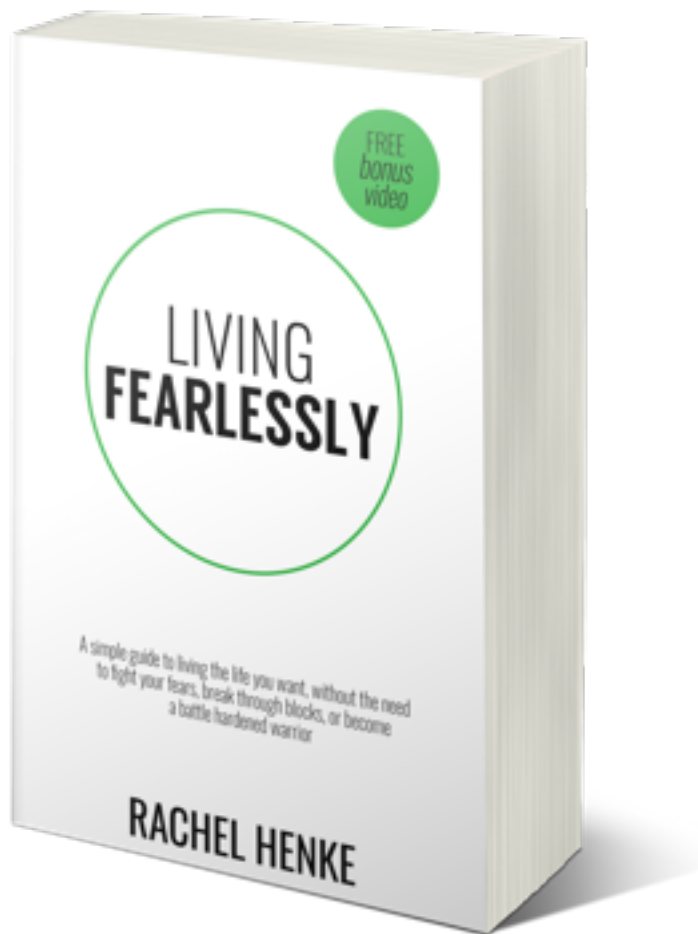


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- 'Full Out And Fearless,' a full chapter and coaching questions extracted from my bestselling Personal Transformation book, 'Living Fearlessly.'
- Access to the 'Living Fearlessly Method™' video workshop where I show you how to immediately apply what you read, to achieve whatever you want in your life and business or career.



## Full Out And Fearless

### An excerpt from “Living Fearlessly”

There’s a wonderful freedom available to us all in our life, work or business, when we see our past doesn’t define our present or future experience. It’s not uncommon to feel weighed down by what we see as our failures. It’s as if we think we need to carry our past, which is a heavy load, on our shoulders. It’s no wonder our experience of life can feel tortuous and difficult. What we need most, to be effective in every area of our lives, is presence in the moment.

When our heads are stuck in the past, we’re not present, which means we’re unlikely to perform well. Once we begin to appreciate we have innate superpowers and advanced software at our disposal, we can build on this new solid ground to create what we want.

What comes to mind as I write this, is forgiving ourselves for whatever we’ve done or not done in the past. We can always begin again with a clean slate. Living Fearlessly isn’t about following other people’s prescriptions. I’m no longer an advocate of complex techniques for us to work on forgiveness. Forgiving can be simple. Transformation occurs through personal insight even when it looks as if it’s a result of ritual. Forgiving works the same way as every other feeling.

### The Problem With Being A Seeker

A wonderful feeling of peace can always be found within us. This is great news because there’s nothing to do to be forgiven other than to let our mind settle and be present in this moment. There may be times in our lives where we swirl about in unforgiving thoughts. They arise from our insecurity in the moment, in the way other fearful thoughts appear. They soon pass when we don’t insist on hanging on to them tightly as if they have real meaning. I did a lot of forgiveness work on my spiritual journey and whilst it can be soothing in the moment, it wasn’t a magic cure for every unforgiving thought I’ve ever had. That’s what I was unconsciously seeking. This now seems like magical thinking and far from the solid ground of reality. The problem with being a seeker is we’re always seeking. We’re never there. We’re never content. Our sights are set on a vision of the future and whatever we seek seems to constantly elude us. By its very nature, seeking is unfulfilling.

Once I truly understood that my lifetime habit of seeking, only evoked an unsatisfactory yearning within me, I woke up. Now when I find myself in seeking mode I intuitively know it’s time to slow down and to allow myself to just be. A happy life, which to me means enjoying my experience and having a positive impact on the people around me, can be simple. We tend to make being happy much more difficult than it is.

When I work with my clients, I notice how they often bring a problem or question to a coaching session and usually by the end of our conversation they have a completely fresh perspective on the problem. Not only does the problem either dissolve or look solvable, there’s a calming ripple effect which spills over into whatever else is going on in their life. Other problems disappear or look easy to handle, as a result of what they’ve seen when exploring the initial problem. George Pransky, one of my teachers, says, this understanding is like penicillin. It goes where it’s needed. Unlike traditional coaching, where in the past I would help a client reach a specific goal in a linear fashion, this feels much more spontaneous and playful. I’m now able to help facilitate the client’s

awareness of their own connection to infinite creative potential. Not surprisingly, this makes business and life look a whole lot simpler both for me and the client.

Showing someone how their inner-game works and what's going on behind the scenes when they perform well, is like giving them the key to their success. The key effortlessly unlocks doors in our mind. It's the understanding of transforming the formless into form. Since I was a young child I've been fascinated with the concept of the spiritual nature of our human experience. I was often frustrated because no matter how many spiritual books I read, I couldn't see beyond the techniques and rituals so often presented as the key to enlightenment. I didn't know how it worked, so I spent a lot of time falling in and out of a wonderful feeling. I still had no clue how to get more out of my own software. I remember even as a young child, lying on the grass in the park, staring up at the clear, blue sky with a sense of pure wonder at the beauty of it all. I knew I was part of something much bigger than my little self. Now I have the understanding of how life unfolds in the simplest way - I can help people to tap into the giant pool of infinite possibilities. It's transformative and incredibly practical too.

After even one conversation, people new to my work, often share shifts in their productivity and performance. They feel a subtle shift although they might not be able to pinpoint what it is. On a practical level, it may look like they're suddenly able to get on with their business, project or life without procrastinating or worrying. In some instances, clients have been trying to create something they really want, for years. They've been getting in their own way by not understanding how the ebb and flow of creativity works. When I point to the nature of flow, suddenly the water looks clear and optimism returns. There's nothing to do, but so much to see.

### Playing The Game

When we see life as a game, living feels lighter. Whatever happened in our past, we can choose to begin a new game without dragging our old losses on to the board. They mean nothing unless we think about them and give them meaning. Our past really only exists when we think of it. Trauma can only haunt us when we travel back mentally into past events. We all do this from time to time, in different ways. We torture ourselves. It can be as common as being lost in thought about the past, right through to Post Traumatic Stress Disorder or other mental 'disorders.' We all have mental health within us. The more we look towards our wellbeing rather than try to fix what we fear is broken, the more we access it.

This is why we often seek distraction when we feel disturbed. When we're engaged in the present moment, nothing else exists. This is a beautiful space to live in. Living fearlessly is about seeing this space within us. No striving or stress is required.

One of my first big insights through this understanding was about getting out of my own way. Some insights hit us like a force of nature and the ground shifts beneath our feet. As a result I found myself showing up differently without any concentrated effort. What I saw looked different and so I responded differently. I saw clearly how other people's insecurities weren't about me and so I didn't need to try to manage them. It turns out this can transform our entire experience of life. Repeatedly, I see more about how we get in our own way and the negative impact it has.

I first noticed this tendency years ago when working with people in business. The best tool in my kit to help people to break through their 'blocks,' usually involved motivation. Have you tried motivating people for a living? It can be exhausting work. This is because people can't really be motivated to do what they don't want to do. Much of the coaching profession works from the

misunderstanding of helping clients to be accountable to their coach so they can make themselves do what they don't want to do. It's ridiculous when you think about it.

### The Power Of Natural Motivation

I've never been terribly effective for long at helping people do what they don't want to do. It always seemed like such a waste of effort and energy. Why spend our precious life doing work, or being with people we don't want to be with? We can be the best motivators in the world but people run out of steam when they're not operating from their natural motivation. Natural motivation is like a bubbling stream, deep within each of us. Have you noticed there's no limit to our enthusiasm for doing what we want to do? The so called, 'resistance,' starts when we make ourselves do what we think we should do. I battled with the 'want' versus 'should' for many years. When we understand how our minds work, we follow through on what we truly want to do because we're not so easily fooled by our thoughts and feelings.

There's an ebb and flow to our experience of life which makes sense when we understand we're working with the giant pool of infinite creative potential. The giant pool is always open but sometimes it feels like an ebb rather than a flow. We can swim against the flow but most people don't manage for long because willpower isn't an unlimited resource. The ebb is part of the flow which cuts out a whole lot of swimming right there. We're always in flow because it's all the flow of life. We can allow ourselves to float in the pool.

I can be extremely tenacious and in some instances I wish I'd given up sooner. Our attachment to a goal can blind us to reality and to our highest good. When we've cultivated a mindset of 'do or die,' we can be like children determined to eat an ice-cream. In popular motivational mindset this is lauded as the goldmine attitude. I used to respect this way of thinking and so I aimed to be even more determined. As I already had a tendency to be rebellious and stubborn, looking back, I don't think this was particularly helpful. When we really want something, not much gets in our way of trying to have it. This can be wonderful and self-destructive at the same time. It depends on the situation. If we believe we need a specific outcome to be happy, it's usually an indication of suffering and struggle on the horizon.

'Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time.' Thomas A. Edison

In the past I would have been temporarily fired up when reading this quote. Now I see the idea of never giving up, as sometimes unhelpful. It depends on our level of understanding in the moment and our unique situation. In the case of Edison, his tenacity proved successful. In reality, if he hadn't continuously changed his approach and played with new creative ideas, it probably wouldn't have. There seems to be an element of giving up, letting go and allowing, involved in creating from the formless into form. This can't be taken into account in a one line quote. It's a good example of how the common misunderstanding of how success is achieved, can be perpetuated as a prescription.

Being determined doesn't mean we'll be successful. The world doesn't owe us success. Chipping away at the same fruitless dream for many years, whilst perhaps romantic, is no guarantee of the result we desire. I can be like a dog with a bone when I want something. However when the bone is dry, I've learned it's wise to move on. Prescriptions can be so misleading and even dangerous. People want certainty, and as such are easily led into believing such a concept exists. The only certainty lies in universal truth. Circumstances, personalities and situations, change and shift like

the weather. I'm not sure there's one right way to do anything. We can all achieve many different outcomes in numerous ways and when we unhook ourselves from thinking there's a right way, there's more freedom to create what we want in a way which makes sense to us.

We don't know what's on the cards, even though many people can be very upset when they hear this. We tend to want to believe we can control and manipulate our future. Once we see it's beyond our ability, life becomes simpler. The weight of the world and the responsibility of trying to control everything, drops from our shoulders. If we don't need to be superman or woman and save the world, we can show up and play the game of life or business full out and fearlessly. When we see there's nothing to lose but our ego, conversely we more easily draw on our innate superpowers. And this unlimited power is fuelled by the inner spark which runs through us all. It's naturally powered like solar energy. We don't need motivating or empowering by others even if we think we do. This is incredibly liberating.

### Full Out And Fearless Coaching Questions

- Do you invest a lot of energy trying to make yourself do what you think you should, when you know in your heart you don't want to do it?
- Have you noticed how much easier it is to take action in a way you feel inspired to?
- Have you ever gone after something in a playful way because you thought the chances of attaining it, were slim?
- Can you see how different your experience is when you're not attached to a right way, and instead reinvent the game plan as you see what's needed in the moment?

Everything I'm pointing towards is already at work in our lives. When we begin to understand how it works, the game of life is easier to play. We can choose to play more games, knowing there's less riding on the outcome. Whilst most of us take our experience of life very seriously, it's seldom as serious as we like to think. Decisions can feel like a matter of life and death, but they rarely are. Many decisions are made when feeling insecure. We long to stop thinking about our 'problem,' and think we have to make a decision. Once we make a decision we may feel temporary relief. It's not because of the decision but because we've let it go and stopped thinking about it. When the decision wasn't made from a grounded place, the chances are we'll be thinking about it again soon.

We can't force our intuition to guide us to a place of knowing. It's wise to be patient and let the answer come to us. This can be particularly frustrating for high-achieving action takers because there's nothing to do. High achievers usually get their highs from taking action and crossing items off their to-do list. Living Fearlessly is a more intuitive way of working with the flow of life which is already unfolding.

I'm not saying never to do things we don't feel like doing. We probably all sometimes have activities and tasks we're not in the mood to do. I see a difference between pushing through in the short-term and making our self do something we don't want to do over the long-term.

In the example of me writing this book; I'm inspired to write the book and I feel naturally motivated. Nobody needed to get me in the mood or tell me it's a good idea. I love books and mostly love writing them. This doesn't mean there aren't days where I don't feel like writing. There may be a day where I have a preference to lie around doing nothing and I may choose to honour it. If the same preference arises when I have a deadline I want to honour more than lying around, I'll probably write even if I'm not in the mood. However, when possible I've noticed it's usually more productive to work to my own ebb and flow.

When we override our built-in safety setting, by making ourselves work when we're unwell or tired, the results aren't usually great. Movement doesn't always equal quality. It seems more productive to follow our own flow but it's also very helpful to know we can work or produce even when we don't feel like it. The less busy thinking we have about what we're doing, generally, the clearer the channel to do whatever we want to do.

It doesn't seem either sustainable or enjoyable to whip ourselves into taking action over a long period of time in a way we don't want to. We all have preferences. Personally I'd rather not have to do errands, administrative tasks, cleaning and other necessary household activities I see as boring minutiae. I used to be very strict about planning and setting up my life and business systems so I could protect myself from the things I didn't want to do. I thought this was freedom, and in some ways it is helpful. Whilst I still prefer not to do these things, I'm no longer under the illusion that the activity I'm engaged in must determine my experience in the moment. When I had to clean the house recently because my highly efficient cleaner was sick, I noticed how easy it was once I threw myself into it.

This is common sense and we all know it but we can really rile ourselves up by thinking about how much we don't want to do something. Ego loves a good pity party. In truth, I can clean the house and indulge a lot of muddled, painful thinking about why I shouldn't have to. The chances are the cleaning won't go very smoothly because I'm not present and I'll hate it even more. Or I can accept it's something I want done and get on with it. I saw clearly it's always possible to have a horrible or a beautiful experience of cleaning the house, once I surrendered to the reality of what was in front of me.

A client shared with me how when we first started working together she'd hated doing a particular task in her business and had spent a lot of time thinking about what a problem it was. She shared how recently she's stopped procrastinating about getting the task done. She has been given more of it but to her great surprise has begun to enjoy it. This blew her mind as you might imagine. It's always possible for us to have a different experience of everyone and everything when we drop our stale ideas of who and what they are.

### **We Have The Capacity To Handle Whatever Life Throws At Us**

When we understand our experience is always filtered through our personal lens, we hold the key to true mental freedom. We live in the feeling of our thinking all of the time. We're free to indulge our moods or to let them go. We're also free to fully feel our emotions without judging ourselves. What's rich about this depth of feeling, is we feel more alive. The need to protect ourselves from our emotions, naturally falls away when we see the truth of how we're designed to cope with whatever life throws at us. We don't always like it; but we do have the capacity to handle it.

The more we see the truth of how life already works, the more we notice how we get in our own way. When we give ourselves permission to do what we want, we become effortlessly productive.

We get savvy to when to stop and when to push on. Goals give us direction but we don't need to kill ourselves fulfilling them. They are helpful until they're not. Years ago in a seminar, before I understood any of what I'm sharing in this book, the motivational trainer said,

'I'll get to the top of the mountain or I'll die trying.'

It was well meant as a rallying cry to beat the odds. I remember feeling very emotional and excited by those words. Now I see it as an insecure foundation to build a business and life upon. Why would we want to kill ourselves for a business anyway? This is the type of hyped-up motivational training which promotes suffering when people don't reach their goals. Goals are brilliant as something to aim for but we don't need to die on the mountain to be worthy of success.

When we're attached to the form of how something turns out, we limit our creativity and resources because we're not open to fresh solutions and unexpected opportunities. We're not our work or business; our potential is much greater. One, or even many opportunities may not work out but something new always awaits. We'll never see the infinite possibilities when we're blinkered and attached to what our ego thinks it needs in order to survive.

### Giving Up Isn't For Losers

I used to think giving up was for losers. I would push through trying to make things happen which on reflection really didn't seem to want to happen. I had the misunderstanding that sheer willpower and a 'can do' attitude was what was needed and so I cultivated more of it.

I read hundreds of books and listened to audios and attended seminars on how to be bullet proof and never to give up. Giving up had a real stigma to it in my empowered circles. The problem with this is that life doesn't really work this way. Even when we think we've created something through our own tenacity and willpower, it's not the whole story. There are other factors at play which we can't and don't control even if we'd like to think we do. This in turn sets us up for suffering when the dice don't land in our favour. We beat ourselves up thinking it's all on us. Conversely, when we think we made something happen all on our own, our egos inflate. We revel in the gratification, until the next ego-fuelled challenge shows up to test us and we begin all over again.

This is illusory and casts us out on the winds of fortune. It looks as if by being empowered we're in control. When we glimpse the truth of how reality works, we're free to show up and do what makes sense to us. Sometimes it goes as we think it should and sometimes it doesn't. From this space we can access clarity on demand because we're free to try. We're free to play full out and fearless. We're no longer so afraid. We're also free to give up. Giving up isn't fatal or final. Humans are a bit like cockroaches. We find a way under, over, or around.

Giving up or letting go when we don't know what to do isn't weakness; it's wisdom. Have you ever noticed how the minute you give up on a tricky problem or you walk away, something seems to shift? This is a bit like the back burner I referred to in the last chapter. We may receive a phone call out of the blue, or bump into someone we haven't seen in years who can help us. I don't understand the metaphysics of this but I've certainly experienced it in my life, many times. Have you? What I'm pointing to, are the principles behind this phenomenon which are reliable and predictable.

When we give up on something we've been trying so hard to do, we allow our self the mental space to see our problem with new eyes and come back to it with fresh thinking. Sometimes we see the problem doesn't even need solving anymore. It fixes itself or we get an insight; a new idea on how to solve the problem. The solution wasn't there before in our consciousness. We didn't have it in our mind before but when we give up, we allow space for something new to come in.

There's a story I heard from a colleague about an aerospace company which was exposed to the principles I share in my work. They began to take the idea of 'giving up' to a whole new level. After seeing the power of giving up they would walk away from their desk. They would go home and take time out, instead of continuing to tackle problems. We're talking aerospace here so I'm guessing these were not simple problems. They would allow themselves the mental space for something new to come through and the new modus operandi became 'how quickly can you give up?' These smart technical geeks are walking around asking each other, 'Have you given up yet?' If this is helpful for aerospace engineers, perhaps we can learn a thing or two for our daily problem solving.

We can let go and trust the infinite creative potential will give us what we need. This is why it can feel so comforting to pray. It's as if we're handing over or letting go of a problem which is beyond our control. It helps take it off our mind but also feels as if we're doing something about it.

There seems to be an element of allowing things to unfold. We can give up or let go but if we don't allow, then we stop the flow of whatever wants to happen. I see allowing or accepting as being at peace with what is. It seems to me a little bit like, when we're engaged in work and we've got a lot going on. We try to move forward and suddenly something happens to slow us down and take us out of the game. Perhaps we're unwell or an unexpected commitment comes up.

When we're in a space of allowing, we're open to the unknown. For instance, when someone wants to help, what might happen if we accept the offer? What if we don't close people and opportunities down so quickly? I do this sometimes. I often have a definite idea of what I want to do. I'm a fast action taker and sometimes I'm not open to hearing what other people want to tell me. I've noticed that asking more about what someone wants to say, can really lead me to some interesting places. They could be talking about something completely different to what I could previously envisage. When we see the value in slowing down, we don't miss ideas and resources which may help us. What might we allow to come through to support us with our business, work or life?

### **Saying Yes And No**

Recently I was reading 'The Year of Yes,' by Shonda Rhimes, the creator of one of my all-time favourite shows, 'Grey's Anatomy.' The book reminded me of 'Feel the Fear and Do it Anyway' in some respects because the philosophy is to fight resistance and treat fear as a tangible block. Understanding what I do now about how fear works, this approach seems less helpful. However, I still loved the book because it's inspiring. Shonda says yes to invitations which she was too terrified to say yes to before, or which she never even contemplated saying yes to in the past. It's a bit like allowing herself to play in the unknown. What could it be like to say yes to something which we'd usually automatically say no to? What could it be like to say no to something we usually say yes to? This isn't a strategy where I'm advising, 'Say yes to everything or say no to everything.' That's not what I'm pointing to at all.



This is why I love ‘Living Fearlessly.’ It’s so fluid and flexible in the moment to what shows up. We might say no to something today. We might say yes to something tomorrow. We might say yes and no within the space of ten minutes. We may change our mind. It’s all fine. We free ourselves by giving ourselves permission to say no when we feel in our gut we don’t want to say yes. Usually we may say yes to please people, or because we’re worried about what it says about us if we say no.

What if we say yes to life, more? Because, what the hell, why not? We can try something new. It might exceed our expectations beyond anything we ever imagined. Or we might hate it and never choose to say yes to it again. Either way we’re free to choose. Our personalities are not as fixed as we think. We have the free will to choose and change.

**Here’s a summary of the key points in this chapter:**

We tend to make being happy much more difficult than it is.

Understanding how the inner-game works is the key to our success. The key effortlessly unlocks doors in our mind.

When we see life as a game, living feels lighter.

So called ‘resistance,’ starts when we make ourselves do what we think we should do.

Giving up or letting go when we don’t know what to do isn’t weakness; it’s wisdom.

Living Fearlessly is a more intuitive way of working with the flow of life which is already unfolding.

**There’s an ‘insight’ space below to journal any new thoughts that come through as you read:**

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