

Having Energy vs. Hoping Energy

Hey, Ellie.

Hello.

Looks like it's just you and me right now. How are doing today?

I can hear you.

See Toronto behind you.

Yes. I have to duck a little bit.

This is actually this one is one of my favorite buildings in Toronto in terms of What about it?

Is that the one facing the water?

No. This is a Shopify headquarters or one of the headquarters building. I don't know. And, architecturally, it's really interesting because I find Toronto to be a really ugly city, and this one brings it up a little bit.

You are in a new setting as well.

Yeah. I'm staying at a an Airbnb with my daughter. We have a staycation. Alright.

Sounds good. Where are you go where where are you?

We're in Austin. We just went for a little sometimes we just go and she likes to go have mom and love alone time.

That's great, actually. We used to do it's a mini picnic.

It is. Alright. How are you doing? Looks like nobody's here right now. I'm checking on you.

Actually, pretty good.

A little bit of I think we met two weeks ago, and this is, something that you thought taught us ten thousand times. And two weeks ago, it was a fresh reminder again.

Instead of focusing on this stuff that is not going well, focus on the the vision that you have. And I keep repeating these things.

I know. I forget it all the time, but it is literally what cuts through all of the noise and all the chaos. And I think we just need to keep reminding. Everybody needs to keep reminding each other.

Yes. When I call my coach, that's what they remind me too. So, we create from a vision. So the vision pulls us towards it, but most of us are creating from the chaos of the status quo and the past.

And so we're, like, trying to climb out of quicksand because it feels like quicksand. But we, the vision is literally like, something coming from the future to pull us out of the quicksand, which is the future time when we're out of the quicksand. But we can't remember that right now.

Yeah.

So you have to imagine it. And this is why imagination to me is the most important skill as a leader, as a teacher, as a coach, as a human, as a parent, because imagination is there to bootstrap a ladder out of hell.

Only an only an imagination can do that. You can't actually build it from inside the hell because we forget that there's a place that's beyond hell when we're in it. Whatever. And I mean hell as in, like, stuck, frustrated, confused.

And so what did you use it for?

What did you Well, like, one of the main thing is that why am I not progressing enough while I have the potential to make that progress?

And, so since until now, the main measuring point was the business and the coaching, getting clients and everything.

It was just, oh, there's no progress in my foot, like, in front of my face. Then I started to realize, like, oh, each, each person that I meet at my second maybe that's also a little issue that I have.

I over value my temporary role that I play as a cashier, but I'm starting to Wait.

Wait. What do you mean overvalue?

I don't know. I think in my head, I said, like, oh, this is too good. Like, I've I derive too much value from the job that I have. But maybe in reality, it's not that valuable. But for me, it's it's like a playground.

Yes. I want you to see this as it's never wrong to extract more value from a moment. You could be cleaning a toilet.

You could be giving a speech, coaching, cashier, whatever. The key to enjoying your life is to find magic in whatever you're doing.

Exactly.

Never want you to unthink that is overvaluing. That is the secret to life.

If you can find value in cashier, you're doing, then you will take that in everything else you do.

So just keep practicing. You know, people are in Hollywood, and they're working in Starbucks, and they wanna be in the movies, but they hate their job. And they're ***** about their job.

If you train yourself to be ***** about your work, when you get the Hollywood role, you're just gonna be ***** about Yeah.

So you wanna practice I'm I'm an actor in LA. I may be at Starbucks, but I'm practicing being in love with my work.

And, basically, being in love with your moment is really the key.

Exactly.

I just wanna double click on any joy and delight you get from your work. You're I see it as you're getting paid to practice.

And that's that's what I I I I feel. Like, it was it's really good. Like, I'm practicing more on the social, aspect, social intelligence and emotional intelligence.

I'm practicing how to talk with more intent because over there, I have a little status there coming to me. It's, like, similar to to a coach. Like, they're coming to me. Yes.

So I don't have to I'm not asking a favor. No. Until few weeks ago, he was like, hey. Can I do this favor?

Can I give you, like, extra this? But now I'm, like, more on the owning vibes. Like, oh, this I imagine as if this is my store, and I run it as I want to. That's it.

I give give clients free gifts here and there and stuff like that.

But it's, it's really good. I really like it. I'm, I don't know why I really like it, but it's really good. The social aspect of it, the it's satisfying for some reason.

Do you ever actually say to the people that you're a coach and you're a coaching the the cashier coach?

Few people asked, actually, more on the like, I assume they're above thirty five. They assumed, like, I'm the owner. One people like, I have and they said, like, this is I said, oh, no. I'm just doing the cashier, and they surprise.

And I don't know what they asked.

You literally framed it?

Like, what if you literally reframed it as I am a coach?

And That's a thing that a cashier, and I'm practicing.

So they come to you now. They'll wait in your line to have a chat with you.

Like, that's really That's actually funny and true.

Like, I see some people's face that they get disappointed when other people come to help with the queue. And they're like like, not too much, but it's like a subtle disappointment because I make them laugh. I some some people, I hold them accountable to not buy smokes, one thing. They love it. I say, like, every other time, I say, like, no to you. I'm sorry. I'm pushing away in a funny way because I I saw them, like, ten thousand times.

And, but few didn't notice, like like, the one that I said, I'm not just a cashier. They said, like, oh, so why I don't know how they phrased it. And I said, like, oh, I'm I'm a coach on the other side.

And, Cal, her name is she said, like, oh, I get it now.

So it's so I I don't know what I put out, the vibe, but Oh, I know what you put out.

You're putting out your dharma. But here's the deal. When people come in, what if what if you said, hi. I'm a coach.

Like, literally, I'm a coach, and I also work as a cashier, and I get to practice for free. What's one issue you're working through? And, like, literally turn it into coaching sessions, which is customer service.

Yes.

But instead of I'm a cashier, I want you to get I'm a coach. Actors work at restaurants and different jobs, so coaches can have other supplementary income as they're getting off their feet. So I'm a coach and a cashier, but coach comes first in your mind and how you speak.

And and then they go, oh, coach. About what? Well and you just you don't answer. You go, what's something you're struggling with right now? What's something that you wish you had more power and freedom around? And they go, oh, well, I wish I would go to the gym, and then give them a five minute coaching session.

When people say, what do you coach on? I don't I don't say I'm a love sometimes I say I'm a love coach, but what I say is, are you in a relationship? So they ask me a question, then I ask them a question back. Are you in a relationship?

And they go, oh, it's complicated. Oh, yes. My wife, but we don't talk anymore. And then then I'm in.

You can get there faster if they say if you say you're a love coach, and they go, oh, what do you teach about?

And then they have to Yeah.

Yeah. I just wanna get right in there. You only got two minutes. So you could say, give me one issue that you wish you had more power around.

Oh, I love that phrasing. Thank you very much. That's super valuable. Make just this phrase, think next week, I'm gonna have, I learned so much just because of this.

And you can you can also say, give me one tiny thing because then they're afraid of bringing their big issue. Bring me one tiny thing you wish you had more power or freedom around, and then see what This is like coaching and stand up put together.

Exactly. Well, it's not stand up because it's not comedy.

Maybe you bring stand up to it, but every moment with a human being is an opportunity to love them

Which for us here is coaching. That's why we're in this program. Our way of loving is to look for be a pain detective, see a place where they have some disconnect, confusion, stuckness, and then offer a new way to look at it.

I don't know what else we do. I mean, that's personally, I I don't want friends who aren't coaches. I don't want a friend who just sits there and does her nails with me. Like, who cares about that friend?

I want a friend who's like, actually, Annie, you're not seeing all the different perspectives. Have you thought about this? That's what I want in a friend. So I think we're cultivating high quality humaning, parenting, friendship, husbanding, wifing.

I don't want no yes husband or yes wife. I want my partner to be a mirror to reflect back what's going great and what I can do even better.

So this is how you become valuable to everybody, not just your clients.

So excellent, Ali. Just keep it up. I actually think this cashier thing is a perfect playground, a laboratory for you.

Yes.

And you just bring all your energy to it.

But one sentence because there are other people here. One thing that I it's like for me is, like, had problem with my price. It's like, oh, two hundred dollars per hour is too much. Now I say, like, oh, this job that I do for eighteen, the thing the value that I bring for one hour, of course, is, like, way more than two hundred dollars.

So that is just like, oh, it's yeah. Sorry. I don't know how to describe it, but it's just, like, acceptable for me to yeah. Fantastic.

Thank you.

Nailing it.

Alright. I think today I wanna check-in with everyone. I think today, we should probably pick up on what Ali opened with with some of you weren't here is he's suddenly realizing something I keep saying, but it sunk in newly last class, was that when something is happening in our life, we often get abducted by it, and we lose connection to what we're up to, where we're going, what the outcome is, and we get stuck in the status quo and to keep refocusing. So we'll do a little exercise later on that.

Let me do a quick check-in with good to see Sarah and Herstow and Natalie. And you don't have to share. I just wanna see, like, what's the lie? Like, quick three minute share, and then we can talk about orienting to a successful future rather than a difficult present or frustrating past.

I am all good. I'm here to enjoy myself with you guys. That first five minutes were amazing, so let's keep it up. K.

Alright. Natalie, Sarah Jane, anything you wanna report? Anything you wanna brag?

I just wanted to say I'm sorry. I missed the first five minutes. I was, like, six minutes late because I was with the client. I'm like, darn it.

No. We're gonna we're gonna double back on it, and we'll do a little exercise on it. I just thought it was a great reminder. I was telling Ali, even though I teach this, focus on what you want, not what you don't want. Everybody says it. I need my coaches to tell me because it's literally what I always forget and why I get stuck and frustrated and overwhelmed.

Well, when it comes to bragging, then I'll brag a little bit. Well, one reason why I would say it is because couple weeks ago, Annie, you brought that up, the setting the intention and meditate. By the way, thank you for creating the meditation I requested few weeks back. Kim sent it to me.

It's finally gone. It's good.

Thank you. No. It's all good. So I do meditate daily, and I had not really done meditations and set my intentions on money part in a while. And I know in a while a while ago, I was doing it, and I can immediately see shift in changes and money flowing in from multiple sources of places on continuous basis at higher amounts.

And, I was like, okay.

Hold on. That's a really big deal. Let's just double click on that.

So you've been meditating more intentionally around money, but you bring it into your consciousness.

Yep. Yep. Yep.

And then you're seeing physical three d world results.

I mean, literally and I knew that was the case. We cannot scientifically prove it, but you know deep down inside if you do this work, it's like it's almost you would think it's coincidental. But it's not. If it happens so many times, you know for yourself that this is happening. And we just started doing it again, I think it's three, four let me see three, four days ago.

And immediately, you know, past clients, some of my highest paid clients that left for some time, I reached out from nowhere, and she got back to me. And now we're meeting tomorrow to get started again.

Another client just stopped by yesterday from nowhere.

It was a I'm not gonna get into the story, but, like, it's so weird the way she came, like, from nowhere, right from the ether. And here she is. Last night, we talked about she signed up for a higher package, and today she's starting too. And and these were things that were never planned, you know, but I had my intention on setting setting the the the wish that I have, and I set the feelings behind it that it already exists. Right? Not in the future, but in the now.

And and those things were just popping a little example.

So, like, say, Ali or Sarah Jane wanted to practice what you're doing.

You go into your meditation. You have a moment of inner attention. What are you saying?

What are you saying to yourself?

What you visualizing? Usually usually so I model a lot of the work of Neville Goddard. And so he he was a mystic, and he was transcribing the the the Bible in Christianity back in the day, but in a way that is so freaking profound that you would cry to to kind of read his material. It's so and it would make so much sense, so much sense. But essentially, his work, his entire work is imagine, imagine. So you have you want to have a concrete, detailed imagination, and assuming, assuming the wish and desire you have as already as already present reality.

Okay? A fact right now. And you want to have the feelings in it because the feelings it what would do it. Just by having knowledge or thinking about it, there's another very profound quote he has, think from the end as opposed to of the end.

Thinking of the end is you assume you don't have it. It will be in the future. You admit to yourself energetically that you don't have it. But thinking from the end, how would it feel for you to think from that place as the wish already been fulfilled?

So That hold on. That that thing you're asking for requires imagination. This is what I was open to the class with. The audacity, courage, ability to generate and manufacture faith to vision that takes your imagination. It's not extrapolated from the past or the status quo. I want everyone to get that. That's why it's hard because it's you have to literally imagine it into existence as if it's already done.

Yeah. That that's the real key. I mean, there is nothing else could be said. You have to bring it bring the future into the now.

Not only that, but it and you wanna hover in it and really make it real? How would it feel? Who how who do you who would you think yourself to be at that moment? How would you talk?

You know? What will be your inner state? How would you hold yourself?

How would those people respond? That's key too. You wanna really imagine them responding in a way that you would like them to respond. And make it real, like vivid.

And then you you you you become that person, but, also, miraculously, you collapse time in in whatever that you want in the future. It's starting to happen.

Now so time where you jump timelines?

I don't know what you call it. You enter another parallel universe. The future pulls you from that. That future pulls you forward.

It's almost like there's many hundreds of futures. And when you make contact with the one you want, it goes, oh, I got you. And then it pulls you towards it. However you wanna describe it, you have to set up communication with that future self so

that that future self that already has the dream sends you the downloads of what to do next.

Okay. So everybody take this on. Pristow is literally mapping for you. He just did it.

He just got money showing up.

Notice when you have a future that's already a done deal, you don't have nervousness around it.

Nobody's nervous when they put the kettle on. Am I gonna have a tea? I don't know. Is tea gonna happen? Do you think I'll have a cup of tea? You just operate like the tea is gonna be in your hand. You're already thinking about the tea.

So we can't especially about the sun rising tomorrow. We don't know if the sun's gonna rise tomorrow. You don't even know if you're gonna make it through the night, but we all operate like the sun's gonna rise tomorrow. It's a done deal. You are you have the ability to relate to future events that haven't happened yet as if they're a done deal, congruently.

So we all have that ability. So you just have to segue that over into something that requires imagination, a little more imagination.

Only the people who have the audacity to imagine it ever get it.

Yeah. And and a phrase that I I have been refining over the years, it doesn't take long, but, sometimes I work and sometimes don't would be as far as money. Money continues to easily flow to me from unexpected and multiple sources with higher amounts on continuous basis.

Hirstyle, put that in the chat. Write it out for us.

We'll just take that one with us. Write it out.

You guys You can feel it.

Feel as reality is key. It's feel it as reality.

And even even more subtle is when you guys Christo's gonna write it in the chat. I want you to all to say it into the mirror. Put it on a Post it note. Say it into the mirror today at some point. Takes three seconds. And then notice what comes up in your body that isn't, of course, and breathe through that.

See? So the it's either I'm gonna make English breakfast tea in three minutes.

Zero ripple. Zero weirdness. Here's my tea.

I'm gonna, money is gonna flow to me easily and readily, and then just notice how your body goes, oh, no.

I don't know. Maybe. I don't know. Is that true?

All of that is your shadow, is your work, is your ancestral pattern, is your self doubt that you picked up based on the past, not based on the present, because who knows who you're gonna be tomorrow? It's all stale data. It's not fresh off the press of your consciousness. Don't let the past encroach.

So this this is all the work we've been doing here of self regulation and breathing and unenmeshing energies. It's all so that when you hold a vision of the future, your body can be congruent. And if it isn't congruent, you know what to do with those sensations. That's everything we've been learning.

Okay. We're gonna do some more work on this. Let me just check-in with Sarah Jane and Natalie, and, we'll do a little yeah. Go ahead.

I I just really wanted to follow on the back of Christo. So imagination, I've discovered chat to Gowen about thirty years ago and her whole concept of imagining and feeling. So that none of that's new to me. But the last few weeks, I've been really in a place where I want to have much more control over my life, what it looks like, and what my what future I desire, and then owning that.

So this morning, Gloria sent a song, an abundant song a week or so ago in a in a different group setup, different group chat, and I loved that. So I made an abundance playlist, and I was listening to it this morning, getting showered, getting dressed, and I had it on repeat. And there's a track at the end which is more instrumental, but that's real I'm finding that really good for journaling out my vision, just setting and imagining it and feeling it. But all the other songs are more kinda upbeat, and I haven't chosen I haven't chosen them for the music styles specifically, but for the words.

And all the words are, you know, things like it's already coming to me now. You know, the universe is taking care of me. It's, you know, it's it's all I'm I'm letting the the bank account grow and all that kind of stuff. So I I've been really playing with that today.

And also, I was listening to Esther Perel and Brene Brown, and they were talking about vulnerability. And Estelle Esther, sorry, said something that really struck me, and it's just what you said there a moment ago. Imagination and creativity is everything, which we we kinda know that. We do I know that we know that.

But just that that's where I am right now. I'm I'm feeling really excited that all the pieces in my world are joining up and dovetailing to what I've already known for years and years, but it feels like I'm ready to up level it. So it's like everything's just coming together. You know, the what Christo was saying about, you know, the feeling, I already know that, but I've just needed that reminder.

The imagination and creativity is everything. My life's built on that. And just all these reminders and then that podcast this morning, it's like, ah, just it feels like everything's up leveling. That combined with Claude and Evan's session yesterday about your affluent client and up leveling your pricing, it's like it's all come together.

So it just feels a really exciting time to be. And I'm happy to put the my my playlist in the chat if anybody if anybody's interested.

Yeah.

Put it.

Listening to abundance music.

So that's where I'm make one last distinction here on this one that I find very valuable. It's good to be excited about what's coming up, but if we can put ourselves in the state of us already being there, let's say you have the money flowing to you, right, on a consistent basis, I don't know to me, that will be something normal. It wouldn't be something too I'm not saying Sarah Jane about the the excitement part, but when I'm there, I'm not really constantly jumping around excited.

I have this excited about our tea.

Yeah. I have this inner knowing that it's happening, it's a normal day, and just have that connectedness to this type of a state.

Because sometimes if I'm too excited, it's like I'm not there. It's not happening too often for for me to be so excited about, you know. So it it's it's good to be matching that type of a state. As someone that is a billionaire and makes, you know, you know, normal money or even what a millionaire.

It just happened in normal day in the office. The you know, creating deals, working with people, that's my day. It's a beautiful day. I am grateful for it, but I'm not like overly excited. The the keyword is not being overly excited about things because this throws off the energy.

Yeah.

So just for clarification, I am absolutely, overly, ecstatically excited because that's part of my personality about where I am, but that's different from the energetic state of presence when I'm in it because it doesn't feel excited when I'm in it.

It feels connected. It feels grounded. It feels and it's so it is. It is not going to happen. It's already happening. Does that clarify that?

Yeah. I think Christo is just saying to everyone and just as a highlight distinction that when we act when we are surprised, when we're excited, or in any way surprised, it indicates it's not a given because no one's surprised when the tea kettle boils the tea. We just take it as a given. And I think we're all on the same page there, Christo. Like, that's one of the things I always teach. Even when you're like, oh my god. I got into Harvard.

Yeah. I don't deserve that. Right? I don't deserve that.

It's like, I got into Harvard. I called it. You know? I called it. I knew I was gonna get into Harvard.

And, of course, it worked out. So notice the surprise in ourselves. I hope Christo didn't go, oh my god. The meditations are working.

I just got a new client. He was just like, of course.

Doing my meditations is working.

It's how I roll.

It's just how you roll. Exactly. Sarah Jane, excellent. I'm glad you're feeling rejuvenated connection to the future and your affluence and abundance. And where do you think all these messages are coming from to listen to this podcast, to do this playlist, future successful self?

She's already given you the downloads, so you just keep up with that. Alright. Good. Natalie, anything to report? Anything you're learning?

Oh, yeah. I'm learning very much still how to surrender even on a deeper level to what is while still holding the vision for what I want and then holding even that

vision loosely like that or something better even if it looks totally, like, not what I want it to look like Yeah. That that just means that something better is coming.

And that's been a constant practice for me the last three weeks.

I've been waking up in the morning in a in a panic attack, and so I have to meditate for an hour. And then I have to do breath work, and then I I get to do all sorts of things. And then I finally get it under control, and it's physiologic. So it's probably my cortisol, and I'm working on that. So but that's just a great opportunity to to practice what I preach and to live it in the trenches because it's one thing to tell people certain things. And then in the midst of physiologic panic consistently, it's another to not just fold up and and give up, but to just remember, yeah, this is part of what I asked for, and this is just bringing the greater level. It just sometimes doesn't feel like it.

Yeah. It, it often doesn't feel like it. You know, we all learn Joseph Campbell's hero's journey. Right?

Everybody's seen that circle where Yeah. You hit the call, and then mentors show up, and then there's a problem, and then you have to move through the problem, and then you we all learn it. But do you know what it's like to be in the hero's journey? Like being in a meat grinder.

That's what it looks like. So no one talks about what it's like on the inside. But on the inside, it feels like a caterpillar literally melting down into soup going, I'm dying. I'm dying.

I'm definitely dying. Yes. And then it, I don't know if it even knows, maybe it has some little piece of faith through its imaginal cells. Those are the cells in the caterpillar soup that recreates the butterfly.

Imaginal. I love that it's called the imaginal soup. That.

Caterpillar soup has to imagine its way into a butterfly on pure faith and has to liquefy in service of that, and that's what we're all going through in some area of our life.

And every time I can occupy the future state where I look back and I go, thank you for going through that hard thing so that we could get here.

I am I I the the the stress or the dread or the overwhelm lifts.

And so let's double down on that today. Let's do a little exploration of how to train our imagination and our thoughts and our visioning in that direction. I'm gonna the way we're gonna tackle it today is I'm gonna give some themes that we I've already taught you, but come at it from different ways. Haristo just gave you a good in introduction with Neville Goddard.

I think all great thinkers end up at the same place. I mean, Werner, who invented Landmark and Est, has a similar philosophy, but he kinda grab grabbed it from existential existentialist philosophy, which is basically, there is nothing. Nothing exists, and then we bring meaning to whatever is happening in our life. There's no external meaning.

And so if we're making up the story of our life and we're the directors, we get to direct it in whatever direction we want, and that takes consciousness to generate designer visions, designer thoughts. This is pretty much what separates humans from all other animals is we can rise above instinctual habits, which is what is an instinctual habit? Scan for what's wrong. Scan for what's wrong and what could kill me and detect against that.

Have you ever walked on a I remember walking on this beach in Costa Rica. And as you walk through the little jungle path to get to the beach, hundreds of little crabs scatter. Like, they just they run. And if you ever see animals in the wild, they mostly scatter, and they're always, like, vigilant.

Like like, if you look at a mouse, they're basically running, what could harm me? What could hurt me? Quick. Escape.

Little bugs do this.

So we have that wiring to scan for what's wrong, what's not going well in our world externally and inside internally.

That's what nature gave us to keep us alive. Evolution optimized us to stay alive, to survive, not to feel fulfilled and happy and vision our magical future. Evolution isn't really committed to that. It just wants us to stay alive long enough long enough to make a baby.

So if we wanna have more than what evolution is fighting for, then we have to build new skills, do affirmative action to counterbalance the deep inherent propensity to scan for what's wrong, to feel what's wrong, and focus on it.

So what is the counterbalance skill? It's what Hester was talking about. It's what I I call having versus hoping. It's one way to think about it.

I think I've already told you guys about that, but I'm gonna remind you that the way I relate to my cup of tea is not very excited, not very surprised, grateful. It is papaya flavored. I did pick this one, but kinda just, of course. K?

So the having energy is grounded, calm, of course. And it's not just about the tea. It's about me teaching this class today. It's about I'm doing an interview next week for a big podcast, and I've done many interviews.

I'm gonna do the interview. It's gonna be great.

I don't have any proof, but I'm relating to it just the way, like, Malcolm Gladwell might relate to his next book because he's written so many.

He hasn't even published it yet. Maybe it's only half done the manuscript. Maybe it's just an idea.

But he'll tell you, oh, my book's coming out in twenty twenty seven January with Harper's Collins. It's gonna be about this, this, and this. And he's talking about it. It's like it's a done deal.

So we can do that. We do that everywhere in our life. We have having energy.

Having energy literally is a different feeling tone than hoping energy.

I hope I publish the book. I hope I get that client. I hope this happens. The vibe is disbelief, not sure, uncertainty, insecurity.

It's kind of the frequency is frazzled and high pitched rather than grounded and, of course. So hoping energy, someday, one day, maybe. He'll text me. I'll get a client.

I'll get the call. Money will come in.

And having energy, of course. So having when you have having energy, it precludes hoping. I cannot hope for this cup of tea. I can hope for some other thing, but I can't hope for this because I have it.

K?

Hoping energy precludes having.

Anything I'm hoping, oh, I hope this person doesn't get mad. I hope when I tell my mom this, don't get in trouble. I hope you're literally putting attention on something you don't want. You know?

Hoping and worrying are not that far from each other because it they both require that there's a very strong thought about it not happening. Otherwise, you wouldn't hope. You wouldn't worry. Nobody hopes for the sun to rise tomorrow.

Nobody.

Nobody. So anytime we have we have to notice when we're in hoping energy. So when we put that thing up that Hirstow wrote, you know, and we look in the mirror and we go, money flows to me easily, effortlessly, in larger amounts, Feel the energetic state. Is it having? Is it hoping?

And that the more you can vision while having energies in your body, the faster the vision comes true.

So it's very hard to hold a vision and then generate having energy. It's a lot it's more difficult. So what you wanna do is generate having energy and then pace the vision in. So find a situation every day like making a cup of tea. If every time I put the kettle on, I was like, I'm gonna get two new clients, and I'm seeing this thing happen, and I'm just anchoring the future vision with an already existing state of having.

Or every time I put my running shoes on to go to the gym or put the key in the lock to open my front door, which nobody's ever surprised when their front door opens. So, literally, I this is how I got Evan to fall in love with me.

I think I told some of you guys this story before. Who's heard this story?

No? Okay. Well, when I was first dating Evan, I'd learned hoping versus having, and I was like, oh, it's a great little trick. I never really tested it. But when something really important came along, I was like, alright. Let me see if this **** works.

So I'm dating Evan. He hasn't really fallen in love with me yet. K? I'm one of maybe three girls he's dating. I live in New York. He lives in LA. Wow.

And I'm just gonna mute, and then you guys unmute as as you need. So I'm staying at his place. Hold on. Oh, yeah.

So I'm staying at his place in LA, and he's gonna have a party the next Saturday, and I'll have his old friends over. And he's I'm in love with him. Like, I already know I'm in love with him. He's the most amazing man I ever met, and he doesn't seem to realize who I am yet.

Like, so I wake up on the morning of the party, and I look over, and I'm like, there's Evan, the love of my life. It's Evan Pagan. And I'm doing all the thing, and I'm running having sorry. Running hoping, basically disbelief energy.

And I catch it, and I'm like, oh my god. You're literally driving him away. He's sleeping. He doesn't know anything about this.

So I've never had a partner that I lived with before except when I lived in London. I had a boyfriend. We were together for three, four a chunk of time, and I was living with him. So every morning when I'd wake up, I'd be like, oh, there he is.

Like, I know the feeling of kind of taking it for granted that my partner is in the bed beside me and waking up and making my tea and, like, going to the gym and not really going, oh my god. This is my boyfriend. So I closed my mind. I imagined when I used to wake up beside my partner, and I remember the feeling of kind of neutral, maybe gratitude, but kinda neutral.

And I generated that I was in that state, and then I would open my eye and see Evan. So I was anchoring Evan with my husband, my partner. They're just there. I'm not visiting him from New York, and I'm going home on Monday, and I'm still being interviewed to see if I'm the maid.

We're already married. So that's what I'm anchoring. And I did it until it felt smooth, and it was good that he was sleeping, I could just, like, pretend. Then we had to go shopping at Whole Foods to get cheese and crackers for the party.

And while we're in Whole Foods, I was like, oh, yeah. We're having a party. We're inviting our friends. I don't know any of them.

But I'm telling him what cheese I like, and, like, I'm acting energetically. Like, it's our party.

And I practiced this every time I was with Evan. I even practiced it the first time I met him.

Not met him, but, like, the first time I hung out with him outside of Burning Man because I met him at Burning Man. I went to a David Data retreat, and, like, it was, like, David Data in California, and all these people were there, and he was there with his girlfriend. And I only went because I wanted to just hang out with Evan Pagan, and I brought two friends with me.

And while he was there, him and his girlfriend invited the whole group to his Airbnb to make green shakes in the morning. So we all went over, and I while everyone was talking in the kitchen, I slipped into the bedroom, and I saw the suitcases, and I saw her suitcases. And I walked in the room, and I was just like, this is my room. These are my suitcases.

I just made it up. Now I didn't tell anyone this, and you could think, oh, she's some stalker bunny boiler person, but I was practicing anchoring the having field. None of this I didn't know if anything any of it would work. But, like, in retrospect, like, at the moment, I was like, Annie, this is the most important thing in your life.

Use all your ***** tech. Use it all. So I was just going through all of it and having versus hoping. I didn't realize it was working until, of course, later when we got together.

And I don't think it's an accident that I was practicing, And I think that made a difference.

So I just wanna give you an example of a real world example a situation where it was high stakes, and I couldn't afford to just hope because I wanted this one.

And I still do it. I went to a Madonna concert two years last year. Someone invited me to Madonna. It wasn't a very good concert. But as I was leaving the stadium, it was still full. I left before it ended. The stadium's full of people, thousands.

She's on stage, and I just stood at the top of the stadium before I exited, and I could see all the people. And I just imagined. And I was like, why not waste an

opportunity? I just imagined I'm on that I was the stage, and all these people were here to see me.

I don't know what I was talking about, hopefully, about true love or something. And I just anchored it, and I was like, breathe it in. I did it for about a minute, and then I left the stadium. I don't know.

It's ever gonna happen, but I have nothing to lose.

Right? We have nothing to lose. Whenever you're in a situation where you go, oh, I would love this to be me, use your having technology. And so okay. So hoping versus having is one way to relate to this pattern.

I think that's enough. I think I want you guys actually, I'll I'll speak one more thing, and then we're gonna go into groups, and I want you to practice with each other.

The having the audacity to generate faith from nothing but your own imagination about a future that is so good, real, and true, like, that I believe it cannot help but come true because it's the best future for everybody. If you can envision the best future for everybody, like the whole world upgrades, then that future has god and the universe fighting with you for it, standing with you for it. The universe wants the best outcome, and it needs your consciousness because the universe is you. It's all a simulation anyway, but whatever. It needs your consciousness to nudge it because there's infinite possibilities.

And only the most courageous visionaries get their visions coming true. And what does it mean to be a courageous visionary? It means to believe it when there is no evidence, when there is no proof. And in fact, the evidence and the proof kinda indicates otherwise.

That's what allows someone to be a visionary versus someone who's observing and extrapolating data from the past, which is a scientist.

So we need to become visionaries, not just for ourselves, but for our clients. We're the visionary that holds the vision for our client and then teaches our client how to

do it while they're struggling around in their, I don't believe it. I don't deserve it. We can't teach them to do this if we're not doing it. Okay. Any questions about that before we do a little practice? How's this landing?

We good?

Okay. This is a review. I know. And and what I want us to do is to get into groups. I'll do groups of two or three and share the thing that you want, something that you want. And I want your partner to notice if you share it in any way that talks about the past.

So I wanna stop being worried about money is I wanna have money flowing effortlessly and able to finance my house and my business. So we're gonna police so that this person's only talking about the future state. And if someone is stuck saying, like, you know, I don't wanna be worried. And if you weren't worried, what would you be?

That's the question. And if you weren't scared, what would you be instead? And if you weren't struggling, what would you feel instead? So that's how you guide them and then hone their vision and get them to describe it until their body feels neutral, grounded, congruent.

Obviously, you're coaches, so use whatever technology you want. But I want each person to come out of this being able to say the vision. It just has to be one or two lines with their body congruent the way they might say, and the sun's coming up tomorrow, I'm making up a tea.

Alright. You got it? You got your mission?

Alright. Whoever has to jump off, jump off, and then the rest of you will put into groups.

This may sound simple, but it really is the ultimate tool for creating the future you want. So let's put you into groups here. We're gonna do, like, a half an hour.

Let's see.

Give a minute. So say yes to your room.

Natalie, can you join? Yes. Okay. Great. You're you're in room two.

Yeah. I'm in two? Yep.

Oh, I hit join, and then it took me into here. So do I need to hit join again?

Yeah. Join again. Okay.

Will it give me the option to say join?

Go Go to the little three dots at the bottom. It should be Joint. Yeah.

Alright. Are we aligned with our vision? Are we clear?

Done deal.

You had crystal, Natalie. You're lucky.

Yeah. It was great. It was very lovely. Helpful.

It it was fun to bathe in the feeling of the wish fulfilled. Yeah.

And what if a wish is just a scenario for the future?

Nice. Yeah. Why not? I think a desire is a desire when congruently held. Not, but congruently held is the future sending you a breadcrumb to find it.

So desires are inherently sacred. Now if I desire, like, a cigarette or I need to eat, you know, a tub of ice cream, they're not congruently held. The way I know a desire is congruent is all my future and past selves are going like this.

If there's any future or past selves going, don't do that to me. Shame and true pleasure can't exist in the same space. When a desire has shame, it's actually the shame that you're hunting, usually to keep you in a poor with the family system. It's not the cigarette.

It's the shame that we're addicted to. But that's another sorry. Another day. So how was it for you, Ali?

Pretty good. As always, I took advantage of coaching for the whole hour. Great. I mean, whole time.

I I don't know. I like sorry. It feels I like it. I don't know. Yeah.

I wanna do the same great because the way that I learn is turn, teach to learn. So I find, like, oh, from what I did, what could be done for myself as well, which is, pretty good. And I love that Sarah Jane, played along, and it was pretty pretty interesting, pretty revealing.

Fantastic, Sarah Jane. Okay.

Well Can I just say on the back of that that Ali's coaching was exquisite?

And I've experienced a lot of coaching over the years. I've done a lot of training, and he did a couple of exercises with me, techniques with me that I've never seen before. Never made those joined those on those dots together before, so thank you from the bottom of my heart, Ali. You were amazing.

Well done.

Absolutely welcome.

Yay. Alright, folks. Thanks for a great class. Practice visioning. Practice having versus yeah. Go.

Here's go.

Oh, you're fine.

Yeah. No. That's it.

And and just, guys, whenever you're in a having moment, anytime you're opening a car key, opening your laptop, making some water or tea, whenever you're like, of course, copy paste the vision of the thing you want.

You're co opting the state. It's already there for free.

And we found out that's for Sarah Jane is feeding the brownish cat of Sarah Jane. Right.

And and bring that vision to now. Don't keep it in the future.

Yeah. The future doesn't exist.

It will never come.

Has to be in the now. It's already here. Okay.

It's actually already here. Yeah. Can't find you.

But here's the the the deeper realizations after you know, we hear future doesn't exist future doesn't exist. But when you really think about it, why postpone something that, you know, someday this will happen? You know? You know, when I become this, this will happen. When I learn more, this will happen. When you really, really think about it, no matter what happens, even if it's there, whatever that means, there is no there.

At some point, you're gonna go there. It's gonna be in the now.

Well, notice that there has here in the middle of it. Yeah. So Exactly. It's gonna come back.

Alright. I gotta run. I gotta close the class. See you guys next week.

Bye.

The mindset oh, everybody's gone. Bye.