

The 80/20 Book Of Happiness



The Definitive guide to what
REALLY works in the world
of personal development

Learn To Fill
Your Life
With JOY!

by
Richard Haggerty BA (Hons)

What others have said about *The 80/20 Book of Happiness*

“Your goals for the book are ambitious and broad... a unified theory of personal development technologies. Noble work.”

- Paul Scheele, President Learning Strategies Corporation, Minneapolis, U.S.A.

“You really are an amazing person and the more I learn about you, the more fascinated I am. The book is marvellous. I'm so amazed at what you wrote.”

M.G., Paris, France

“Anyway, what I wanted to say was that I've read a lot of books and I'd say that yours is the best self-development book I've ever read. Just finished your book, absolutely AWESOME. I think you are providing them with a VERY valuable book... it's absolutely excellent. I think you've written something pretty special here!”

- D.B., England

“Richard, I've been attending seminars and reading books for years to try and make changes in my life. I've had some REAL challenges to deal with going back years. Finally, I have found the answers! If only I had found your book sooner. I just want to recommend it to everyone. It will save you ten years of searching.”

- Gillian Scott, Artist and Interior Designer, Buckinghamshire, U.K.

“I am extremely impressed by what I have read and I look forward to the next chapter...I am currently in Chapter 10 of your book and I am constantly looking forward to the next part. Thank you for sharing it with me. It gets better the more I read.”

- Bill Webb, NLP Trainer, Buckinghamshire, U.K.

“I have read through your book and my first reaction was that I wish that something like this had been around twenty years ago...Your book has given me many other avenues to explore...Compared with one month ago I feel much more positive about the future.”

Nick Rayner, Huddersfield, U.K.

“The book completely blows me away. I've gotten about half way through it. I think what astounds me most is that we seem to be on some sort of parallel path - almost every technique you showcase is something I've explored...I'll treasure it always.”

Sandra McGuyer, Fitness Centre Manager, San Diego, California, U.S.A.

“Richard Haggerty is a passionate personal coach, who can help you break through any mental blocks that are holding you back from the success you deserve. He has written a book called *The 80/20 Book of Happiness*® which I've been reading: it's fascinating! He's incredibly enthusiastic about the Centerpointe® tapes/CDs we sell, the Sedona Method® and Bioflow® magnets for improving health and well-being, and he covers them all, and more, in his book.”

- Chris Payne, Managing Director, LifeTools, U.K. www.lifetools.com

The 80/20 Book of Happiness

By Richard Haggerty

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**This book is dedicated to all those folk
who have made the commitment to
change and be who they are.**

*Your only obligation in life is to be true to yourself
Being true to anything else is impossible.*

Maya Phillips, *Emotional Excellence*

About the author

Richard Haggerty was born around 6 AM on 20th August 1972 in Margate, Kent. He was moved to Rainham in Kent when he was about 2 years old and then to Tanzania, Africa a couple of years later, then sent to boarding school in Rochester, England.

Richard has also dedicated his life to developing and making easily accessible learning strategies and accelerated learning, which he teaches with warmth and enthusiasm. He graduated with a Second Class degree in Italian and French. He has also lived in Italy and France.

He enjoys rock music, quirky films, laughing and good conversation.

He is keen that people realise how easy change can be. He says, “I felt so bad a few years back and had really low self-esteem. Nothing seemed to make any difference. By chance I found Holosync® and that has turned EVERYTHING around for me.” He especially wishes that the 97% of people who have never produced a written set of goals do so.

Richard sees his life’s purpose as “building bridges “ between different fields of learning and making links and connections that can allow people to be much more effective.

He uses NLP, Ericksonian Hypnosis and TimeLine for breakthrough sessions.

He is especially grateful for the Centerpointe technology, Holosync®, which has given him a new lease of life. It can do the same for you, yes YOU! He is recent convert to the Bioflow® and recommends it to everyone as he has seen it create miracles in people’s energy levels and overall wellbeing.

For anyone wanting to know how Richard found the happiness he was looking for, he says, “I am fortunate to have discovered the secret of my bliss: To love a few people deeply and honestly, laugh often, meditate with Holosync® daily, have a set of written goals and have faith in the Universe.”



My story

I want you to know that everything happens for a reason: everything, though we might not know why at the time.

My story is not dissimilar to others in this regard.

I left a deeply unfulfilling London “city” job in March 2001, a job I did well but not outstandingly because I was totally unsuited to it. To support me and my then girlfriend, I stuck with it. I said to myself, “I need the money.” Loads of things happened to tell me it was the wrong job. A trainer, “fat John,” tried to get me sacked from there early on saying, “it is the wrong job for you so I want you out.” He nearly succeeded. But I fought against it, the natural order that is. I needed the cash!

After two years of the “9 to 5 grind”, I decided that I would use my accelerated learning and NLP skills to help others out. In the real world, I was scared. Money ran out after a couple of weeks and I had to ask my girlfriend to get the groceries for the first time. That was painful. I was also painful, as I had loads of ideas but did not know where to start. Then my girlfriend suddenly “released” me. All this within 2 months: no cash, no job and single again!

I also was going through a ferocious transition to becoming more aware of things that unconsciously had sabotaged me. I tried to fight it, control things rigidly and give myself 500 punitive deadlines a day. Sometimes I succeeded, though mostly I did not and felt terrible!

Then, I decided to send some adverts “into the network” about writing a book, being happier and earning an income working for myself. I also set the goals and released on it using the Sedona Method®. You will learn about the “network” in here and how to release any emotion successfully.

It took a couple more months, but I awoke one morning, having listened to “Floating,” a soundtrack you will be hearing about, for the first time and had this book inside of me. I wrote about 4000 words a day for 20 days. The ideas kept coming. Then people started to offer to read the book for me. Most peculiar.

I could have just “given up”, because the pain of the few things that gave me security and prevented me from feeling pain were suddenly taken away. But there was a reason. With them taken away, I had but the sole aim of writing this book: I focused on it. Curiously, my PC played up for the 30 days it took to get the book ship-shape. So I had to use an old no-frills laptop that had a word processor. If I had had my main PC, I would have spent time e-mailing and just researching. With it “broken” for those few days and in repair, I was again guided just to write the book.

I want you to know that however bad it seems, any transitional period you may find yourself in does serve a purpose and you will get to the other side. I have had times when the pain seemed too much and I might even have preferred not to carry on living.

Now I know there is always a way, even though it did not use to feel like that. There was a time when I was not aware of anything in this book and felt awful: I used to drink and smoke to feel better, as well as eating. There are limitations to these “approaches” though they “helped me” for several years, my apparent companions. I was not aware of better options or perhaps not open to them and felt that there was little hope for me to really feel great.

But there was always a better way and still is. Just the same as there is for you. You have to want to feel better and ask. It may not happen overnight as big shifts need to take place but it will happen. There will be a time when you are the one people ask for help and guidance because you are the one who is calm and centred.

Step up and enjoy the process.

Richard

Monday, 26 November 2001

Why I Wrote The 80/20 Book of Happiness

I wanted to write a book that was warm, easy to access and gave you a good inside track to the best self-development tips, the most useful and easy to apply.

I spent so long searching catalogues, the internet, well known organisations and spent thousands of pounds on seminars, books and CD sets. Some were great, but with many of them the changes did not hold. When I bought books on self-esteem, they asked me to do so many things that I could not keep up with them – especially when I felt really terrible and depressed. I did not know where to turn. I felt alone and a “freak.”

Aims in Writing this Book

The 80/20 Book of Happiness synthesises the confluence of science, mysticism, intuitive wisdom and common sense. With the overwhelming evidence, even from universities, on intuition and the one invisible force of energy in the universe, this book sums up where we are now and allows anyone who reads it with an open mind to make the quantum leap into easily-possible euphoria.

I also want you to have a decent “route map” to your happiness and personal development. I see many people doing seminars and CD sets and with whole libraries of books, who have not yet got the results they want: I want you to know that you can get them when you choose the right tools! It could save someone ten years of groping around in the dark. What you will find here is the best of the best. Not that there are not other techniques out there, but when you use what it is in here, you will get much more of what you want and quicker than you thought possible.

I read over 1000 books for it, listened to god knows how many tape sets (most of which made only small changes despite the write ups), CDs, did loads of seminars, tried various supplements, walked on fire (twice), broke boards, got hypnotised over 100 times, leant holotropic breathing and did yoga.

I hope you find it easily readable, entertaining and something that you can go back to, in order to remind yourself of your brilliance, that most definitely you count and have a major part to play - by becoming one of the people who buys into personal responsibility, exercising freedom of choice and deciding to enjoy yourself more than you ever have done, regularly.

For Centerpointe participants, I am currently starting on Purification Level 2 in May 2003

The 80/20 Book of Happiness provides easy to use strategies that get massive results through little or no effort, other than a desire to feel better – even if you feel it is currently not possible and you have many reference experiences to back that up. I also want you to realise that we use these so we spend a minimal amount of time self-developing and a maximum

amount of time living and being in the flow - not, for example, endlessly fussing about what we eat and how we look. We just want outstanding habits that keep us vibrant, alive and full of passion for life.

Who the Book is written for

The 80/20 Book of Happiness is written for anyone looking to be happier, whether you have done any form of self-development, is “depressed” or who feels happy and wants to feel happier. This is for anyone who has ever tried to feel better and knows that they can for sure feel better than they do now, but just are not sure how. It is also for those who think they cannot feel better because they have tried and failed, but want to persist nonetheless because the pain is driving them on to a solution – it did for me! It could also be a gift for your partner or friend if they seem to be lost, but don’t appear to hear when you tell them they can feel a heck of a lot better! That is not to say that they will read it, but in my experience people stand more chance of deciding to do something when given space and the time to make their own mind up!

This book is also a gift a hypnotherapist might make to a client to help her or him continue their growth: it helps clarify the important parts of growth and happiness and how YOU make yourself happy! It can save many hours of explaining these to people so when you see them, they are ready for the intervention: it allows a person to make up their own mind in their own time. That is important because there is a time and place for things. As you grow, the book is designed to grow with you.

How *The 80/20 Book of Happiness* is Designed

Ultimately, my motivation in writing the book, *The 80/20 Book of Happiness* is to make people aware of the most power self-growth strategies on the planet, to help them be guided quicker down the path of least resistance to where they want to go to explore what they came here to explore. I feel this is urgently needed because there are so many resources, it can be less than easy to know what to do when faced with so many claims, healers, products and approaches.

I sifted through the mass of approaches to the core of the few things that I saw get big results consistently.

Each technique in the book I still use and have derived consistent benefit from.

This book is unique because:

1. It is designed to appeal to the conscious, unconscious and higher conscious selves concurrently;
2. The book is written with embedded metaphors and designed thereby to maintain attention and to be remembered with ease, unconsciously;
3. It is very selective to give anyone a route, a map to those strategies that can turn things

around for them and it shows them how to use all the best technologies together for much better results than they have ever gotten;

4. It is written using presuppositions and trances to guide people successfully and effortlessly to greater happiness just by reading and effective pacing;
5. It uses an equal amount of visual, auditory and kinaesthetic language so that everyone can 'get a handle on it' and 'see where I'm coming from;'
6. It synergistically generates options for the reader as they read it, by making them more consciously aware of how they generate their own reality;
7. It is designed to empower the reader and help them generate options for their life, rather than an "expert" spouting their point of view to them.

The book is invaluable for both people who have not yet started on the self-development path and for those seeking to clarify their way.

It is especially useful for people "on the path" as it:

- Gives you an excellent road map of self-development
- Prevents you making major wrong turns
- Provides a reference storehouse of ideas, resources an ongoing inspiration
- Shows you how and why modelling can be learnt easily
- Aligns the conscious, unconscious and superconscious effortlessly
- Develop a set of goals that will power you to super-success
- Proven, simple and effective strategies to integrate and enjoy vital health, outstanding relationships and abundant wealth
- Shows the different ways in which the Holosync® technology can enhance your life
- Why you want to learn about NLP and do so easily and in a fun way
- Teaches you how to make better choices
- Shows other approaches that will enhance your ability to get the most out of the Holosync® technology
- Much much more

It is also inter-active with space for you to monitor your own progress, insights and

breakthroughs.

Enjoy!

Warm regards,

Richard Haggerty
Sunday, 11 November 2001

*I have learned this
At least, by my experiment:
If one advances confidently
In the direction of his [or her] dreams,
And endeavours to live
The life he has imagined,
He will meet with a success
Unexpected in common hours*

- Henry David Thoreau

These are mediocre times Mrs Dunn. People are starting to lose hope. It's hard for many to believe there are extraordinary things inside themselves, as well as others. I hope you can keep an open mind.

- Elijah to Mrs Dunn in *Unbreakable*

A lot of people go through the same difficulties we went through, and they react completely differently... I feel like starting to live again, Eduard. I feel like making the mistakes I always wanted to make, but never had the courage to, facing up to the feelings of panic that might well come back, but whose presence will merely weary me, since I know I'm not going to die or faint because of them. I can make new friends and teach them how to be mad too in order to be wise. I'll tell them not to follow the manual of good behaviour but to discover their own lives, desires, adventures and to LIVE.

- Mari in *Veronika Decides to Die*, Paulo Coelho, p.138

Special Thanks

I especially wish to thank the following for supporting me on my path to self-growth and happiness:

My mum, Lyn, who left me unhindered in my creative flow as I was writing this book and a lodger, free to pursue his investigations into the world of self-development and for supporting me in that transition.

Adrian Baker at www.bakersvideo.com for being a great friend and colleague all these years – and for having the vision to help me get this book out to the rest of the world. Plus thank you for the amazing graphics for the 80/20 and the superb video editing. I wholeheartedly recommend you to anyone looking develop any form of audio-visual products. The hypnotic DVDs you did for me were amazing!

Gill “Kandinkski” Scott for her love, laughter and warmth.

John Overdurf and Julie Silverthorn for making time for me to answer questions when I needed it. You set an example of calmness, peace and excellence that we can all achieve when we decide to claim it. Thank you for your honest advice to add “greater depth” to my work. John, your support came not a moment too late and I am most grateful.

All the folks at Centerpointe: Bill, Nancy, Scott and Marc for always making the time to read my e-mails, give advice and encouragement, even during times of upheaval for me. Thank you for believing in me. The way you support over 40,000 people each day is an utter miracle and something the rest of the self-development world would do well to model. Your program makes us happier than we ever thought we could be.

Robert Scheinfeld, whose honesty helped everything come together for me. Your courage has helped me breakthrough and love those around me more, to a degree that I could not have believed possible.

James Redfield and Paolo Coelho for your part in uplifting the planet.

Dr Serge Kahili King for opening my eyes to other ways of looking at the world.

This is my madness, my way of viewing the world. I had to write it down or the dream would not realise. Although it is easy to hide away from the truth and potential criticism, people like Franz Anton Mesmer always fought for honesty and, with the amount of hard-earned wisdom presented on my plate, a gift.

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Resources for you to inter-act with this book

It can be fun to have to hand a red biro for your comments, awareness and passages that are most useful for you and a fluorescent yellow Stabilo Boss highlighter to highlight sections of *The 80/20 Book of Happiness* for you to locate easily in future. As you use red Biro, it does not look out of place when you cross things out. I use a Banner Biro, which has a thicker nib and does not rip the book.

Red helps you make notes and is visually appealing, the colour advertisers most like to use because it pulls you towards it. This is useful for revision as you are naturally attracted towards it and is inherently motivating.

There is space for you to write keywords at the end of each chapter. These are 3 power words that will trigger all the memories that you want to access anytime. Choose your own words, ones that you find most appealing and evocative.

There is a little bit of technical information that you do not need to know! It is there for those with a scientific background or those who want to know how it works and where to go for more information!

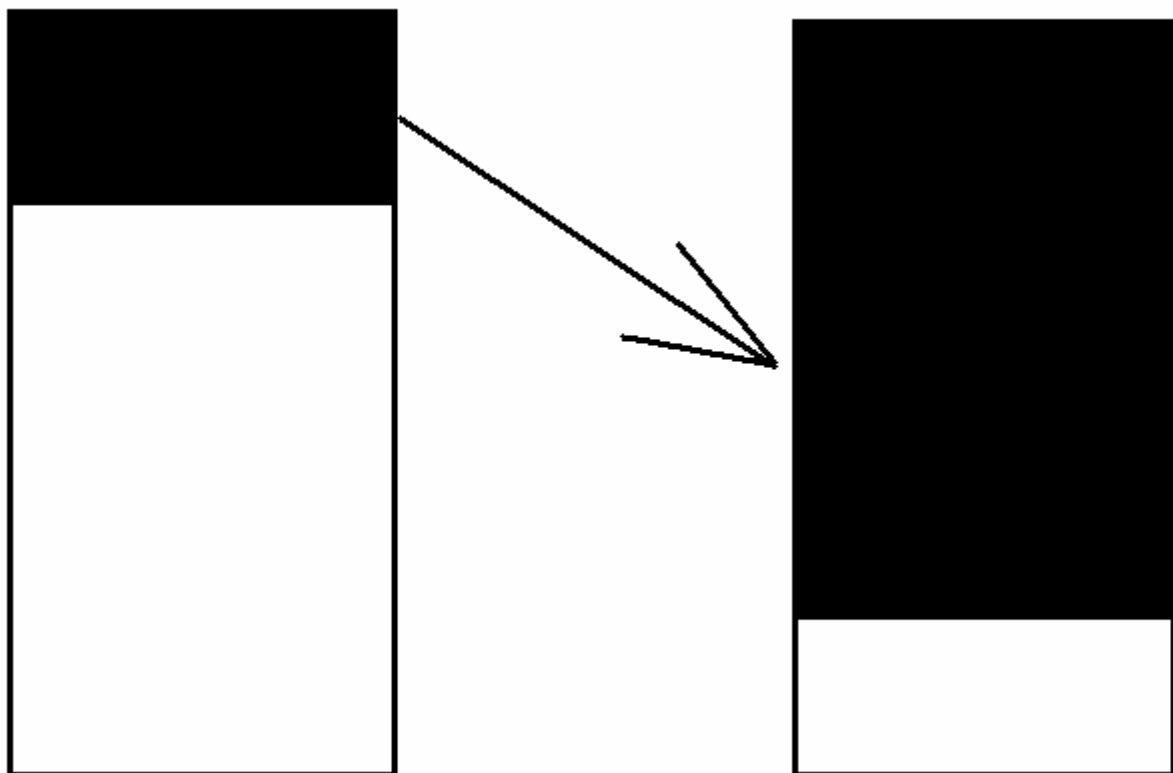
Just hold in mind the mnemonic “Magic Mess.” It demonstrates the main themes throughout the book, which lead synergistically to greater happiness.

- **Meditation with Holosync®**
- **Awareness**
- **Goal-setting**
- **Intention**
- **Choice**

- **Magnetism**
- **Energy**
- **Synchronicity**
- **Stop the world State**

When you are prepared to try new things and look at life in different ways, a whole new world opens up for you, one that leads to better health, wealth and happiness.

Just enjoy the process and stay open, excited and curious!



1 Introducing Pareto Euphoria

**Happiness is a duty. We should choose to be happy.
We should work at happiness. And in doing so, we
should help those closest to us, and even those who just
stumble across us, to share our happiness.**

- Richard Koch, *The 80/20 Principle*, p.254

Several years ago, I decided that a lifetime of unhappiness and “just feeling OK” and “getting by” was a choice that I had made (unconsciously) and was still making. I consciously resolved to choose something else: happiness. I synchronistically discovered something at around the same time called the 80/20 Principle, which was known in business, but not specifically yet applied to happiness.

The 80/20 Principle simply stated says that just 20% of what you do leads to 80% of the results. 20% of the people you know will lead to 80% of the pleasurable times. And 20% of what you do will cause 80% of the happiness. This, as we shall see, applies in virtually every area of life that you can think of. All the scientific studies show that the Universe is imbalanced in every area of life. This is great because once we identify what causes us the most happiness, we can maximise the amount of time we spent doing that!

The 80/20 Principle therefore provides us, not with a formula, but with a way of thinking that can allow us to make effective decisions. It provides an easy way to make choices that give you more of what you want. There are incredible 80/20 models in this book for you to use now. Furthermore, there are also people out there who want to help you, whatever your goals are. When you want to change and ask them for help, people will appear from “out of nowhere” to assist you.

Unlike Andrew Solomon’s well-publicised recent book on depression, *The Noonday Demon*, my results from using the 80/20 strategies in here were to transform my life and banish the demon for good. Solomon concludes, like Freud, that we are stuck with feeling bad. He believes that he has reviewed every *conventional* strategy available – though he has not discovered any of the ones you will find in here. He looked at what did not work and researched that. I, on the other hand, looked at what worked for people, and applied it to myself and got the results I wanted!

**When modelling a strategy for success in area of life, we
need to look to what works, to those people who have
successfully overcome the odds, and do what they have
done.**

I have drawn various strands of self-growth together to show how they complement each

other, to help you make right turns and hone in on the best strategies to help you. This will also give you solace that, whatever the media suggests or “the experts” on TV or the literary world say, there are many choices that can turn your life around. We are living in an incredible time when you need not suffer and solutions to your “problems” abound when you start to look for them.

The distinction is this: it is a matter of focus. I started to look at what works, whereas much Western medicine and psychiatry and the media tend to stress what does not, with the Freudian presupposition that we are somehow inherently limited and broken.

As far as I know, no one has yet thought to bring these together and systematically applied the 80/20 Principle to self-development, not directly and selectively to help you navigate your journey more effectively and enjoyably. Much of this was not obvious on the self-development bookshelf of your local bookstore and was transparent till now.

The 80/20 Principle led me to look for the best techniques to help people be happier and more fulfilled, whatever their background and however many times they had succeeded in not realising their outcomes. I applied the 80/20 Principle to finding the best ways to explain this material for you to retain it long-term and to appeal to whatever way you learn best.

This book is here to provide choices for you, alternatives that can change your life even more for the better. It is also entertaining for you. I have never learned things that are less than exciting and inspiring. Read one chapter at a time. It is an easy-read, though if you find it not so easy for any reason, you are in the process of growing and it will become so, even if things are not as clear as they might be.

The 80/20 Book of Happiness is unconventional, a starting point for the new generation of books that address your conscious, unconscious and higher conscious minds concurrently, that allows you to inter-act with it and that uses metaphor to appeal to your right brain, unconscious and soul. It is designed to be experiential, to impact you emotionally as you read it, to make lasting changes and for you to remember it effortlessly.

So, if you feel that, for example, the stories are “vague”, then allow yourself to acknowledge your left brain and reassure it thus - “to consolidate learning effortlessly and long-term, studies show that stories work most elegantly. They allow my inner mind to process information at a deeper level, which encodes it directly. This is basic psychology taught in first year courses at university.” And continue on your way.

I hope this is a joy for you. Speaking to you as someone who has spent years on the path and looking at the best study skills and therapeutic techniques and anything to help me feel better, this book needed me to write it - to see how far I had come and light the way for others.

This can help you navigate what is potentially a minefield, the self-development world. The people and products that do get explicitly mentioned in here are very special, loving, caring and will go out on a limb for YOU. They believe in you and this book comes with as much

good karma, for the highest good, that is possible now to enjoy yourself and relax even deeper.

You are Capable of so Much More...

...when you have the right strategy *for you*.

Who set the limits you believe about your capabilities and worthiness of happiness and joy? Did you consciously choose what you can or cannot achieve or were they a gift from someone else?

You create everything in your reality. Now think for a moment about that. That means YOU create ALL your emotions - internally, by what you picture, what you say to yourself and what you feel. The choice open to you is whether you respond automatically or out of conscious choice.

Unless you are naturally and consciously aware, you are “programmed” and emotionally conditioned in your nervous system every day by a combination of:

- Friends
- Primary Care Givers
- The Media
- Advertising
- Religions
- Politicians and Political Partisans
- Schools and Universities
- Authority Figures

All the above exert influence and energy, the energy of conformity. If you get the results you want within that framework, then that is fine. When you do not, you need to start thinking differently. 80/20 thinking helps you out of any stuck state and move forward quickly in life, by asking some easy and fun questions!

Though there is nothing intrinsically wrong with others giving you advice or fostering beliefs for you, the problems come when they unintentionally create a “mediocrity consciousness” or an “unhappiness consciousness” in you. About 97% of people live with the feeling that they are not in charge all their lives. And there is absolutely no need for that. You can break that pattern for good and move in the direction of happiness in this book, simply by changing the way you think and picking whatever intrigues you most from the incredible tools provided here.

Our conventional wisdom about the limitations about what we think we can achieve as human beings stem in large part from Freud, who fantastically, explained to us about the unconscious. However, rather than realising that *the unconscious is a storehouse of all the*

resources we will ever need, Freud believed it was limited to sexual resources.

When you can accept that “anything is possible,” then as Richard Bandler says, “you have two choices ... either you can do it or you can’t do it yet.”

So, as you want to make significant changes in your life, then you may be at the stage of “can’t do it yet”, then this book is written with that in mind - not that it comes with a free tonne of happy pills or is the definitive work, but that it presents fast, powerful strategies, tools, insights and points you towards the kinds of support, encouragement and guidance I think you want.

Some individuals might start off being sceptical. That is a good thing, active scepticism, where you look at something and say, “well that sure is new, but I’ll try it because that’s the only way I’ll know whether it works for me.”

That kind of attitude could really get you into all kinds of adventure.

What precisely is the 80/20 Principle?

The 80/20 Principle suggests that life is inherently imbalanced. That is to say, only a few things you do or a few people you spend time with bring you maximum happiness, satisfaction, joy and productivity. You should aim to expand these. Richard Koch describes it thus: “calm down, work less and target a limited number of very valuable goals where the 80/20 Principle will work for us, rather than pursuing every available opportunity.”

In business, by way of example, 80% of what you earn will come from 20% of your customers and products. It turns out that 80% of crime is committed by 20% of criminals. 20% of motorists cause 80% of the total accidents.

The 80/20 Principle also implies that *happiness is a choice*.

In *The 80/20 Book of Happiness*, you will discover that only a few self-development strategies have the ability to transform your felicity: your emotional poise, inner fulfilment and material success come more into alignment with who you really are, as you read this book. And it will happen easily and with insight and fun.

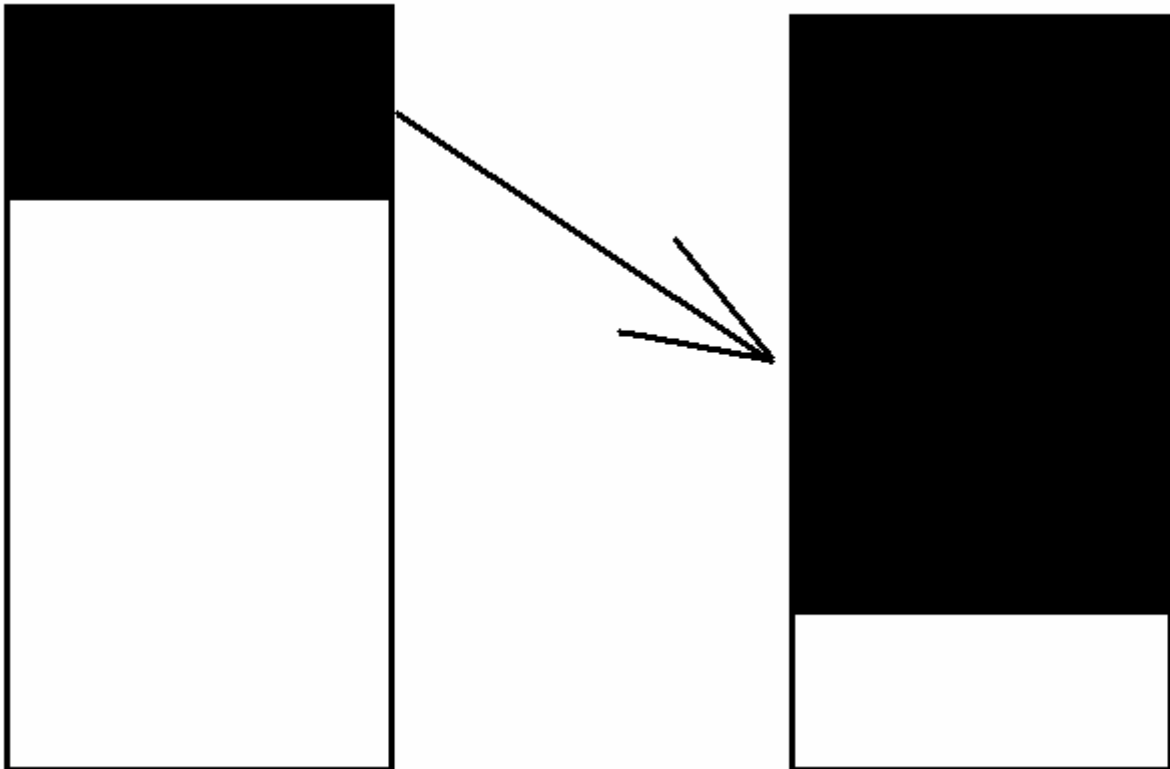
To use the 80/20 Principle successfully, you just need to get used to thinking 80/20. Fortunately, this is very easy and fun. There are only a few ways of thinking, which yield the most results, as we would accept from the 80/20 Principle.

What are the component parts of 80/20 Thinking?

The 80/20 Principle has certain threads that are found to be consistent in the 20% of ideas, products, strategies or people that get the 80% of results. 80/20 Principle thinking is:

- Strategic and Non-linear
- Hedonistic
- Unconventional
- Reflective
- Easy to use and Simple
- Selective

Use the mnemonics SHURES or RUSHES as an easy way to remember those.



The 80/20 Principle predicts that 20% of the causes will lead to 80% of your happiness: the causes may be a few particular friends, tapes or any of the 80/20 ideas in *The 80/20 Book of Happiness*.

Strategies

We are what we repeatedly do. Excellence then is not an act but a habit.

Aristotle

The reason that strategies are so important is that you can learn to do anything well in days, rather than years. The other person has done the trial and error for you. The distinction is in knowing their distinctions.

Why are strategies such powerful driving forces for changes? To do something different you need a strategy, a plan, and a way to do it. You need a wish list and a way to implement that wish list.

You could further benefit from proven strategies that you can use from role models, your own set of heroes who inspire you. This not only saves time, but also gives you a ready-made way to harness to your own needs - a STRATEGY.

Hedonism

Hedonism means having FUN. Norman Cousins famously got better from an illness, just by watching funny films - which he wrote about in his book, *Anatomy of an Illness*. Whenever I want a good belly laugh, I watch Jim Carrey in *Me, Myself and Irene*. Now, of course, conventional wisdom might imply that is selfish and there are limits to your happiness. And you can read works by Sigmund Freud or his modern day protégé Dr Aric Sigman (*New, Improved*) if you are curious about how deep this belief still runs.

The media and some people around you, in the old materialistic Newtonian paradigm, believed you were stuck with the way you are and there is little you can do to change that. Dr Sigman also believes this. I enjoy reading his book as it provides creative tension. When you are prepared to use any of the techniques in this book, then you will experience for yourself what the limits to your happiness are - just don't let someone else decide them for you!

In *Unlimited Power*, Tony Robbins used a phrase that spoke volumes to me, as someone who never set written goals regularly till his twenties and lived getting drunk and, listening to rock music. I have cured myself of one of these afflictions now at least! He said, "most of us gravitate towards bar room wisdom". This means we let our role models choose us - we listen to a broken down alcoholic freely tell us how "women will leave you lying for dead and screw you for every penny," when we are searching for our first girlfriend!

The natural tendency in the media and in bar room wisdom is towards mediocrity and

consensus. If you start to set up a new business or stop drinking at your local bar and if you start to turn things around, people may try to pull you back (“who do you think you are?” and “He’ll never change. He’ll be back on the cigarettes again soon.”) Does any of this sound familiar?

In NLP, we could say it like this: “listen only to the role models you want to emulate,” to keep our internal images on what we do want and hence the focus positive. [Since our inner minds make images of and tries to manifest what we focus upon and since it does not easily process negation, we state it in the positive, as we will see in the goal-setting section.]

Laughter feels good and play is a quality of genius, as well as a sense of curiosity. Mainstream science often appears stuck in the mechanistic Newtonian paradigm, too often looking for chemical solutions. Yet even this can be useful. Endorphins and serotonin have been identified as keys to health. Endorphins, the body’s natural opiates, are released when we laugh.

So we feel better, actually grow in intelligence and increase our immune system, feel more centred, are happier and more at ease. If we do the few things or are with a few people (20%) who make us feel the majority (80%) of our happiness, we are happy. We don’t have heart attacks and by being calm and loving actually do more good for society - by being true to ourselves.

State management also determines how well you can learn. Ask any psychologist about context-dependent learning or state-dependent learning. The key is FUN or HEDONISM. Are you enjoying it? No one has ever been successful (in the deeper sense of feeling fulfilled and happy) doing a job they did not like.

Unconventionality

**I can’t go away with you on a rock-climbing weekend
What if something’s on TV and it’s never shown
again...**

- The Lemonheads, *The Outdoor Type*

Being unconventional means looking at things in an alternative and different way and importantly realising that, although others may see you as “mad” and a “maverick”, this can be a very good thing. You often see the notice, “if you do what you’re always done, you’ll get what you’re always gotten”. Yet, the majority of people understand this intellectually, but do not apply it in practice! Humour is the most potent form of lateral thinking in this regard as it automatically helps you to see things a new way, to re-frame them.

Any 80/20 idea gets away from the norm. The norm is mediocrity and a safe comfort zone, where you cannot feel the full enjoyment of your emotions, a self-imposed emotional straitjacket that you choose to wear each morning or can burn for once and for all.

UNCONVENTIONAL, not just for the hell of it, but because you are on a crusade for ideas to enhance the quality of your life.

Reflectiveness

When a field is left fallow, what follows is a bumper harvest.

When you are REFLECTIVE your inner mind talks to you. You can allow yourself a “creative pause” (Edward De Bono) or *incubation* as musicians and artists like to call it. Some people say, “sleep on it.” When you spend your time creating what you want and awaiting inspiration, you become more centred and stop your habit of running around causing massive havoc. I know some people ask you to take massive action, but unless you think upfront and plan to make sure you are doing the few things that make you happy, that you are good and in the way that is most appropriate for you, you could have caused massive panic.

I take regular breaks during writing. If I appear to run out of ideas, I watch a film or go for a walk. Suddenly the ideas flood in and I return refreshed, reinvigorated and passionate about what I love to do. Allow time for your mind to wander, to day dream. Paradoxically, it will make you much more effective and allow you to enjoy what you are doing.

When you take the time to design upfront what you want from life and schedule time for daydreaming, you become creator in your own universe. What you will discover, when we talk about the Centerpointe program, a way to produce profound bliss effortlessly, by stimulating your brain, is that there is no need to even leave this to chance. If you can get hold of a pair of headphones, you can creatively and unconventionally turn around all areas of your life. You get of the comfort of the settee of life and stride forward as you understand this more.

Simplicity

Whenever I think about doing things I have done successfully or good habits I have, they are also EASY and SIMPLE. Edward de Bono proposes a revolution of simplicity in his book of the same name. This is unconventional and enjoyable for those of use how do not love red tape. Nothing could be easy to use than the Holosync® Technology. When we talk about learning, using Mind Mapping and PhotoReading®, you will discover that they are easy and fun tools for you to grow with.

If you want to be a great healer or therapist, then look at NLP and Ericksonian Hypnosis. If you want a path to goal-setting that is fun, exciting and gets the results you want without tedious visualisation or affirmations? Then use Bob Scheinfeld’s Invisible Path to Success. Want calm, confidence and inner peace? Then get on Centerpointe’s Holosync Solution® program now.

Selectivity

SELECTIVITY is the key to this book and is also ultimately what will determine your happiness. At some point you have to choose what to use and incorporate in your life. Only you can choose and it helps to have a set of outstanding choices so that you win, whatever you do. Only one such choice could change your life forever.

**I'm still sitting on a fence
Trying to make up my mind
Really is too hard to find
So I'm still sitting on a fence**

- Rolling Stones, *Sitting on a Fence*

You must decide (from the Latin *caedere* = cut off - all other possibilities) what you want at some point in life, so choose what will create intense happiness because, when you feel great, everything appears much more smoothly and you enjoy the fruits of your successes. You feel in the flow and in the moment when you get down from that fence and choose what you want and to use all the many tools and take the opportunities that are open to you.

Choosing Your Path

**When we blame others for how we feel or our lot in life,
we abdicate our energy and opportunity to change,
grow and do not make the most of the opportunity that
is provided for us.**

All these principles will be found in the strategies, peoples, ideas and resources mentioned in *The 80/20 Book of Happiness* and they are being applied to the book to keep you going in the path of your dreams, opening up more choices for you and clearing the perceptual filters that prevent you from doing more of what you came here to do and feel. Enjoy the journey and apply these principles in ways that are fun and creative for you. Go easy on yourself.

80/20 Thinking rejects perfectionism and says, “there is no one right way to do things”

**The reasonable man adapts himself to the world. The
unreasonable one persists in trying to adapt the world
to himself. Therefore all progress depends on the
unreasonable man.**

80/20 thinking is non-perfectionist. We aim to achieve 80% of the results in 20% of the time. If we have as spelling mistake in an e-mail that gets sent, for instance, as 80/20 thinkers, we allow that as a necessary and useful part of our day. Studies have shown that those who

check all their e-mails for perfect grammar and spelling spend too much time on the details and consequently miss out on other opportunities and time with their loved ones. Most managers send short e-mails.

Some people prevent themselves from learning well because for them it is an all or nothing affair. They must “get it right,” as though there is only one way to learn. They do not allow themselves the natural trial and error that children do when they learn their native language. Kids are continually shown better ways to speak and love it. They do not have an ego that says, “if I don’t get it right first time, I am failure.” Adults in particular therefore need to go easier on themselves and embrace the confusion that necessarily precedes clarity.

One friend recently did an NLP Training and said that he was being taught metaphors. The trainer told them to listen to a CD and transcribe it word for word. In my experience, that is not the best way to teach people to be trainers, though it may help them to be better at dictation and spelling. Learners need to be taught self-reliance so that they can develop metaphors based on the individual client and the specific situation. To do that, you need to trust your intuition.

One of the reasons I get such great results with my clients is that I never use a prepared metaphor. The session evolves organically in response to their needs and personal interests. I trust my intuition and the right metaphor for them appears. After all, a metaphor is merely a story that someone else understands and interprets in their own way. So an impromptu unpolished approach works best.

Generating your own metaphors also teaches you self-reliance and self-belief. Anyone can use metaphors to help another person, even themselves, just by telling stories. They work much better than directly saying to someone “do this,” because, in that scenario, the conscious mind has a chance to resist. Unconsciously, a metaphor teaches you all you need to know for you at this moment in time.

I have also observed that much unhappiness and depression stems from people trying to do things perfectly. I have met ladies who *must* have things done only one way and they end up on Valium. Nothing anyone can do is enough for them because, if someone fails to meet one of their “rules,” then the lady allows herself to get furious, irate and mad at the world. In essence, she is just hurting herself and is really projecting onto the other person what she feels about herself.

I have met other people who continually beat themselves up by comparing themselves to their peers. This book will allow you to successfully break any patterns like that and much more – to start really experiencing the zest of life, not just “getting by.”

We will be applying SHURES throughout the book, selectively looking for the few unconventional distinctions that can get the huge results you want in *any* area of your life. To be sustainable, strategies must be easy to use, effortless, fun and playful. They must be straightforward as well. And they must have a way for you to monitor progress set up in a

win/win way. Whatever has happened in your past, you can turn it around. However happy you have been, you can be much happier.

Unconscious Review of What You Have Just Read

As you are reading this, thinking about what you read and the ways in which it can effect you, you can notice the way you are feeling and how you are breathing, are you not? You can also allow yourself to consider that it is not important to understand word-for-word what you have internalised, but just that you are actually in possession of this book.

By being one of the few people who is undoing their cultural hypnosis and who is deciding to choose happiness now, you can be aware of your feelings, can't you? And I don't know whether you will start to process the key points that you need to change now or whether you will start to change them later, but the point was very well made by John and Julie, two people who would wish you well.

And John once told me a story, in fact I also heard a similar one from a kind man about how there were creating things in life that made us happy and certain things that didn't make us happy as we can be now, haven't you? That right. Very good.

And as you continue to realise that your potential for actualising those resources that are ready to now find new ways to assist you in the positive choices you want to make, that kind man started to tell how if you would be happy, there but a few things you can do to feel happy. Now he has told many people about this happiness and one of the most wonderful people he wants to know this used to dream at night. And as they dream tonight, they will probably have certain pictures or non-pictures. You may see them in the centre. Point to them in your mind's eye. They may have certain sounds or they made not, they may prefer to have feelings about what is creating a change for them now.

But what is important to them is to enjoy their way of assimilating what they know now, isn't it? And as they sleep they may consider a man who used to tell of how he noticed that when he started to make his own mind up about things, he seems happier, much happier, even though he was unconventional. And as he surely wakes from his slumber every morning, that kind man selectively write down the things that he wants to do that change his life, didn't he. Now, as you notice he changes his destiny every morning by choosing what to focus upon, by reflecting on it, John and Julie would no doubt be remembering the time this man was enjoying himself, doesn't he? You may not realise it now, or may just understand later that, hedonism is not just a long word. Although, it has a Greek history, it can feel comforting now to consider that life is an exploration of whatever you are meant to explore and that your purpose here must surely unfolds, doesn't it? Because when you enjoy what you do, you are happy, weren't you? And that was how the kind man grew so happy, finished John.

And as John and Julie are no doubt enjoying all they have learnt to be happy today, there also comes a time to stop reading and notice the room around you, its colours. What's the time? Time for a change now?

Onwards

Here is the first story for you to enjoy your experience even more and deepen your transformation.

2 *Trapping Reality with José*

There was once a young lad called José, a Slovenian. He lived in the capital city, though what that is now I couldn't tell you. You see his country had just been created and in the historical framework of things seemed small. What influence could Slovenia have, let alone this young lad, but one person? What would others say? His family and friends enjoyed routine and their greatest value was "not being heard or rocking the boat".

The boy discovered an old book one day and the hero of it lived in a fictional country far, far away. Also called José, the hero of the story, he feared not getting the approval of others. His country, Aledemia, has many social rules that covertly implied you were a good citizen by the reticence you showed. Their main political party, which controlled over 80% of the media, espoused Sameism, the world-view that one should "not reinvent the wheel."

To change anything implied disrespect for one's peers, ancestors and the rich heritage of Aledemia itself, indeed was tantamount to lunacy. What would happen if people started a cacophonous pattern of behaviour? How could order be maintained? It was unthinkable.

José felt a desire though to increase his euphoria. He kept very quiet his feelings of inadequacy and low self-esteem. His school valued a "stiff upper lip" and he had endured years of taunting. They had a saying in Aledemia, "Sticks and Stones will break my bones, and I will not make a scene if anyone uses them". To discuss one's feeling was undoubtedly cowardice and weakness, not good preparation for the compulsory military service.

José learned that to study well for 3 hours every school night gave him great results in his reports and consequently the approval of teachers and his parents. Although the approval might just be one phrase, "what a good boy" from his mum when the school report came," it did make him feel better for several minutes, well worth the effort he had thought.

Then one day on the transvision he noticed a man talking about setting outcomes for you. Actually, this man was talking to prisoners who wanted to reform. He wanted to show a pattern of success by having clear targets to go for. Yet, his broadcast was suddenly cut short and the talk-show hosts started laughing with their resident Dr Haj Resaud. Dr Resaud's latest book, "You are the way you are, so better you get used to it and know your place", was considered the definitive work. The guy with the prisoners was well-meaning they scoffed, but in need of attention himself. The audience in the studio gasped at this.

It was great that the Doctor was there. How could they survive without his guidance? They were sure to trip and be led astray. Thankfully, on TV, "madmen" who were misleading people could be mocked and thereby permanently disgraced. The public knows best...

José felt a real empathy with the man who encouraged the prisoners. He really wanted to help and did not look down his nose at others. It sounded like a dream, but what if having clear targets was a resounding success? José could barely contain himself. He sat down and started to write his own goals. At first he wrote "be liked" and "do well in French" but he

felt more and more switched on. He heard all sorts of ideas coming into mind and could barely write fast enough.

He wrote of a holiday in Romania, a beautiful, loving girlfriend (he had never had a girlfriend) and speaking Italian. He even wrote of earning a million Epheloids. This was outrageous. Feeling a big mad himself, he set off to school.

On his way there, a beautiful young lady on the bus approached him. "Can I sit next to you please she said. "Of course," our hero replied. "My name is Astra," she said. "What is yours?" "José," replied the young Aledemian. "Could you please tell me something," she asked. "I will try," replied José. "Am I pretty?" asked the girl. "What! You are radiant," said José, hardly believing the question. "Would you allow me to radiate for you by going out with you one day when you are not busy?" she asked. José nearly fell off his seat.

"Of course!" Astra kissed him on the cheek and José left to go to school. On the way, he bought a newspaper. It mentioned a holiday competition for sending a slip of paper off. José dropped it in before arriving at school.

School seemed different. People looked like Approval-Zombies. His teachers seemed more concerned over showing more knowledge of how to spell and proving that they were right than anything else. Several head boys-in-the-making also added their own obscure facts in the melting pot of erudition. José wondered what these people wanted to do with their lives, if they would ever do what they really wanted to do.

By the weekend, José has received a letter. It read, "Dear José, Congratulations. You have been selected for an all expenses paid trip to Romania for 2 weeks, to be taken at any time in the next two months. You may bring your partner." José beamed. He was meeting Astra that evening and he wanted to ask his new best friend to join him for the adventure of a lifetime.

"Speaking as one who enjoys travel that would be great", said Astra. She beamed at him. They would go in the summer holidays, just 5 weeks away.

As you can imagine, time dragged a bit for the next few weeks, but it more than made up for it. Romania is a beautiful country, full of kind people and incredible monuments. And passion. José could not believe that it was possible for two people to enjoy each other's bodies so much. Such things were not mentioned in school or the house. It felt like a dream.

On returning home, he was a changed man, a man now. As he returned home, his mum awaited with a grimace - pretty much the usual. "So, don't you get carried away. You better get a job for the holidays. I'm not running after you all the time," she croaked with a look of disdain. "And how do you explain this?" José's heart sunk. His mother had discovered his wish list. "I suppose you think you are better than everyone else? I knew you were going a bit insane. A millionaire. Your aunts had good laugh when I told them. Your brother, Antonio, also told his friends."

“But I want to be happy and help other people,” José replied. “God, you are so naive. You really need to keep your feet on the ground José. Don’t you know that life doesn’t get any easier? There are forms to fill in and work to be done. If you are not born with a silver spoon in your mouth, that is it. You really are a selfish boy wanting all this. Aren’t you grateful for all the sacrifices we make for you? And this girl, Astra...”

“Astra?” inquired José emphatically, his tummy churning even more. “That little tart can sod off, do I make myself clear? I am going to knock some sense into you if it is the last thing I do,” interjected maternal authority.

José retreated, feeling physically sick. He had even written about a beautiful girlfriend he wanted. His mother’s look said it all. All his friends and family hated him and he knew it. If he was very quiet, they might forget in time. He knew what he had to do, cover up his tracks...or he could make it through the pain, take some more risks, enjoy love and Astra and a life of happiness, seeking no one else’s approval but living by his own values.

And as the Slovenian looked to turn over, he saw that several pages were missing from the book. He could not continue with the story. As José had turned over that last page, he knew something has stirred inside him. A choice faced him now. Only he could choose to choose, to enter an on-going process of deciding...

Spend a few moments thinking about the story and write any observations below that seem important for you now. You might consider, could you relate to any of it? Can you understand how such a tale came about? What is the path of least resistance to my dreams?

3 *Dreaming Wish Lists*

You are hugely more productive at some things than at others... Few people take objectives really seriously.

- Richard Koch, *The 80/20 Principle*, p.155

80/20 thinking escapes from the linear-logic trap by appealing to experience, introspection and imagination.

- Richard Koch, p.153

Choose your partners and obligations extremely selectively and with great care.

- Richard Koch, p.169

Thinking is the hardest work there is, which is the probable reason why so few engage in it.

- Henry Ford

The secret of happiness is to see all the marvels of the world, and never forget the drops of oil on the spoon.

- The wisest of wise men to Santiago in *The Alchemist*, Paolo Coelho, 1988/1995), p.24

Although you will find a very inventive strategy for achieving whatever you want later, you are invited to jot down in this book now some goals you want to get by the time you have finished the book. You may surprise yourself, however many times you have written goals down before. It may well be that you can look forward to the time when you look back on now realising that it is this moment you made the shift you most needed, haven't you?

There are really two 80/20 principles I want YOU to internalise in the chapter:

1) **Write down dreams that YOU have**, that resonate with your values and you really want. You do not need to set owning an island in Fiji as a goal, if you will be happy, living in a bungalow, or living in a small cottage in the country. If you want to work from home 3 days a week or even not at all, then more power to you. I know a lot of the self-development world tries to force their map of success onto us. But many of us do not want the yardstick of success to be a materialistic hand down from someone else.

2) A corollary of this is **set your own yardstick for success**. You have no need to justify your dreams, though people may ask you to support them. Do what you feel is right and what will make you happy. If your dream is a calm laid back way of life, that is great. If it is to be a rat in the rat race of life, then that is wonderful as well. Just choose it yourself. I am

not a rat, though I love learning and typically blast through five books a day. I love devising solutions where people think there are none, but I do not easily fit into any bracket or into any category. I do my own thing. Though this is often not easy to understand, I take it as a sign of how programmed we are to feel the need to bracket people and inherently limit them with our judgements.

I realise this takes confidence and strength of will. It used to not be easy for me. I was scared and felt isolated because I didn't especially like what I read in the papers, have no interest in sport, (in a football mad country), do not agree with most experts I hear as I find many other alternatives. I also get most satisfaction when I help others to make changes in their life and move away from being controlled by others. I do not believe in criticising people but sharing and co-operating in a society that thrives on gossip in the news, and competition, even at the expense of other people.

I was most scared of what the neighbours would say. And you know what? I attracted that kind of criticism too because I held it in mind.

Step outside what others say, think or believe about you. Step up and choose what is important for you. Your yardstick is, "does it make me happy?"

Finding Universal Goals

Having trouble finding goals? There are certain universal objectives that you could be actively looking to incorporate. Some may sound obvious, so see which feel right to you. You may or may not want to include all of these as you find your own balance.

80/20 Goals:

1. Learn new ways to remain calm and centred
2. Monitor whether I am moving towards or away from my goals
3. Develop use of effective strategies by modelling
4. Listen actively, attentively and show you empathise with your body language by nodding your head
5. Add value for others
6. Develop ways to become curious
7. Learn to read more effectively
8. Put yourself in situations that challenge you
9. Do someone a favour for no reason - "Pay it Forward"
10. Treat yourself at least once a day

A full battery allows a torch to shine brightly. Before you start to give others, take all the time you need to get your house in order, feel rested calm and enjoying yourself.

Your mission should you choose to accept it...

You next mission could be to watch or re-watch “Pay it Forward”, with Kevin Spacey, Helen Hunt and Haley Joel Osment. We all need food for our souls and to remember that “the realm of possibility is within your head.”

“Whatever the mind of man can conceive and believe, it can achieve.”

Scientists now teach us that: **OBSERVATION CREATES REALITY**

Since any goal-setting program I have ever seen, asks you to generate choices for a possible future, that you first create in mind, it is exciting to find parallels with what the scientists of the new paradigm are saying, and even more surprising is how they are saying almost exactly what mystics said thousands of years ago.

Napoleon Hill once said: “Whatever the mind of man can conceive and believe, it can achieve.”

To make any changes in our life, we need to notice new possibilities and take new learnings. However, even before that we need to understand that our awareness has caused us to notice some things and not notice other things. If some person has trained us to notice primarily negativity in the world and our mis-takes, then you could accurately predict the degree of happiness for that person.

Interestingly, you can also predict the sorts of people they attract and the situations that they will tend to create and recreate. You could even predict with eerie accuracy the sorts of Inspector Clouseau like farces they will generate at the unconscious level to live congruently with their unconscious program that says, “trouble always happens to me.”

That is why the 80/20 revolution is so exciting. We use the Universal Modelling Process from NLP to notice new strategies for success. As we participate in this observation process, we influence it and become part of it. That is why ultimately why awareness is so efficacious and is *the* 80/20 skill to develop.

When you notice consciously how you have created your past by not focusing on what you want and not choosing your goals for the future, you had one strategy, and now you are aware of others, which you will always remember and have in mind to choose. This awareness develops naturally as you meditate with Holosync®.

Possibility Consciousness

Everything is made of emptiness and form is condensed emptiness.

- Einstein

Consciousness creates Reality

- Herbert

I propose that with the knowledge we have now and the tools available to humanity, our greatest opportunity for rapid evolution already resides in developing a *possibility consciousness*.

This is an awareness that anything is possible, that it all starts with an idea and that by actively generating ideas and modelling the most effective strategies of others we can easily live fulfilling lives.

The only constraint to living an effective and fulfilling life is not generating the possibility of a richer and fulfilling life. Many of the most powerful strategies in the world have been provided for you now - on a plate - and that is all anyone can do to facilitate your growth. Now you can choose how best to implement them and enjoy that process.

A goal is not a fixed “object.” It can change as and when you wish. Your mission now this moment is to exercise your wish list muscle and begin a habit that will change your life in the most profound way. There is no “right” way to do this, just get excited and follow your heart as you write down anything that has or could make you feel even more incredible.

Goal-setting is 80/20

Whatever you can do, or dream you can...begin it.

Boldness has genius, power and magic in it.

- Goethe

Since only 3% of people traditionally set written goals, then you are unconventional in taking action on this. This is what sets apart those people who achieve what they want and those who drift like a lost penguin in a desert! You can do a process here that will transform your life even more. Whether or not you set goals often, the system here makes it effortless for you and does not take longer than a couple of minutes for you to do now.

Goal-setting does not happen for most people because they do not take action now. So get your pen now: this is the only point where you need to STOP READING and write your goals on the pages which follow. I wrote almost everything for you, apart from the words and your signature. You will only need to write a key word or two down. It will only take about 5 minutes and is the most important thing you can do for yourself at this moment in time for your ultimate happiness. It can help to do this with urgency as fast as you can, if you do not usually access the creative flow state!

It does not matter what your goals are. Better to write it now, even though it will mark the book, than not to immediately do it now. Often goals will shift, but when your Reticular Activating System (the scanning and goal seeking part of your brain) is activated and you have a trajectory, you will necessarily attract the synchronicities automatically.

Without a set of written goals, you are like a lost penguin in a desert, it makes no difference which way you turn and there is no destination in view. The sands of indifference are around you. When you elect the town to head for and rely in the guidance of your inner wisdom and the stars, you have created your own destiny: you have set your intention.

There is one energy that permeates through everything called Chi by the Chinese and Vril by Serge Kahili King. Your intention is part of this energy is what allows you manifest what you want. Think about things you have thought about, held in mind, which then materialised. It is a very satisfying feeling and one that you will master on a new level with each of the following pages. Your powerful intention creates what it is you most desire as you begin to write now...

Just get excited as though you are hearing a fairy tale and remember the magic of being kid or from a film about magic you saw once. You can write anything that would make you happy as you begin to design your dream future now!

CREATIVITY GOAL

I allow myself to

in the next year.

I will know I have achieved my goal when I

see.....

hear..... and

feel.....

I allow myself to release the following concern now

.....

I agree to stay centred and notice the opportunities that are presented to me.

I allow myself to monitor the results I am achieving.

Signed

Date...../...../.....

RELATIONSHIPS GOAL

I allow myself to

in the next year.

I will know I have achieved my goal when I

see.....

hear..... and

feel.....

I allow myself to release the following concern now

.....

I agree to stay centred and notice the opportunities that are presented to me.

I allow myself to monitor the results I am achieving.

Signed

Date...../...../.....

HEALTH GOAL

I allow myself to

in the next year.

I will know I have achieved my goal when I

see.....

hear..... and

feel.....

I allow myself to release the following concern now

.....

I agree to stay centred and notice the opportunities that are presented to me.

I allow myself to monitor the results I am achieving.

Signed

Date...../...../.....

WEALTH GOAL

I allow myself to

in the next year.

I will know I have achieved my goal when I

see.....

hear..... and

feel.....

I allow myself to release the following concern now

.....

I agree to stay centred and notice the opportunities that are presented to me.

I allow myself to monitor the results I am achieving.

Signed

Date...../...../.....

CONTRIBUTION GOAL

I allow myself to

in the next year.

I will know I have achieved my goal when I

see.....

hear..... and

feel.....

I allow myself to release the following concern now

.....

I agree to stay centred and notice the opportunities that are presented to me.

I allow myself to monitor the results I am achieving.

Signed

Date...../...../.....

SOMETHING I REALLY WANT TO ACHIEVE IN THE NEXT 5 YEARS

I allow myself to

in the next 5 years.

I will know I have achieved my goal when I

see.....

hear..... and

feel.....

I allow myself to release the following concern now

.....

I agree to stay centred and notice the opportunities that are presented to me.

I allow myself to monitor the results I am achieving.

Signed

Date...../...../.....

SOMETHING I REALLY WANT TO ACHIEVE IN THE NEXT 10 YEARS

I allow myself to

in the next 10 years.

I will know I have achieved my goal when I

see.....

hear..... and

feel.....

I allow myself to release the following concern now

.....

I agree to stay centred and notice the opportunities that are presented to me.

I allow myself to monitor the results I am achieving.

Signed

Date...../...../.....

Congratulations! You just completed your first 80/20 goal-setting workshop! Well done!!!

Three 80/20 words that summarise this chapter for me are

1).....

2).....

3).....

80/20 Summary - Dreaming Wish lists

- Set your own yardsticks for happiness: always and in all ways define it in terms of your feelings first and material success second.
- Choose goals that YOU want, not what you think someone else would want you to have or because you want their approval.
- Select a way of life that gives you the feelings you really want of calm, passion and inner fulfilment.
- Raising awareness is the key to your personal development and for the planet. By taking responsibility for your growth, you do the amusement park of Planet Earth a great favour.
- You can do this by generating a *possibility consciousness* and creating new possibilities for living your life every day.
- Some of these changes may be huge and, for sure, some of the people around you may feel uncomfortable. If they are close, you can share what you are doing, perhaps lend them this book to read. If they stay opposed, you can respect their point of view and they yours as you carry on accelerating your growth.
- For your own good, do not turn into a blinkered self-development zealot or evangelist, even if you discover the fountain of truth or wisdom. You will not only annoy others but also, more importantly, drain yourself of the energy you want. Just *lead by example*.
- Remember that there are two outcomes as you constantly monitor the achievement of your goals: either you are getting what you want or you are not yet getting the outcome that you desire.
- Aim to “under-perform.” Rather than burden yourself with punitive goals of perfection, pick the one or two things that make you happy each day. You are much more likely to succeed by mastering fundamentals daily. By gradually flexing your growth muscles, you will arrive at your destination - the key is to enjoy the journey.