



MANIFESTING

FOR NON GURUS

HOW TO
QUICKLY & EASILY
ATTRACT
LASTING RESULTS

BY ROBERT MACPHEE

Personal Growth / Self-Help

The “Manifesting for Non-Gurus” approach is a profoundly simple five step process anyone can use to quickly and easily attract more of the results they really want. This book and its companion journal combine to deliver the information and structure necessary to create lasting change.

“This is a brilliantly simple book that is equally valuable to someone new to personal development and someone who has been learning for years from the best in the business. Robert MacPhee is a brilliant coach and teacher; his approach offers a firm foundation that will help you stay on track and accelerate your results.”

-Jack Canfield, co-author of the “Chicken Soup for the Soul^(R)” book series and The Success Principles: How to Get from Where You Are to Where You Want to Be.

“Robert MacPhee has a knack for taking complicated issues and making them simple. You will find this book filled with practical wisdom. Best of all, you can put what you learn to use right away and start enjoying the results immediately.”

-Stewart Emery, International Best Selling author of “Do You Matter” and “Success Built to Last”



MANIFESTING FOR NON-GURUS

*How to quickly and
easily attract lasting results.*

Robert MacPhee

www.manifestingfornongurus.com

Manifesting for Non-Gurus
By Robert MacPhee

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*“Increasing our awareness allows us
to make better decisions and get more
of the results we want.”*

— Robert MacPhee

With Appreciation...

*We often take for granted the very things
that most deserve our gratitude.*

— **Cynthia Ozick**

This book is a significant landmark of my life. It feels as though its contents have literally been gifted to me. The completion of this project would not be possible without the help of all of my family, friends, teachers, students and colleagues. It is impossible to mention everyone here who helped make this project a reality. And it is appropriate to mention a few...

This work emerged as I worked with the members of Jack Canfield's Platinum Inner Circle. I thank each and every one of you for supporting me as much or more than I supported you.

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I am grateful to all of those who enrolled in our first Manifesting teleseminars and our live event in May of 2009. I will forever be grateful for the faith you showed and the insights you shared. This book would not have been the same without your contribution. To Mike D'Alessio, Liz Buchanan,

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And finally to my family who have been so supportive and without whom this book would not have been possible and would be without meaning. To my parents Nancy and Chet MacPhee who have always been 100% supportive of my work, my in-laws John and Brenda Blom who have always treated me as they would their own son, to my three amazing children Kellie, Duncan and Lise who demonstrate for me every day how important this work really is and to my wife Pam who has shown levels of patience and support beyond human comprehension as this journey has unfolded.

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“You are the way you are because that’s the way you want to be. If you really wanted to be any different, you would be in the process of changing right now.”

— Fred Smith: Founder, Federal Express

Introduction

Manifesting for Non Gurus is a profoundly simple approach to everyday life which is intended to help you quickly and easily attract lasting results. The approach is designed to accelerate the results you get when you decide it is time for a change.

“Manifesting”...it sounds magical, doesn't it? Almost too good to be true. But the fact is, it is possible to attract the results you want quickly and easily. Think about it; you have certainly manifested before. Just the right person showed up to help you at just the right time, the money to pay a bill that was due showed up from an unexpected source just when you needed it, you were thinking of someone, the phone rang, and sure enough, there they were. The question is, is it possible to intentionally attract results like this? And is it possible to do it more frequently and more effortlessly than you do now? The answer to both questions is yes, it is possible, and more and more evidence is showing up every day to prove it. Our clients, who use the approach you are about to learn, see faster and easier results every day. It has come to the point where every time a client calls and says “You

won't believe what just happened!", I say to myself, "Well, actually, I probably will..."

If you are new to personal and professional development, you will find that learning the *Manifesting for Non-Gurus* approach is a great way to build a strong foundation of fundamentally sound information. From this foundation you will have a much easier time fully integrating what you continue to learn. The core content you will learn here is based on studies of what some people do that make it easy for them to live a healthy prosperous life filled with wonderful relationships. The approach is simple, practical and easy to use. You will also find that there is incredible depth in each of the five steps.

If you have already spent considerable time in and around the personal and professional development industry, I am particularly excited to invite you to try this approach. If you have read other personal development books, attended personal development seminars and listened to personal development audio programs, you will find that the simple structure of the *Manifesting for Non-Gurus* approach allows you to tap in to what you already know and apply it more easily than ever before.

The *Manifesting for Non-Gurus* approach is intended to be implemented with a journal, sample pages of which are included at the back of this book. (A hard bound journal to purchase and free downloadable journal pages are available at www.manifestingfornongurus.com). Your journal should be used as a way to practically apply the *Manifesting for Non-Gurus* approach. The information in this book has even more value when used with this tool for practical application. We use journaling as a daily discipline for several reasons.

First of all, journaling slows down the *Manifesting for Non-Gurus* step-by-step approach so that its impact sinks in on a deeper level. The process of writing forces the mind to slow down to wait for the hand to catch up. Second, the process of journaling gets your thoughts out of your head and on paper, establishing a baseline which you will be able to refer to later in order to see how far you have come. So often all we see is where we want to be, forgetting all the progress we have made.

I am a runner, and in races I often find myself doing what many of us do in our everyday life; I look *forward* and see all the people who are faster than me, the ones who will beat me to the finish line. I hear that critical “why aren’t you

running faster?” voice in my head. I only see how far behind I am and how much farther I have left to go.

I remember once, shortly after hearing that voice during a race, I looked back over my shoulder and was instantly reminded of how many people were behind me, and more importantly, how much I had already accomplished and how far I had already come. I immediately felt better. Although the second approach is slightly better than the first, both are based on comparison to others and therefore not ideal.

The fact is, I was where I was in that race. There is value in looking forward to see what direction I was headed and how far I had to go, and there is value in looking backward to see what I had accomplished already, but the fact is, I was where I was. It is the same with the journaling process you will learn here. Journaling each day, capturing where we are in that moment, keeps us focused on where we are now while reminding us of where we are headed and how far we have come.

Our specific approach to journaling is a powerful way to accelerate the process of establishing new habits and new ways of thinking. These new habits and new ways of think-

ing are what will lead you to quickly and easily achieving the new results you desire.

What we mean by “Manifesting”:

Manifesting, as we refer to it here, is quickly and easily attracting lasting results from “nothing”. By results we mean anything that we create and/or attract in the physical world. Cars, houses, relationships, the condition of our body and the emotions and feelings we experience are all examples of results. Any result we manifest starts as an idea, an insight, or an awareness. Where do these ideas, insights and awareness come from? Without delving into quantum physics, scientifically the evidence indicates that they come from “nothing”, from a place beyond the physical world we experience with our five senses. Results may appear to show up magically, but here we will operate from the assumption that there is a specific pattern to how they arrive, and that as humans, we can have some degree of control over what outcomes we attract.

What we mean by “Non-Guru” (part 1):

All of us are manifesting every day. You do not need to live in a cave in India for 10 years and achieve total enlightenment in order to learn how to manifest. Information about how to tap into our power to manifest has previously been available to only a very small group of people. Now the pendulum has swung in the other direction. Not only do many more people have access to such information, but most of us have access to too much information as opposed to not enough. The challenge has become sorting it all out and finding what is most relevant to our particular circumstances.

What we mean by “Non-Guru” (part 2):

There are many wise people willing to share their knowledge and experience with us, and that is a good thing. However, we should not be doing anything simply because a “guru” tells us to. Our own intuition, common sense and inner guidance is more valuable than any external point of view.

I have (as of this writing) never been to India or lived in a cave, and I do not consider myself “enlightened”, but I have been studying personal and professional development for the past 12 years, and I have had the chance to work with and learn from some of the most brilliant minds in the field. I have some valuable insights to share with you in this book, and I believe that if you USE what you learn here you will enjoy lasting results.

I do not, however, want you to do anything because I said you “should”. My request is that you carefully consider what I share with you here and then decide for yourself what to try. Use what works and discard what doesn’t.

What you decide to include in the way you lead your life should be determined by the results you get from what you try.

Most people, when they want to make a change, decide what they want and then almost immediately begin taking action. This approach requires a lot of hard work and effort and can, in many cases, cause struggle, pain and discontent. There is a much better way. The *Manifesting for Non-Gurus* approach includes setting goals and taking action, and it adds three very critical additional steps. These three steps

are absolutely necessary if you want to accelerate your results while minimizing effort. Not including them is often what makes it so difficult to change and what makes results short lived.

At first glance, including the additional steps of the *Manifesting for Non-Gurus* method may seem to actually be more difficult and time consuming than “getting right to work”. If you are thinking this, I ask you to consider an idea I learned from my dear friend and mentor Steve D’Annunzio, author of the wonderful book “The Prosperity Paradigm”. Steve teaches a concept called “Hard-Easy”, reminding us that when we take the easy approach at first, things tend to get harder later on. The opposite is also true. When we take the hard approach to begin with, and are willing to do the important work up front, things tend to get much easier for us later on. The small amount of time and effort required now to address all five steps of the simple *Manifesting for Non-Gurus* approach will certainly pay off for you in the long run.

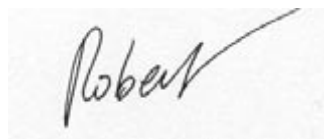
The following chapters of this book explain each step of the *Manifesting for Non-Gurus* method in depth. At our web site, www.manifestingfornongurus.com, there is a one-

hour audio overview of the approach which is available to you for free.

I'm guessing that you, like me, are a "Non-Guru", a normal person leading a normal life with normal challenges. Still, you are already manifesting every day. You are attracting lasting results quickly and easily. The question is, what results are you attracting? My hope is that the *Manifesting for Non-Gurus* approach will help you fully access and direct your manifesting power so that you can quickly and easily attract more of the results you truly want in your life.

This book and the accompanying journal are simple tools to remind you of what a powerful manifester you really are. Together they will allow you to learn and fully experience how easy it can be to direct that power.

Welcome to our community and happy manifesting!

A handwritten signature in black ink that reads "Robert". The signature is written in a cursive style with a long, sweeping flourish at the end.

Robert MacPhee

*“Success is the ability to fulfill
your desires with effortless ease”*

– Deepak Chopra

Manifesting for Non-Gurus: A Five Step Approach

The *Manifesting for Non-Gurus* approach has emerged from years of observing people who quickly and easily attract lasting results. These are the people the rest of us look at and ask, “How did they do that?” and, “Why is this so easy for them?” The fact is, these people do a few simple things very differently from those of us who either do not achieve the results we want or have to struggle for everything we achieve. By making a few small changes, it is possible for you to dramatically change the results you get and the speed at which you get them.

An assumption of responsibility

Before we go any further, it is important to state an assumption. I believe that everyone who is attracted to this work understands, on some level, that they are 100% responsible for the results they achieve. By definition, the concept of manifesting is in alignment with this. YOU are the one who manifests your results, not anyone else, so there is no room for blaming, shaming or mak-

ing excuses if you truly wish to quickly and easily attract lasting results.

My friend and mentor Jack Canfield teaches a simple formula that clearly explains the issue of responsibility:

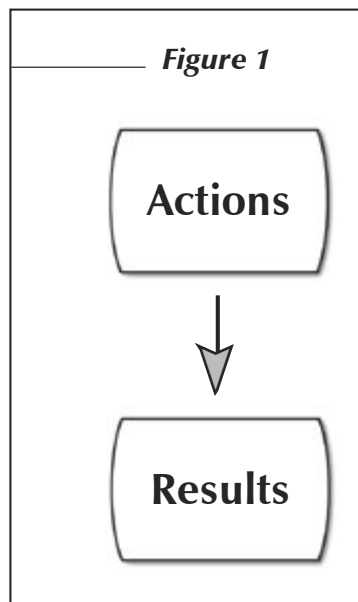
$$E + R = O$$

This formula is the first of the 64 principles in Jack's best selling book, "The Success Principles". "E" stands for the events which we all experience in our lives; the circumstances that we are faced with every day. "R" stands for our response to these events, and "O" is the outcomes we get.

The important point is that we cannot change the "E's" in our lives. The world does what the world does. What we can control, however, are our responses to these events; this is our point of power. Our responses to the circumstances we are faced with ultimately determine our results. When we stop wishing the "E" would change and start focusing instead on our responses, we take control of our life.

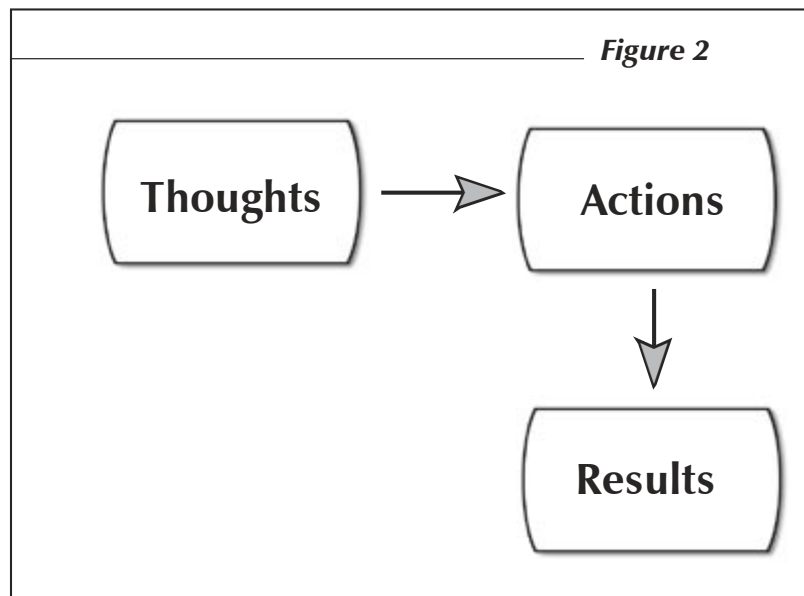
MAKING CHANGES

Finally, before we get into the specifics of the five step *Manifesting for Non-Gurus* approach, we are going to take a look at a model that clearly illustrates what happens when we attempt to make changes in our lives. As was stated in the introduction, when most people decide they want to make a change they quickly set a goal and get immediately into action. These people recognize that their **RESULTS** come from their **ACTIONS**. This dynamic is illustrated below in Figure 1.



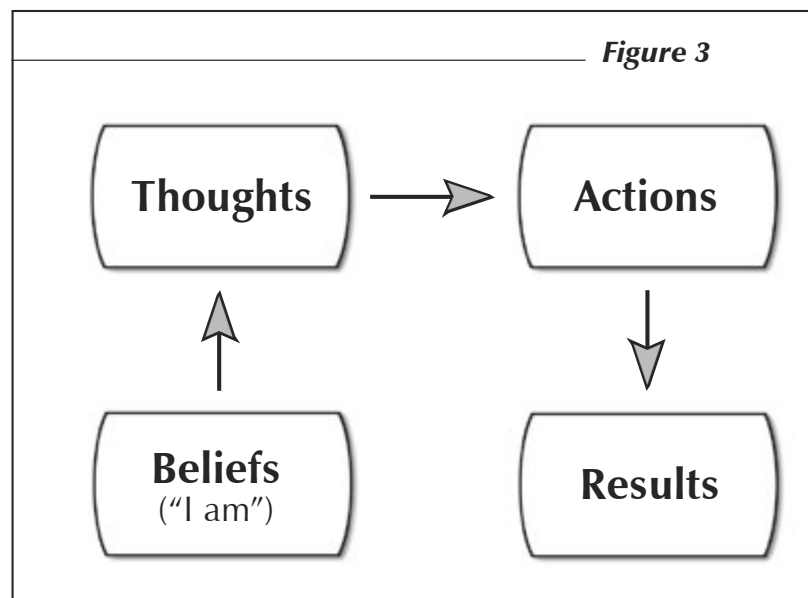
The approach of focusing exclusively on actions and results requires hard work and effort. It demands enormous willpower and often does not yield lasting results. Here is why:

In order for us to discover a way to make lasting changes quickly and easily, it is important that we consider what precedes all of our actions. Figure 2 illustrates the fact that our **THOUGHTS** precede all our **ACTIONS**. Before we **DO** anything, there is a thought about it; even if just for a split second.



So, what precedes our thoughts? The most important factor in influencing our thoughts is our own beliefs, in particular our beliefs about who we are. For example, if I think of myself as a healthy person, I will think the thoughts of a healthy person, which in turn leads to me taking the actions of a healthy person and achieving the result of good health.

As illustrated in Figure 3, this pattern repeats itself over and over again every day in every area of our lives.



This simple four part model illustrates what is occurring both internally and externally as we go through our day-to-day lives being who we are, doing what we do and attract-

ing the results we attract. The model clearly illustrates the meaning of two phrases you may have heard before:

Self-Fulfilling Prophecy: Starting in the lower left-hand corner of Figure 4, follow the arrows...When we have beliefs that we are a certain way, we tend to think thoughts that are in alignment with those beliefs, take actions that are directed by those thoughts, and get the corresponding results. Our beliefs about who we are literally determine the results we achieve.

Comfort Zone: When the results we get are in alignment with our beliefs about who we are, we are in what is called a “comfort zone”. This is true even if our results are not what we want them to be or are not what we think we “should” be getting.

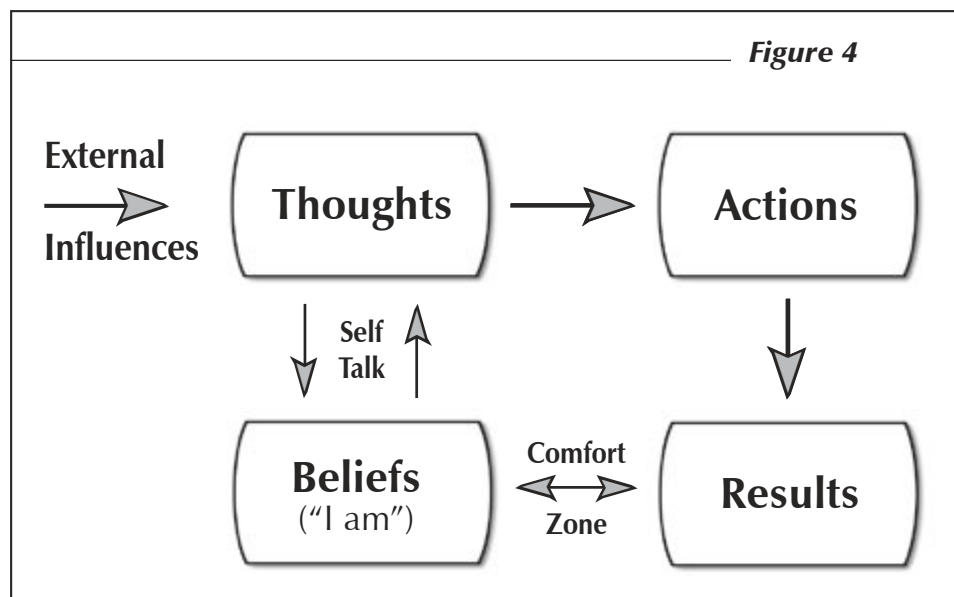
External Influences

Our beliefs about who we are are not the only factors that influence our thoughts. There are many other influences, including but not limited to friends, family, co-workers, television, radio, newspapers, magazines, books, and the internet. For the purpose of this model we will lump all of

these factors into a category called “External Influences”. It is crucial to be grounded in a very powerful “I am” belief so that these external influences do not end up determining our thoughts, actions and results.

Typically, when we state our belief about who we are, we hear a response. We hear that familiar voice inside our heads that either encourages us or, in many cases, argues against what we have said. In the context of this model, it is important to be aware of this dialogue between our BELIEFS about who we are and our THOUGHTS. This dialogue is our “self talk”. If we allow ourselves to become too

Self-Fulfilling Prophecy



caught up in this self-talk, the danger is that we will never reach the action/results stage.

When the results we are trying to achieve are not what we want them to be, and/or when our results are not in alignment with what we think we “should” be getting, we often decide it is time to make a change. This is when this simple four part model becomes most valuable, because it clearly illustrates the reasons why most people struggle with making changes and getting lasting results. Let’s consider another health example...

Have you ever known someone who joined a health club in January with a New Year’s Resolution to lose weight? You know what usually happens to these people, right? Despite the fact that overweight people **know** they “should” exercise more and eat better, (external influences remind them of this constantly), the numbers are alarming when it comes to how many people join health clubs in January with the best of intentions and are nowhere to be seen by the first part of February. In the context of our model, how does this happen?

First of all, let's look at the initial RESULT: being overweight. Chances are that this person's current exercise and nutrition ACTIONS have created and are continuing to direct a path to this result. What happens in most cases to initiate a behavior change in this person is that an EXTERNAL INFLUENCE will cause him or her to THINK differently, ("I need to lose a few pounds"). The new thinking then gets them to start taking new ACTIONS, (i.e. joining the gym, exercising, eating better...), and these actions soon lead to new RESULTS...

But wait! What about that comfort zone we talked about? If the RESULT the person had started with was being overweight, what must the core "I am" BELIEF have been? Usually it is something along the lines of "I am an overweight, out of shape person who does not have time to exercise." So, when, in our example, the person starts to get new RESULTS from their new ACTIONS, they find themselves out of their comfort zone. Their RESULTS do not match their BELIEFS about who they are. So, in order to get back to their comfort zone they have two choices:

- 1. Stop taking the actions that are creating the new results.**
- 2. Change their beliefs about who they really are.**

Keeping in mind that most people make these kinds of choices unconsciously, which option do you think they most often pick? That's right: they stop taking the new actions, which brings the results back to where they were before and...ahhh, comfortable again. Or, at least, familiar, because as this example clearly shows, we are not always happy when our results match our beliefs about who we are, but we are "comfortable" as we have defined it here.

For most people, this cycle operates completely below their level of awareness. That is the power of learning the *Manifesting for Non-Gurus* approach. When we understand how behavior change works we are able to make better choices and therefore achieve better results.

Using the same example, is there a better way? Absolutely. The story starts out the same way: with a person having a THOUGHT that they would like to lose some weight. Rather than going straight into ACTION, though, this time

they will take a step back into their BELIEFS about who they are. They remember that at their core they are a healthy, vibrant, energetic person - perhaps even an athlete at heart.

But wait, here is another place where we can get tripped up. Last time we left our comfort zone when we achieved RESULTS that no longer matched our BELIEFS. Now we are changing our BELIEFS so that they will not match our current RESULTS. In doing so, we will experience the same kind of discomfort, a pull to return to the way things used to be. We will hear that voice in our head that says things like, “this kind of woo-woo visualization/affirmation stuff doesn’t work!” But look what happens if we continue to affirm our new belief...

We begin to think the THOUGHTS of a healthy person, getting ideas and insights we were not getting before. This is followed by taking the ACTIONS of a healthy person, which eventually leads to the same kinds of RESULTS we saw in the previous example. We start losing the weight, we get stronger, we feel more energetic, active and alive. But this time there is a fundamental difference; this time, when the RESULTS of better health begin to emerge, they match our new BELIEFS about who we are. We have liter-

ally created a new comfort zone, and this is the key to lasting change.

Important Note: In order to create a new comfort zone as I have described, you will need to repeatedly remind yourself of your new belief, reminding yourself of who you really are in spite of what you may have previously convinced yourself or allowed others to convince you of. These reminders will stimulate new thoughts, and eventually lead to new actions and your new results.

The *Manifesting for Non-Gurus* approach that you are learning here and will apply with your journal starts with this concept of belief about who we are. This belief is the foundation of how we create changes in our lives.

With that in mind, let's take a look at the *Manifesting for Non-Gurus* approach one step at a time...

*“At the center of your being
you have the answer; you
know who you are and you
know what you want.”*

— Lao Tzu



STEP 1



Who Am I?

In the four part model we just outlined, we shared that the process of manifestation begins with a THOUGHT of wanting something to be different. In many cases that thought is stimulated by an external influence. In the first step of the *Manifesting for Non-Gurus* approach, we take a step back from that thought, allowing us to later make huge leaps forward. We will step back into clarifying our BELIEFS about who we are before we step forward into ACTION. This is just like an Olympic long-jumper starting way back from the jumping point and getting a running start before launching into the air. Just like the long-jumper goes “backward” first, we will go from our thoughts into our beliefs about

who we are, ultimately allowing us to propel much further forward.

The first step in the *Manifesting for Non-Gurus* journaling process is to simply ask ourselves, “**Who am I?**” We will look at this question from four different points of view:

#1 - Your Core Self

The first perspective on “Who am I?” is to look at your core self, which is who you are on an energetic level. This is a level beyond your body, your mind, your accomplishments and the roles you play in your life. Of course you have a body, but isn’t it true that you as a person are not just your body? Haven’t you noticed that your body changes over time, but you still stay who you are? At your core you are what observes your body but not the body itself. Your body is like a car that YOU drive around in.

In the same way, you have a mind, but you are not your mind. Don’t YOU observe your mind when you talk to yourself? Can you see how YOU are separate from your mind? Have you ever considered who that is talking to your mind?

You have thoughts, attitudes, beliefs, and memories but none of these mental constructs define who you really are. Answers, ideas and insights come through the mind, not from the mind...

*“The mind is a wonderful servant
but a terrible master.”*

— **Robin Sharma**

We have accomplishments like awards, cars, houses, clothes and other possessions, and sometimes we closely identify with these accomplishments, but at a core level we are clearly not our accomplishments. We could lose everything we have and we would still be who we are.

We all have skills and talents too. Things we are really good at and things we love to do. But these too change over time, so they cannot be who we truly are.

We all have the roles that we play; father, mother, brother, sister, friend, boss, employee, manager, doctor, lawyer, accountant, husband, wife, boyfriend, girlfriend... The list goes on and on. But again, despite the fact that we play these roles, they do not define us. The roles will change over time,

but at our core we will remain who we really are. Our roles are, in fact, a way for us to express who we really are.

So, if we are not our body, our mind, our accomplishments, our skills and talents, or our roles, then who are we?

On some levels this is an impossible question to answer. It is beyond the scope of our language and our physical senses to fully grasp and describe. So, for the purpose of our journaling, we will simply do the best we can. We will remember that this process is a journey, not a destination. We will answer the questions to the best of our abilities and remain open to whatever insights emerge next.

Most people, when they ask the question, “Who am I?”, going beyond their body, mind, accomplishments, skills, talents and roles, find that the response that shows up is a feeling or emotion. It is often the feeling or emotion that we most want to give and/or receive. From the clients we coach, we hear answers like love, joy, abundance, consciousness, and awareness.

“Who you are and stillness are one and the same.”

— Eckhart Tolle

It is important to recognize that we are, on some level, the entire range of emotions. Every emotion has a way of showing up, sometimes voluntarily and sometimes involuntarily. There are some emotions that we like and some that we do not like. The *Manifesting for Non-Gurus* process of inquiry asks you to identify the emotions and feelings you most want to experience so that when you become aware of experiencing **other** emotions and feelings, you can intentionally shift away from them.

For most people, when we take a closer look at who we are at our core, we are reminded that we are much more than what we perceive with our five senses in this human experience. We have a soul, we are connected to a source which is much greater than what we see, feel, touch, smell and taste.

When asking the question, “Who am I at my core?”, your answers are likely to evolve and change. In the beginning, as you use your journal, ask yourself the question and simply write down whatever comes to mind. Borrow one of our coaching clients suggestions from above if you’d like. What is most appropriate for you will eventually emerge as you continue to use your journal. Be comfortable with where you are now, and know that part of the power of the

Manifesting for Non-Gurus approach is that it allows you to more quickly and easily take the next step, whatever that is for you personally. There are truly no right or wrong answers here; it is up to you to discover who you are.

Napoleon Hill, the author of “Think and Grow Rich”, recommends asking a simple question when someone else professes to know something they cannot know for certain, like who we really are or what will happen to us after we die. Hill suggests asking, “How do you know?” The question reminds us that sometimes we actually do not know. We cannot know for sure, but we can explore. Each of us comes up with the answer that we believe is as close as possible to the truth, the one that feels right to us. Although we may not be certain we are right, the exploration we undergo and the answer we land upon give us a very valuable perspective that most people do not have. This perspective will give us a sense of purpose beyond what most others will experience in their lifetimes.

#2 - Your Roles

Although we have already seen that at our core we are not the roles we play, our roles **are** one of the key ways we express who we are. As a part of the journaling process it is extremely valuable to consider what roles help us express who we are. Considering our roles and being aware of them will help us to manifest the results we desire.

If, for example, what you intend to manifest is better health, you may want to consider playing the role of an athlete. If your intention is in the area of career and finance, you would focus on your role as an employee or business owner. And if your intention is in the area of relationships, you would see yourself in the role of a friend, lover, spouse or parent.

The question of what roles we play is usually much easier to answer than the previous question about one's core self. Considering our roles as a part of the journaling process gives us a valuable context and clarity about how we will express our beliefs about who we are.

#3 - Skills, Talents and Abilities

The third way of looking at the question, “Who am I?” is to consider our skills, talents and abilities – what we are good at and what we love to do. Being good at something is our way of delivering value, and loving to do something is our way of experiencing satisfaction. Obviously, the ideal here would be to be in a situation where we are doing what we love to do AND doing what we are very good at.

I encourage you to take an especially close look at the activities you love to do. The fact is, as you do more of those things, you can get better at them. If, on the other hand, you are doing things that you are talented at but they fail to bring you joy, then it is rare that you will one day wake up and decide that you actually love what you are doing.

For many people, continuing to do what you are really good at while adding more of what you love to do is a useful approach. Doing what you are good at creates value and feeds the family! We need to be very careful about letting go of that. Moving too quickly into what we love to do but are still learning to excel at can weaken our foundation.

	Don't Love (No Satisfaction)	Love (Satisfaction)
Good At (Value)	Do Less	Ideal
Not Good At (No Value)	Avoid	Do More

Diagram description: A 2x2 matrix with 'Don't Love (No Satisfaction)' and 'Love (Satisfaction)' as columns, and 'Good At (Value)' and 'Not Good At (No Value)' as rows. The top-left cell contains 'Do Less', the top-right cell contains 'Ideal', the bottom-left cell contains 'Avoid', and the bottom-right cell contains 'Do More'. A horizontal arrow points from 'Do Less' to 'Ideal', and a vertical arrow points from 'Do More' to 'Ideal'.

FINAL NOTE: Don't be fooled by loving being good at something! The appeal of this situation is probably based on other people's opinions: your love of getting the approval of others. This external motivation is rarely as powerful as the feeling you get from doing what you really love to do.

#4 - Your Contribution

The fourth way we approach asking who we are is to consider what contributions we want to make. With this question we look at the reasons why we are here and attempt to determine what gives our life a sense of purpose. In what ways would we like to see the world become a better place? The question we ask, (it is no coincidence that we ask this after we have looked at our roles, what we are really good at and what we really love to do), is “How can I help?” How can I be who I am and do what I love to do in a way that truly makes a difference? The answer to this question gives you a strong sense of who you are!

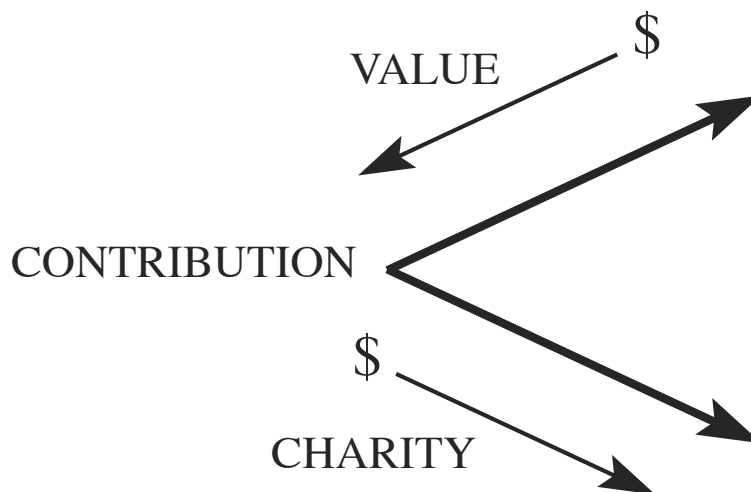
A note about FINANCIAL CONTRIBUTION: In this day and age, many people would like to manifest financial abundance. Many of us would like to have more money, but there is an important distinction about manifesting money:

It is impossible to manifest money.

What you *can* manifest are ways to deliver *value* and the resources necessary to help deliver that value. The money follows from the value.

Delivering value is one of the ways in which we contribute. If attracting more financial abundance into your life is an important goal, we suggest seeking out ways to contribute that deliver massive value. The more value you deliver the more financial rewards you can attract in return. Then you will be in a position to contribute financially, but you must already be in a secure financial position to be able to do so.

When it comes to contribution, money can flow to you when you deliver value or money can flow from you when you donate. Money is just a symbol. It is always associated with something else, a product, service or other exchange of value.



When asking ourselves what contribution we are here to make, it is valuable to look at situations from the points of view of others. Who do you want to help? How do you plan to help them? Instead of looking at what we want, we will look at what another person or group of people want.

Manifesting is not selfish...

Focusing on contribution reminds us that manifesting is not selfish. Some people believe manifesting is all about getting more of what we want even when it may be at the expense of others. However, when we make contributions a part of how we define who we are, we will find the exact opposite is true. We are all, at our core, generous, caring and considerate of others. When we act from that place, there is nothing selfish about manifesting at all. In fact, true manifesters, by our definition, are constantly making a significant difference in the world, improving circumstances for themselves and others.

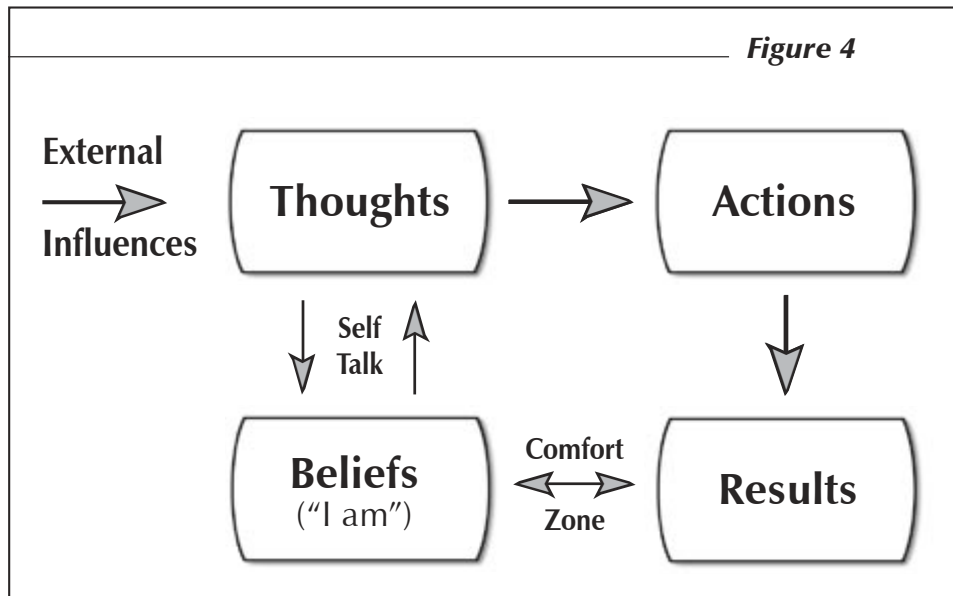
Who I am is a choice.

As we look at each of the four points of view underlying the “Who am I?” question, a very important fact emerges: Who I am is a choice.

In our human experiences we get to choose who we are at the core level, what skills and talents we will use to express who we are, which roles we will play and what contributions we will make. Our awareness that we have this choice, combined with the ability to make it from an educated point of view, puts us in a very powerful position.

Returning to the four-part model described earlier, (the diagram has been reprinted below), we can see how important it is to be clear and grounded in who we truly are. Without such clarity we are left vulnerable to external influences. What we are seeking is a situation where the results we achieve are consistently driven by a clear sense of who we are.

Self-Fulfilling Prophecy



Great personal power comes from us having a strong sense of who we are. As this sense emerges, we will notice that we are less distracted from our goals and less easily intimidated by others.

The answer to the question “Who am I?” is unique to each individual. The *Manifesting for Non-Gurus* approach is NOT about everyone being the same. The process honors, respects and appreciates each person’s individuality.

The overall answer to the question, “Who am I?” is a combination of all four of the points of view we have examined:

1. Core Self
2. Roles
3. Skills and Talents
4. Contributions

With a strong sense of clarity about all four of these points of view, we launch into the next step of the approach...

“Intention is desire without attachment”

— **Deepak Chopra**