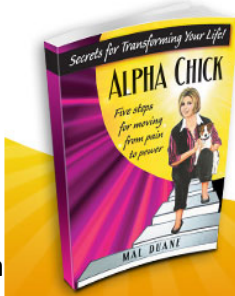




ALPHA CHICK



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ALPHA CHICK

Telesummit



Lynn

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www.spiritauthors.com. I'm a coach, an author, and a promotional manager for mind-Body-Spirit and self-help authors. I'm your host throughout this three-part event.

Discovering

The Awakened, Authentic and Abundant Woman You Are
How to Take Action to Create the Life You Deserve
This is session three, the third and final session of our three-day event. Over these past three days, you've been hearing from ten of today's leading authors and speakers on the topic of moving from pain and dependency to power and fulfillment.

I want to bring your attention to the fact that this special event is a gift to you in celebration of the launch of the brand new book "Alpha Chick: Five steps for moving from pain to power" by Mal Duane, which had its official Amazon launch on Valentine's Day, February 14, 2012. Later we'll be telling you a bit more about the book and how you can receive a complete library of beautiful gifts when you buy the book for you or for someone else in your life.

Special Guests

Lissa Coffey, Lifestyle and Relationship Expert

Right now I would like to introduce you to the Mistress of Ceremonies for this event, author Mal Duane. She has triumphed over devastating life challenges to become an Alpha Chick extraordinaire.

Chaney Weiner, Media Expert, Authority on Human Potential and Personal Development

After having struggled with alcoholism as a young woman, Mal now has a dream marriage and a highly-successful business. As a certified professional recovery coach, she is deeply involved with helping women discover and use their connection with divine power (which is really what we've been talking about, all about getting that connection of divine power) and redefine their

lives and step away from their past. She also serves clients through a multimillion dollar real estate company that she built from scratch.

Mal has a brand new book called “Alpha Chick: Five steps for moving from pain to power.” I think we’re going to find out a little bit more about the five steps. We’ve been kind of dancing around them, and I think Mal will actually share them with us.

As Mal really believes in educating women, she has actually built a school in West Africa that educates hundreds of students annually. She also created an educational assistance fund called Holly’s Gift. I know she talks about Holly in her book, and it’s one of the most poignant parts of the book. That organization, Holly’s Gift, is also going to receive proceeds from the sale of each copy of “Alpha Chick.” So when you buy the book and you give yourself the gift of love, you’re also giving a young woman the gift of education and, hopefully, self-reliance.

Mal, welcome.

Mal: Thank you, Lynn, for this wonderful introduction.

Lynn: We’ve been having quite a journey over the last two days and I was just wondering if you’d like to share a reflection before I introduce our guests. What has been your process and your thoughts now that we’ve gone through two days of this wonderful broadcast?

Mal: This has been just such an honor to share time with these experts in personal transformation. What I’m hoping is that our listeners are now beginning to develop and stretch their ability to listen to themselves and to start to understand what we’ve been talking about, this connection to that presence within them, that powerful “I am,” that perfection that already exists. It is there – that “I am,” that divine spirit within. And that they understand now that this whole process that we’ve been touching upon is about living and looking inward and not looking to outside of ourselves and to other people for solutions.

Lynn: That’s a wonderful point you’re making about looking inward. What I love about where we’re going, Mal, is that it’s about looking inward but then moving outward, which is really what we’re going to be talking about. I think that’s going to be very exciting.

Thank you, Mal, for sponsoring this, because I’m sure there are hundreds of people out there who are very grateful for having access to these recordings free.

Mal: This material will be available absolutely free. You can go back and download the files and listen to them at any point in time that’s convenient. That’s another gift. It will be available ongoing.

Lynn: Let me introduce our guests. We have two guest panelists. They are such big personalities, we could only have two. First is Lissa Coffey who is a lifestyle and relationship expert and the author of six books. Her brand new book is called “What's Your Dharma? Discover the Vedic Way to Your Life’s Purpose.” I had the great pleasure of interviewing her when that book came out.

I think it’s a really good time for Lissa to be on this panel because of the wisdom and the knowledge that she can bring to this particular subject. She is known for her known for her inspiring blend of ancient wisdom and modern style. I can vouch for that. She is also the founder of Coffey Talk, which is an online magazine. It is also an inspiring blend of ancient wisdom and modern style on everything from dating or relationship advice to the latest in home and fashion trends.

That’s quite a big spectrum, Lissa. Welcome.

Lissa: Thank you so much. I like to do it all. I’m interested in everything, so I study a lot.

Lynn: We’ll get more into your angle of how to look at these things, about going inward and then bringing them out. I know your whole angle is about looking for the individual life purpose or the individual tendencies of somebody and then applying them in a practical world. I know that’s what a lot of your work is about.

I’d love for you – and I’m going to ask the same of our other guest, as well – to set an intention for the audience because we’re talking about taking action. What kind of intention would you like to set for our listeners?

Lissa: I would say to prioritize the looking inward. I think we’ve all been trained since birth to focus externally. It’s just part of being human. We need to learn a language and to walk and to understand the various relationships. We want toys and we want this, we want this, we want this. We’re very externally motivated. But we need prioritize and set time for looking within. When we do that, that’s what brings us the true happiness and the true growth that we’re seeking.

Lynn: Prioritizing and looking within. Wonderful. Let’s hold that intention.

The second of our two guests is Chaney Weiner. Chaney is a sought-after authority on human potential and personal development. He is the founder of the Chaney Institute of Human Potential, which is an organization dedicated to empowering people worldwide in all seven areas of life (financial, physical, family, mental, spiritual, vocational, and social) by helping them discover their hidden brilliance and uniqueness based on what is most important to them. What a great pair the two of you are going to be. I’m really looking forward to this.

He is a frequent media guest, offering his inspiring insights and advice. His work has been featured on a really illustrious array of shows. He is been on “Montel Across America” with Montel Williams, “Hollywood Confidential” with Leeza Gibbons, Martha Stewart Living Radio, Hay House Radio, and hundreds of other radio shows throughout the world. Not mine yet, Chaney, but you’ll have to be on there sometime.

Chaney: I would be honored. I want to, first of all, say thank you for having me on this telesummit. I want to thank all the other speakers for all that they’re contributing because everyone has something to contribute. It may not be the same as what I’m saying or what Lissa is saying or maybe what Joe Rubino was saying, but everyone has something to contribute and I want to acknowledge that.

Lynn: Absolutely. And the diversity has really been what has given the color to this, Chaney. We had some amazing anecdotes from three really different angles and I’ve been very impressed with the diversity and how that has brought everything together.

I’m going to ask you the same question, Chaney. What intention would you like to set for the audience before we dive into the discussion?

Chaney: That’s a perfect segue into what you’re asking me from what we were just talking about, because every person is different. Every person is unique. My intention here is for everyone to really go within and understand that you’re unique. You have something of tremendous value to offer the world.

Really be your true self, not what others are telling you what you should be doing or have to be doing, but really what is true to you, what you love to do, and what you’re inspired to do. Be yourself. Be the real you and come from a place of value and what you can offer people throughout the world with what you do best.

Lynn: This is going to be a great conversation. Thank you, Chaney. Thank you, Lissa and thank you, Mal. We’re talking about taking action. We’ve been talking about the awakening process and the discovery process. Now it’s the acting process. Mal said it’s about going in. We’re really going in and finding that person, but now it’s about moving outwards.

The discussion is going to be in two halves. In the first half we’re going to be talking about the inner shift, the inner action, the work that needs to go on inside, that whole healing process and setting intentions. Then after that we’ll take a tiny break to remind you about Mal’s book and also to let you know how you can get the free gifts when you buy the book.

In part two we’re going to be talking about the outer shift, the outer work, the outer stuff that we’ve got to do in order to take action. This is about creating action steps, choosing a support

system, and also the whole impact of moving outward. We're also going to be taking some of the many questions that you've been sending in.

Let's get started. The first part of the discussion of taking action is about the inner work – the inner shift. Let's talk about the healing process, being really aware. We touched upon it earlier, but it's about how do we start to really know that we're shifting? How do we care for that healing process? We can say we feel a little different. We feel more empowered and all this stuff. How do we really foster and care for the healing process that is going on as we are healing?

Lissa, let's start with you.

Lissa: That's a really great question because I think we all want some kind of a measurement of how far along we're going in our progress. We tend to want to compare ourselves with others. We really can't do that because everybody's process is different and timeline is different and karma is different and past lives are different and external factors and on and on.

There's really no way to measure our progress other than to see how best we're handling our lives. Do small things get us stressed out? Do we fly off the handle? Do we get angry easily? Are we just more mellow and more "go with the flow" and more confident that whatever comes our way we can handle? That's the truth. And everything that happens, happens for a reason, has a purpose, has a lesson in it for us.

It's just a matter of noticing our attitude. I think other people notice that attitude in us, as well. They'll say, "You look happy today" or "You look great today" or "You've got that glow about you today. You're so relaxed." That's one way to gauge how we're doing.

Lynn: Part of it is just about listening to the feedback we're getting from our environment, as well, is what I hear you saying.

Lissa: Right. Our body affects our mind. Are we healthier? Are we happier? Those two things are intricately linked. We're not getting sick as much. We're not as stressed, which means we're handling things better, which means we made progress on the spiritual path, which means we've healed from past events. Life gets easier.

Lynn: It's really good that you brought this up. I know when I used to do more coaching and less marketing, it was difficult sometimes for people to set those goalposts to look at, not as targets, but to look back and reflect and see where they've come from.

Chaney, you work with people where it's all about human potential. I think it's a great point that it's difficult for some people to measure how far they've come. What other things can you recommend to people so that they can see that they're actually making progress?

Chaney: One of the big things in addition to what was just said is also being able to manage your emotions. Let's face it. Human beings – this is me, you, everybody – we're all "emotional creatures" and people do have a tendency to get emotional. That's okay. However, it's important to be able to manage that.

Specifically, what I'm referring to is just being aware. I love the words "aware" and "awareness." Just to be aware and understand that every human being has two sides. There are moments we're happy; there are moments we're sad. There are moments where we're kind, and then there are moments where we're cruel. We'll be nice in one moment and maybe mean in another. That's what really makes up the perfection of who we are, and the world functions in the same way.

Just having that other sense, if you will, of what is going on (I like to call it actuality) and just understanding that the two-sidedness or duality or synchronicity is going on is a very big thing to understand because many times people are looking to only be more positive, thinking they're always going to be positive and the negative is not going to come in. But it's important to understand that it is both sides so you don't actually draw the things to you that you don't want to have come to you. This really can lead to the things that you don't want to attract into your life.

Whether you're looking at your present situation or even if you look back over the last day, week, five years, ten years, just understand that duality, that synchronicity is there. It's just a matter of bringing it up into our awareness and knowing that. That really goes a long way in the healing process and preventing things from happening in the future that can really cost a person years of time where you can just figure it out in a matter of minutes.

It's really being aware and bringing things into your higher level of awareness so you know what to look for and how to prepare for it before it even comes and shows up.

Lissa: I agree with that. I would just add that, really, we're striving for balance. When we get these extreme euphorias and extreme depressions, there is stress on either side of those. In Buddhism, it's the middle path that we want to walk. We want to stay on the middle balance so that the great news doesn't get us all riled up and the bad news doesn't get us all riled up.

We can have that equanimity. We can have that perfect balance so that we know we're good and fine in who we are despite any news that comes to us. We're not going to get off on our ego: "I'm so famous and I'm so rich and I'm so everything and everybody loves me." We're not going to get so depressed: "Everybody hates me. I have nothing. I'm worthless." You just have that middle path: "I am who I am."

Chaney: Be able to train yourself beforehand to do just that, because then you won't get on this rollercoaster of emotions. Here is the key part of it. When you're poised, you're present, you're balanced, you're centered, you have a much higher probability of tapping into really the true genius, the brilliance, the magnificence of who you are and then out pops that million-dollar idea. Out pops that product, that service, whatever it is that you can go out and help other people with.

It's a matter of being centered, poised, present, and really being able to manage those emotions. Of course, I love the words "equanimity," by the way, and "balance."

Lynn: So keywords here: equanimity and balance. Mal, when you work with people as a recovery coach, I can't help but feel that if people have been stuck in a dark place for a really long time that when they start to feel happy that it's not about swinging the other way. Those are extremes.

What is the process to finding that balance, that middle way?

Mal: The balance is such an important part of that process. Where that comes from is when we start to live our truth, when we accept who we are (that we are perfect beings), and when we're living in our truth, no one can throw something at you that can hurt you because you're accepting yourself and you're no longer living in this resistance and this defensiveness that is what creates these terrible swings of negativity for you.

It's holding a new belief about yourself and staying within that frame of mind that the past doesn't matter. You're not fearful about the future. You're staying right in your present moment. You're staying in that flow of the day and not getting caught up on either side of it.

Goodness really starts to show up in your life. Now you allow it. Before, it couldn't come in, but now you have the ability to bring that goodness and that peace and that balance into your life.

Lynn: This is an absurdity. As you're saying this, my neighbors below me are having another row, which they do. They're banging and slamming and yelling and screaming. I'm thinking what a contrast to what I'm hearing on the phone. Normally, I sit here in my flat and I go, "Blankety-blank-blank-blank." I have all these words to myself saying, "Bloody-whatever, there they are again." Now as you're talking, I'm just kind of laughing about it.

Chaney: That's the balance.

Lynn: Yes, I guess it is. I hope it is.

Mal: That's life.

Lynn: It is life. If you hear a little noise, it's not me. I'm not that stressed.

Mal: Chaney mentioned being awakened. That's a very important word because when you're awakened, you're detached. You can let go of what no longer serves you and what was not contributing. It's a very important word – "awakened." And another one is "balance."

Lynn: Awakened, balance, equanimity – great key words. If people want to tweet those if they're on Twitter. Just tweet some of these key words to people and see what happens when people just see those words. Sometimes when you just post these random words on Facebook, it's amazing the discussions you will get with people just starting to speak.

Let's hold those keywords and then let's look at something a little more active. It's not just about the balance – the state – but now it's a bit about the doing, but it's still inner work. What I'm talking about is actually setting intentions, the actual conscious process of saying, "These are my intentions. These are the intentions I'm going to set." How do we do that and how do we make them really meaningful? Let's come back to Lissa for that.

Lissa: I think intention has to go along with attention. You set an intention – you can call it a goal, whatever you want to call it – but then you have to pay attention to it. You can't just ignore it like it never was said. Whatever you pay attention to becomes more important in your life.

It's a daily practice of, "If this is my intention, what am I going to do about it?" You have to take action and come up with positive steps towards it. Whatever it is in your daily practice, keep it someplace in the back of your mind while you're doing other things and synchronicity starts to come into play.

You put it out there to the universe, "This is what I want to happen," and you keep your eyes open. You investigate; you ask people; you do the work. You don't just expect it to land in your lap. Then you are, again, aware. You're aware when something comes your way, "Aha. That is going to get me there." So then you go in that direction.

Did I tell you this story about my coffee?

Lynn: Oh, yes, you did. Go ahead and tell that, Lissa. It's a good example.

Lissa: This happened to me. My last name is Coffey. I married into the name, but I love the name. It has got so many little annotations to go with it. I started a site CoffeyBuzz, and someone said to me one day, "That would be a great name for a coffee." I said, "Yeah, that really would. I would love to have my own brand of coffee, CoffeyBuzz."

I know nothing about coffee. I don't know how to put it together or anything, but I just let it percolate in my mind and see what happened. I did some investigating online to see who does this private labeling kind of thing. I talked to some friends.

I was at a board meeting for Big Brothers Big Sisters once, and it came up again. I said to this one guy, "Yeah, I really like CoffeyBuzz, and I would really love to have it be a line of coffee." He said, "I know somebody who does exactly that." I said, "Really?" He goes, "Yeah, and he is right here in town. Here's his number."

In one phone call to this guy I got it arranged and now I have my own line of CoffeyBuzz coffee. So that's kind of how it works.

Lynn: I couldn't understand how that works, Lissa, when you told me that you actually had a decaffeinated line.

Lissa: I don't need [26:57 inaudible] the natural stuff all the time. I don't need the extra.

Lynn: It's so nice to hear you "espresso" yourself. Chaney, we're hearing about intention and attention – paying attention. When Lissa was talking about that, I got the vision of how people set so-called intentions. We call them New Year's resolutions. We say them on New Year's and we never pay attention to them again. It's a really good point. It's about putting attention into them.

How do you work with people to actually bring their intentions to fruition?

Chaney: The first thing that I do take people through and have them become aware of is their values or the things that are most important to them in their lives. Many times I hear people say, "I would love to have money. I want to be a millionaire. I want to have a lot of money." But then when I ask them and then take them through a process to see what's highest on their values or what is most important to them, money will be 10 or 15 on the list.

In their perception they're saying, "I want money," but what's really showing up is everything but money because they don't have a high value on it. In fact, the way I teach is that there are values that are subconscious and then there are the conscious ones. This is a perfect example of that.

We've all done this in the course of our lives. We say we want one thing but then we don't really follow through on it because it really wasn't true to us. A person who is going to really follow through on what their intentions are will, first of all, set intentions that are going to be true to them.

That's what I get people to do is to make sure of their values and what is most important to them. Determine that and get that down first, and then set the intentions and/or affirmations according to that. Then it's true to someone. Many times people just say, "I want one thing," and it's really not true to them but it's something that they think they should have.

Lissa said this before about comparing. People are comparing themselves to someone else saying, "I want what they have," but what that other person has may not be true to them. One of the real good ways that you can also test this out is if you find yourself saying, "I love to. I'm inspired to. This is what I've always dreamed of doing," then you're on the path of following through on your intentions versus saying, "I have to. I've got to. I'm supposed to."

You mentioned about New Year's resolutions. Typically that time of the year, people are looking to lose weight and get in shape. Maybe they'll hire a personal trainer or they'll get somebody to try to motivate them. That's all the motivation, the "I have to" and "I've got to" versus the "I love to" and "I'm inspired to."

So with the intentions, just be aware (there's that word again) if it's true to you, if you love doing it, and if it inspires you. Come up with enough reasons why you want to do it, because when you have enough whys to do it, the hows will take care of themselves and you'll follow through on your actions. Even if you're not sure of what to do initially, you'll find a way to go about it.

Lynn: I love what both of you are saying. I'm thinking back to the word "balance," as well. I've been in groups where there's a whole group of businesspeople all together. They're all getting really, really fired up. They're all setting big goals and big dreams and all this stuff. They feel it in the moment. There's all this energy, and they're really high on the euphoria of this group.

Then two or three months go by and what they wanted to do hasn't happened. They become disheartened. They feel like failures and I end up with them on the sofa with them saying, "What is wrong with me?" Obviously, there's something missing here. It's got to do with that balance, that equanimity, that attention and intention, and also bringing it into their values. There are some things that make intentions work and some things don't.

Mal, I know that you talk a lot about this in your book. You talk about putting soul into your intentions. Can you really bring us into the place of what is the missing thing for some people when they set intentions and maybe they don't work? What makes them work best?

Mal: I think there's a big difference between intentions and goals. That's why I wrote about intentions, because goals, to me, are more of a wish. It's like a punch list of things you want to do. But an intention really comes from your core. It has what I describe as soul behind it. It has a lot more energy behind it and a stronger sense of commitment from the person when they say, "I intend to do this."

I think what Lissa said about you have to pay attention to your intention is very powerful because that's what creates the soul. You are paying attention to what you're committing

yourself to. You are creating a follow-through on the intention. You're starting to, as Chaney said, look at steps or "What actions do I need to take to make this intention happen?"

With all of that going on with the intention, you're sending out a much stronger commitment vibration energetically to the universe for the fulfillment of the intention. I think it holds you to a position of receiving it. The key of an intention is to be open to receiving what you intend. It all ties together with the level of commitment that's behind it, which is why people usually fulfill intentions. With a goal or a New Year's resolution, they don't have that same soul and energy behind them.

Lynn: In the last session we were talking about self-love and all of that stuff. You just said that we're not open to receiving. Really I think, based on what we've been talking about, that's the missing component for a lot of people. They say they want but they haven't built that foundation of self-love and that receptivity to good stuff. Is that what you're saying? Do you want to talk more about that?

Mal: "I deserve it." Yes, exactly. It's deserving it. "I deserve this" and be open to receiving. Lots of times people wish for things, but then they shut themselves down. "It hasn't shown up. Where is it? Why don't I have it? I'm never going to get it, because it's not here yet." Being open to receiving is a key component of all of this.

Lynn: I'm really glad that you brought this into the discussion, Mal. How many times have I heard people say to me, "You've really turned your life around. Oh, well, I'm not like you." Do you remember me 20 years ago? Excuse me? We're all like each other. That's the point. As long as we say, "I'm not like (whoever) achieved," then we're saying, "I just can't do it." So it's a really good important point that you just brought up.

I want to talk about something in Mal's book. We mentioned it yesterday and it's really such a funny term. She talks about a Positive Mental Shift, which she calls PMS. She says that PMS saved her life or changed her life, or something like that. It's really about creating new thought patterns. Mal, since it's your term, can you just explain what that is? Then let's go around then to Lissa and Chaney and find out their thoughts about the process of creating new thought patterns. Can you just explain what you mean by PMS?

Mal: PMS, the Positive Mental Shift, is using your mind deliberately to empower yourself. It is consciously paying attention to your thoughts. When something negative is brewing in your mind, you can consciously replace it with something that's positive that's going to attract what you want in your life.

Lynn: Can you give an example so people really know what you mean? An example of a thought that is happening that we can shift.

Mal: For instance, women in relationships always think that we are responsible when a relationship doesn't work out. We assume that we did something. I'm as guilty as the next girl. I would say, "What did I do wrong?" Or when we're in a conflict or an argument with somebody, "What did I do wrong?"

Instead, think about and approach a situation like this: "I've been loving, supportive, compassionate, and patient. I wonder what is happening with the other person that's causing them to react this way." It's about them. What is causing them to behave this way? How can I help them if I can? Maybe I can't. But take it off of ourselves and realize we're not responsible; the other person is.

By doing that slight shift mentally, you're in a completely different place in this situation. You're coming from a place of truth and standing in your power. You're supporting somebody else in this. You're showing compassion and you're listening and trying to be a good partner, a good friend, or good employee – whatever the situation may be. Just by doing that, you're in a completely different space with the situation. You're in a place of your personal power rather than being beaten up and rejected.

Lynn: With that explanation, I remember somebody taught me once that what people say about us is 98% about them. There's the 2% grain of truth that, if we hear enough of that 2%, maybe it's time to start paying attention. But it's mostly about them. I think that's what Mal was saying.

Let's talk about this positive mental shift. What else can you talk about how we can pay attention to our thought patterns? What kinds of things should we listen for, and how do we shift them?

Lissa: What Mal was talking about reminded me of that old saying, "What you think of me is none of my business." It's like the Don Miguel Ruiz thing – "Don't take anything personally." It's shifting, again, internally to not letting things on the outside affect you.

It's basically a mental practice. What is real? What is not real? Looking all the time at saying if there's only fear and love, really there's only love because fear is just the absence of love. So where is there love here? Where can I show compassion here? How can I get my ego out of the way so that we can get some work done here?

I think the positive mental shift has to come with practice, practice, practice and just training your brain over and over and over again to look for what is real. Anger, whatever, these are emotions. Those aren't real things. They come and go, come and go. What is the permanent thing? The permanent thing is love. The permanent thing is the oneness, the tie, what we share as human beings on this planet.

Lynn: Chaney, what would you like to say about a positive mental shift?

Chaney: One thing to be aware of that is really important (and this might sound maybe a little shocking to some people) but the human mind, the brain, is both positive and negative. Many times people are looking to get rid of the negative thoughts, and no one is going to get rid of the negative thoughts.

However, it's very wise to learn how to use them because, just like your positive thoughts, your negative thoughts are here for a reason. No one is going to get rid of them, but you learn how to use them. What they're trying to do is to get you to be true to yourself.

Now just think about it. Any time (this includes me or anyone for that matter) you've had negative thoughts come in, if you really take the time and look, you're going to see it had something to do about some type of an expectation that you may have had that may have been unrealistic and/or it could be something that maybe wasn't true to you and that you're trying to be someone you're not.

Those negative thoughts in general are really getting you to wake yourself up to realize to be true to yourself. You don't want to get rid of that. You want to know how to use that so you can – I don't want to say turn them into positive thoughts so much – but just learn how to use those negative thoughts to get you to be true to yourself. Then, of course, you have the positive ones that you can use to take it to the next level in whatever it is that you're looking to do. Just know that both are there.

It's really important that I state this. I'm not telling people to go around and be negative. I'm not telling people to go around and be positive all the time. I come from "poise, present, purpose" because that's where your power comes from and that's really when you tap into your inner genius, your inner greatness, and your magnificence. That's when you can really take it, as I like to say, to the next level.

Be aware of those thoughts. Know everything is here for a purpose and it's there to really help you be your magnificent self.

Lissa: I agree with that. I would use it almost like a steering wheel. You're too far to one side; you're too far to the other side. Get back on that middle path. I'm aware that I'm getting angry. Why am I feeling angry? How can I shift this to be more in balance and what is causing this? I think it's great what Chaney is saying, that you use it. It's a learning tool for all of us. What is it in me that is setting this off?

Mal: I think the key word is shift, which is what Lissa and Chaney are both saying. You have to shift. You recognize your negative thought and you have to shift. You use a shift to move yourself from that place.

Lynn: What I liked about what Chaney said was that we need both. It's not that they're good and bad thoughts; it's really our interpretation of them. Just to give an example of what I mean, people come to me and typically they'll say, "I'm no good at marketing." Okay, well, let's look at that.

We could say that's a negative statement, a negative belief, but where does it come from? Is it a belief that has somehow been ingrained in them that, "I'm no good at marketing but I should be, therefore I'm a failure"? Or is it, "I'm no good at marketing because I haven't had any experience at it"? Or is it, "I'm no good at marketing because I really couldn't give a damn"?

All of those three perspectives are completely different. One is a self-belief issue. One is a, "I really want to learn this; I just haven't learned it yet." And the other is, "I can't be bothered." The way I, as a consultant, would serve them would be completely different depending upon where they are in that spectrum. One requires a shift of thinking, one requires maybe some training, and the other requires an accountant. It's a completely different approach depending on where we're sitting with those emotions and those belief systems. That's just to give an example.

Lynn: And I think you've got to keep asking yourself those questions. What do I really want out of this? Sometimes it's just, do I want to be happy or do I want to be right?

Sometimes it's just a matter of going with the flow, allowing the other person to rant and rave whatever it is and just saying, "Okay, that's what they need. I'll just sit here for a while and let them get it out of their system." And sure enough, they're like, "Okay, it was just great to get that off of my chest. Thank you very much." You don't take it personally and it passes. It goes because it's temporary.

Chaney: I'd like to mention something else that was brought up earlier that is really fitting for what we're speaking about here. That is if you find yourself looking at someone else and saying (let's use a marketing example), "Wow, that person is a great marketer," the only way that you could be saying that about that other person is if you're great in some way as well.

Now it may or may not be in marketing because, again, if you're saying, "Wow, that person's a great marketer. I wish I was a great marketer like them," you are great at it in some way. The question is, is marketing high enough on your values or important enough for you to study it, learn it, etc.?

What I'm really getting at is, anything you see in someone else, you have in yourself. It's just a question of how are you expressing it because if you're saying it about someone else, you wouldn't be saying it if you didn't have it in you as well.

Just quickly using this example, if it's marketing and you may say, "That person is a great marketer. I wish I was a great marketer like that person," obviously that's going to involve putting marketing high enough on your priorities to learn about it and to really get it down. If it's that inspiring to you, then you'll do that and you'll become a really good marketer.

You don't have to compare yourself to that person, but just recognize that if you see it in them, you have it in you. It's just a matter of where you have it and if you want it in the same form as you see it in them, it's a matter of putting in some time and effort and really learning how to do that.

This is true for any area of life. It even goes the other way as well, but I want to take it from the positive end. If you see greatness in others, you have it in yourself, too.

Mal: That's right. It takes one to know one.

Chaney: Yes, absolutely.

Lynn: One thing that I always say to people is pay attention to how many times you say the word "should." If you say the word "should," then it's usually not your values – not always. But it's usually not your values speaking, like, "I should do this. I should do that."

Mal, let's talk about your book. Your book came out on February 14, 2012. People can find out all about it at www.AlphaChick.com. You've been hearing about it all through the telesummit. Mal launched the book on Valentine's Day, because it is a book about self-love. Mal, why don't you talk a little bit about the book and also about the gift that you are giving when people buy the book?

Mal: Thank you, Lynn. I'm sharing my own personal, painful journey with women so that they know that I walk the walk and talk the talk. There is something there that any woman can identify with in my own journey.

The purpose of the book is to help women open their minds and their hearts to their ability to transform their lives to the power of choice that they have. All of this power and this ability is within them. This is what we have been really concentrating on all week. This power exists. It's already there. As women, we're not taught how to access this and the purpose of the book is to teach women that they can do this.

There's a simple, five-step, doable process. The Five Steps of "F-A-I-T-H" will take them through this transformational process. I'm just a girl next door and if I can do it, they can do it. It is not difficult. It takes commitment. It's not an immediate fix, but it can be done by practice. We've used that word a lot today: practicing, committing to it, doing it.

Lynn: When people buy the book, I know you're giving a class on the "FAITH" formula. Talk a little about that, and I know you have a special gift for people who buy three or more.

Mal: The first class is from March 21, 2012. It is a class for everyone that buys the book and we will be reviewing the five-step process so that people really understand it and embrace it and they can send in questions.

The second class is in April 2012 for anyone that buys three books or more if they're sharing them with their friends or a reading group. We'll work with people one-on-one in that particular class with specific questions and scenarios so that they truly understand the process and the empowerment of the five steps and how they can, in fact, make significant changes in their lives regardless of what they're recovering from. It doesn't make any difference.

I feel that all women are recovering from something. It can be a substance, a relationship or a job loss, but it's a very strong and very simple process to use to help you through that transition.

Lynn: A lot of people have written us also about recovering from physical illnesses, as well. There have been a lot of questions about that. Recovery is recovery, regardless of what it is that we're recovering from.

I want to remind people that Mal is a certified recovery coach. These classes that she is offering are free. There's no cost for them and they're just for people who buy the book because she wants people to read the book, consume the book, understand the book, and use the book. I think that's a very generous offer. I really would like to see Mal's book go to number one.

Let's go around to Lissa and Chaney. I would like everybody to know if you have anything you want to say about Mal's book or her work. Lissa, let's start with you.

Lissa: I love what Mal is doing because it makes sense. I think it's a practical application for this. I like the five steps and I like that it really speaks to what a lot of us are going through in our lives.

Lynn: Thanks for that. Chaney, how about you?

Chaney: I've known Mal, I believe, for about three and a half years now. I remember you saying way back when that you were going to do a book, and I had a feeling that you were going to be

doing something along this line and really making a big contribution. What you're doing is helping a lot of people.

Women, men, whoever – we're all people. I know your focus is more towards women, but do you know what? You helping women is also helping men because these women have husbands and children. It's really serving a worldwide purpose, and I appreciate you doing it. I'm grateful for that because it touches everybody's lives in some way. When you really take a look and see how it's all connected, it really does. So I want to acknowledge that and thank you for that.

Mal: Thank you so much.

Lynn: That's so nice to hear. Let's get back to the discussion. The second half is the practical side. We've been talking about setting intentions. We mentioned the difference between setting intentions and setting goals. Goals are things we want to achieve and targets we want to reach.

When we're looking at setting goals and we're looking at action steps, something I know is that people can get very overwhelmed in the beginning. They look at big things and not look at breaking them down. So let's talk about the process of setting action steps so that we can actually move forward.

Lissa, why don't we go to you? Is there anything you want to say about creating action steps to move forward?

Lissa: It always begins with yourself. It begins and ends with yourself, so it's like we come full circle. You have to ask yourself what you want and really look at this. Not just what do you want. What do you *really* want? You start by saying, "What do I want?" Well, I want a new job. Well, why? What new job? What kind of new job?

Keep going on with the questions and questions, and eventually it comes down to, "I want more money" or "I want more of this. I want more of that." Sometime it will get down to, "I want more fulfillment." Well, is that the way you get it, from a different job? Where else can you get fulfillment in your life or what is the missing piece?

We all have the answers within each one of us. It just takes our own time to sit with it and meditate daily. I think that is so key in any of these practices. Just take that time to go within and be quiet and listen to ourselves instead of having all this "blah, blah" conversation all the time. Just being at peace and allowing the answers to come to us, giving ourselves that space for clarity, so that clarity comes to us.

When we're really clear on what we want, then we can take great action steps. Then we know we're going in the right direction. Then we know that every step we take is a step forward, not

a step sideways or a step backwards or exploring what all the other options are. It's much more directed.

Lynn: That's a great point, Lissa. So many people say, "I want to do something," and they never ask the question, what is it you want to achieve by doing it? Why do I want it? The first thing I ask when people say, "I want to do a book launch" is "What are your goals for doing it? Because maybe it's not right for you."

Chaney, it's a great point. Lissa is saying taking action first starts by saying, "Why do I want this? What do I want? What do I want to achieve?" Did you want to elaborate on that or shall we look at now the actual process of setting those steps – maybe get into the action part of it?

Chaney: One thing I did want to mention because Lissa said it and we talked about it earlier is about having a big enough why. "Why do you want to do this?" Many times people are looking for the how and they get so hung up on the how. That why is what drives everything. That and also knowing your values – knowing what is most important to you. What do you love to do? What are you inspired to do? What have you always dreamed of doing? Keep that languaging in mind as well.

There's another thing I did want to mention. It's interesting because I was just reading about this yesterday and I've read about it many times. It's Napoleon Hill's book "The Law of Success" which came out before "Think and Grow Rich." In fact, "Think and Grow Rich" came about from "The Law of Success." I encourage everybody to pick up that book. He has a chapter on enthusiasm. He says that enthusiasm is a state of mind that inspires and arouses one to put action into the task at hand.

This all ties into what we've been saying: having a big enough why and knowing what is most important to you. Think about it. People who are doing what they love, loving what they do, and who are inspired by it are going to be enthused about it. They're not going to wake up and go, "Oh, God. It's just another day." They're not going to come from that place. They're going to have higher energy. They're going to be enthused. That enthusiasm is what really puts the body into action, so to speak.

In addition to what I'm saying here, Napoleon Hill says that enthusiasm is to a human being like steam is to a locomotive. Keep in mind, he wrote the book back in the 1920s so it was locomotive; it wasn't cars like it is now. You could say the same thing about now. Having that enthusiasm is what really gets people moving.

Now in terms of the specific action steps that someone is going to take, of course, that's going to vary depending on the person, depending on the industry, and depending on what it is that

they're doing. The thing is to just be aware that whatever that is, that it's really something that you value and it's most important to you.

Even if you don't know, you'll get on the Internet, you'll watch video, you'll contact people, you'll make all the connections and the relationships and the associations to get people who can guide you there – getting mentors and getting coaches. Let's face it. Even Bill Gates and Donald Trump, at some point in time, really didn't know what they were going to do. They just knew that they were going to do it. They had enough of a drive and they were inspired enough to seek out the people who could help them along the way.

Sometimes it's going to come your way and you may think it was really unexpected. I tell people there's no such thing as luck. Luck is preparation meeting opportunity. When you're doing what you love and you're really driven and you have a big purpose and a big mission and you're inspired, you'll seek out the people. Those people will lead you to other people and those people will show you the action steps. That's what I mean when I say having a big enough why, the hows will take care of themselves.

I can go for a while on this, but I want to give Lissa and everybody else a chance to say what they think. But in general, that's really the place to start to get yourself going.

Lynn: Mal, both Lissa and Chaney are saying that the why is the thing that drives you. In our darkest moments when things get tough, it's the big why that keeps us in action. Do you want to talk more about that or maybe even give an anecdote or something about how holding onto that why kept you going maybe when things were a bit tough?

Mal: The why is a very key component of it. I love the part about enthusiasm. I think that's brilliant, because if you're not enthusiastic and you're not passionate, you're not going to do it. I did want to add one thing. In the book under the third step, there's a worksheet that will help people to identify action steps. I call it an Attraction Quadrant. It breaks their life out into four components: mental, emotional, financial, and physical.

What you're about to do – and this, I think, follows the why – is you identify what's not working in your life at this given moment in each of these quadrants. You make a list of things that you're currently doing that aren't getting you to where you want to be or are holding you back.

Then when you can identify this specific action that's not working, what is the opposite of that? A prime example would be, "I'm eating too much food." What is the opposite of that? A balanced, nutritional diet. Now you've identified your action step. Now you're setting that intention. The enthusiasm and the why starts to kick in because you're identifying where you want to go. Now you have this list of action steps in each quadrant to inspire you toward your intention or what you want to change in your life.

Looking at what is not working, identifying what you need to do and what will work helps create the passion. “Okay, this is what I need to do. I can do that.” It’s simple steps, not overwhelming, two or three. That’s what creates the enthusiasm and the motivation.

Lynn: I think it’s really important what you said about not overwhelming because that’s when people give up. They see the big pie but it becomes an exercise in finding faults with themselves and they just want to fix everything right away. Then it becomes a really overwhelming challenge.

Mal: That’s why I love the quadrant sheet, because it makes it very, very simple. You have four categories. You can make some simple steps and some changes in each category. You can progress forward without overwhelming yourself with so many tasks and changes that you’re frozen. Then you’re stuck. You can’t move forward.

Lynn: Some really practical tools from the book Mal is talking about. I want to go back to what Chaney was talking about before when he was mentioning how Bill Gates and all these people always have people around them. I remember this story about Henry Ford actually going to court. Somebody put it in the newspaper saying that he was an ignoramus, he had no education. I think it was the Chicago Tribune. He took them to court for slander.

He’s saying, “No, I don’t know the dates to this war and that war and all this history, but what I do have is a panel of 20 extremely intelligent people. I have a row of buttons on my desk that I can press and call up any expert that I need at any given time.”

That brings us to the idea of a support system. How do we assemble our support system as we’re progressing in life? First of all, what is the need for one? People think that they need to fix it all themselves and that being independent and self-sufficient means doing it all on their own. We know that’s not true.

Lissa, let’s start with you. Building a support system. Even if you want to get anecdotal here about yourself, let’s get some examples because people love examples and stories.

Lissa: One of my fundamental truths is the law of relationship. The law of relationship says that we’re all connected and we’re here to help each other learn and grow. Help each other. When we help each other, we’re helping ourselves.

Here we are trying to be all self-sufficient and everything, but don’t we appreciate it when someone asks us for help? Isn’t it like a compliment that we’re happy to help and we’re doing some good in the world? Why not allow others to do that for us, as well? We’re giving them a gift by allowing them to help us.

It's the most wonderful thing to help other people and to be helped. It's reciprocation. It's that give and take. You can't just give and give and give and give and never take. There's an imbalance there. Again, it's about balance and that middle path. You allow others to help you, and in return you help others. And it doesn't necessarily have to be the same person, because we're all connected. It all works. It all flows anyway.

Bill Gates is a perfect example. You don't need to know everything. You don't need to. All that knowledge is out in the universe. When a person says, "I'm not an expert in marketing," you say, "You don't have to be because I am." Here she is. Lynn is here to help you. She's an expert in marketing. You be an expert in something else and help one another.

Lynn: What I hate is bookkeeping. My accountant called me today and said, "Here, I've got this new system for you," and I looked at it and I went, "Ugh! I don't want to do this." I said, "I need you." She said, "Oh, it's so nice to be needed." That's exactly what she said to me and she loved it.

Lissa: That's exactly it. Our gifts are here to be given. We're here to share with each other. When we share, it's not like we're giving something away and we never have it again. We're having more of it because we're sharing it. I think it's very important, not just in terms of success and where we want to go with our careers and how we get our goals and all that kind of stuff, but just as human beings to be able to share.

It's remarkable because in this economy the way it is there has been a lot more trade going around. Instead of people saying, "I'll pay you for this" or "I'll pay you for this," it's like, "I'll do this for you; you do that for me." We're going back to the bartering system again because that's what works for us. It's what makes sense in this economy.

Lynn: I think we know as human beings we are communal and we do need each other. Great points you brought up, Lissa.

Chaney, Lissa's been bringing up this whole idea of law of relationships and all. When people have been taught and when we've been raised in society where we're being told we need to be really self-reliant and self-sufficient and this and this and this or real high achievers, how do we get over the fear of asking for help? That's a big one for people. How can we get over that fear of asking for help and why is it important?

Chaney: The first thing I want to say before I answer that is for everyone to listen to what Lissa was just saying about the giving and taking because that is incredibly and exceptionally important. I call it fair exchange and that reciprocity involved, because that's where the power of really taking whatever you're doing to that next level comes into play. It's helping others to help you and vice versa. I just wanted to get that in.

In terms of your question, what specifically are you really asking? I just want to make sure I understand the question.

Lynn: Well, we were talking about finding support systems and I think a lot of people shy away especially in a work situation. They think, "If I ask for help I'm going to look vulnerable or I'm going to look weak or somebody will make fun of me." How do we get over that to actually realize that the best thing we could do is ask for help?

Chaney: One of the ways that may sound very basic is just think of all the great leaders and people throughout the course of history. They've done it. Einstein has done it. Bill Gates has done it. Donald Trump has done it. They've all done it, because people would not be where they are without it. It is absolutely not possible to just come from a place of saying, "I'm just going to do it by myself. I'm not going to ask for help. There's no way." That's one thing that you can do.

A lot of people, yes, they are afraid to ask for help because they're thinking that they're vulnerable. The thing is, look to see that other people have done it and also look to see how asking for help from other people will help you. I know that sounds like a very basic and simple question, but really just ask that question because many times that fear of asking someone else is really a fear of "What are other people going to think of me?"

So you could say, "Alright, if I was to ask that person for help and they thought that I was weak and I was vulnerable and that I was a wimp – I'm just using that word – how would their perception of me being a wimp and being weak, how would that benefit me?" I know it sounds a little counterintuitive, but it really gets you over that hump of thinking, "What are they going to think of me?"

Most people are not even thinking about you in that way because they're really thinking about their own lives and what is going on with them. Chances are they're not thinking about you in that way but even if they were, fine. How would that help you and benefit you? That's what you can do regarding that.

The other thing I want to mention because you brought up about support systems is the ideal and best support system that you can ever have is having people in that support system who are going to equally support you and challenge you in healthy ways. Someone who is going to always support, support, support, support you is going to actually weaken you in the process just like someone who is going to always challenge you is going to weaken you as well.

You want a healthy balance (there's that word again) of both because there are going to be moments where you're going to need that challenge to stretch yourself, and then there are going to be other moments where you're going to need them to really lift you up and support

you in that type of way. They're both important and you want to take that into consideration. I know a lot of people just look for the support and they shy away from the challenge. You want to have both but in healthy balances.

That's really true of anything, which also includes asking for help. When you ask people for help, it's wise to mention that upfront as well. "I want you to really push me as well and not be really soft and make it easy for me." The bottom line is we grow at the border of support and challenge.

Lissa: I agree with that. You don't want a yes man. A yes man is not going to do you any good. You want somebody who is going to be honest with you and somebody who is going to really tell you the real deal. The other thing I want to say is that it's not just asking for help; it's accepting help. Because sometimes people volunteer their help and we're like, "Oh, no, no, no. I don't want to put you out. I can do it." Accept the help. If they're offering, let them. It's great. It's helping them; it's helping you. Say yes.

Lynn: Say yes to help. Just to give a short example and then I want to ask Mal about the whole idea of helping others because that's the last piece of this puzzle. I have somebody on my staff; Her name is Nancy. She has recently come to work for me, but she is actually a friend of mine. This is where it's just what you're saying. It's not a yes person who is supporting in this kind of way. She works for me and then she says, "You know what? This isn't working." She'll say, "The way you're doing this or the way we're doing that isn't working. We need to change this, this, and this." Then she gives it to me with ideas for how to make it better.

That's support, because you're getting feedback and somebody who is dedicated to making it work or making whatever it is. Whether it's your business, whether it's your life, or whether it's your relationships, it's somebody in your life who wants to see the best for you.

Those people aren't yes people and they're not critical. They're saying, "This would work best for you." Not that everybody knows what works best for us, and this is a simple example because it's just something really practical. But that's what I mean by support. People who really want to see you thrive. That's a wonderful support system.

Mal, I want to bring you into this. I know that the icing on the cake for this whole method that you've designed in Alpha Chick is about finally getting to the point where we shift out of ourselves to helping others. You've done that. You've exemplified that so beautifully with setting up your school in Africa and also your educational fund. Talk to that because that's something that I think people miss. They miss how powerful a part of the equation that is.

Mal: Just a couple of quick comments on the discussion we've been having. I think when you reach out to another and ask for help, you're paying them a compliment because you feel that

they have a knowledge that you'd like to acquire. Women should never be fearful to ask for help. You're really paying that other person a compliment that they have an expertise that you would like to learn.

It's the same way when somebody offers you help, that you understand that they think enough of you that they're reaching to you and willing to support you in your vision and your mission. Again, it's a great compliment.

Alpha Chicks are awakened women. They are working from an awakened consciousness. That's cooperation; it's not competition. That's what that's all about, the support and that reciprocity of giving and taking.

But the wonderful, wonderful part of the giving is the empowerment that you get from it. When you've worked hard on healing issues and strengthening yourself and overcoming things in your life and now you're able to turn and give to others, it reinforces your knowledge and your strength in what you've worked on.

Again, it's all about the law of reciprocity. What you give out to the world is what is going to come back to you. What you give out to other people, that's what they're going to give back to you. That's the fifth step in this process. Once you're healed, you must turn and go and help others. That's how you hold onto all of this and stay in that energetic field of strength and knowledge and insight and consciousness – by helping others to establish those same conditions in their lives.

Lynn: What has been the change in you, Mal, as you've started the school or the educational fund? What has happened inside of you as you've moved outward to help others?

Mal: It has absolutely increased my self-esteem and my self-love because I've had the ability to do this. For me, it is my greatest accomplishment and I've done a lot of things in my life in business and writing the book, all kinds of different things. I've had a lot of accomplishment in the last 25 years, but my greatest accomplishments to me are the school and now being able, through Holly's Gift, to teach women.

Our goal is to reach out to three women this year and teach them a skill so that they can become employed and so they can become financially independent in their own lives. That will open up the opportunity for choice and could free them from a situation they no longer want to live in. It will make them better women.

As Chaney said earlier, by making women better women we're creating better mothers, better partners, and better employees or employers because these women feel better about

themselves. They are more conscious individuals. It's something that, again, impacts everybody around them.

Lynn: I just want to remind everybody that a portion of the proceeds from the sales of the book will be going to that educational fund. Every one of you who buys the book is paying it forward. Every single one of you who buys the book is helping to educate some woman who you will probably never meet. I think that's a pretty cool thing, so just keep that in mind. I think that's fantastic.

The first question that I have is from Carol. She's in her 50s right now, as many of us are, and she says that she feels like her health stops her from everything from dating to creating a successful business. She says, "How do I get past that?" Who would like to jump on that one?

Lissa: I can say that your health is just one aspect of your life. You need to take care of yourself. You can't let anything stop you from what you want. If your health is bad, why is it bad? What are you getting out of your health being bad? Are you identifying with that poor health? There has got to be some kind of a benefit or a win for you for having poor health that you keep moving in that direction.

You need to employee Mal's PMS and instead of thinking, "I am not well. I am not healthy" think "I am healthy. I am whole. I am perfect. I can do this. I am not letting anything stop me." Work in the positives. Want health. Want it and you'll get it because you'll be taking the steps towards good health. You'll be eating right and exercising and seeing the right professionals and whatever you need in terms of medication or whatever will come your way. Don't let that rule your life. Don't let that define you.

Mal: That's a perfect description.

Lynn: I want to say something, Lissa, if I can because I've been having some health issues this year and I've been having a stellar year in terms of outside achievements. The one thing I can say is that you can create from wherever you are. If you're having some health issues, rearrange your day. Rearrange the amount of time you spend each day. Make the most of the time that you have your energy.

For me, if I weren't working for myself, I know my health issues would really get in the way of a 9 to 5 job working for somebody else. There is a way to succeed and thrive and have a wonderful life even when you're having serious health issues. I've seen it not just with myself but other people.

I don't want to make light of it and say that we can just say, "Oh, I'm healthy." I know that sometimes we have a lot of work to do with regards to getting ourselves back to health, but we

can have thriving outside lives even when we're going through this." Mal, you know that. I've been telling you about this for a year.

Mal: The key which Lissa and you are saying as well, Lynn, is do not let your illness define who you are. When I was writing the book, all of a sudden I got very sick and I had major surgery too, but I never stopped. I did not let that define what was going to happen and control what I wanted to do. That's the key. Don't be so attached to your illness. That may sound easier. You're ill. As you said, Lynn, you recognize that but don't let it run your life.

Lynn: I didn't realize that you had gone through that while you were still writing the book. It brings us back to what you guys were all saying before. The why is the thing that drives you. When you have that why, that reason to do what you're doing, it drives you even when you're not feeling so terribly well. It helps you get up in the morning.

We have one more question. This is Amanda in Alabama. She's saying that she is 63 and she is retired from federal service. Now she is entering a new time of life where she is reconnecting with what she calls the mother and grandmother part of herself. I can relate to that.

I'm not quite sure what this means, but maybe we can try to interpret it. She says, "Do you have advice for life balance and adding value to the legacy?" So we're talking about stepping into legacy. How do we embrace legacy when we're maybe a little bit later in life and really bring legacy into what we do?

Lissa: I love that. I think that's wonderful that she is thinking that way, because that's how we all need to think in our third stage of life. Think about what lessons you've learned that you want to pass on to your children and grandchildren. Write them down or do a video or make them a quilt or something.

The lessons that you've learned are your biggest legacy. Of course, everyone has their own different process and they have to go through it. But at some point when they're ready to hear that lesson and learn that lesson, it will mean so much to them.

Mal: Lynn, I think as authors (I can speak for myself, but I think for Lissa and Chaney and yourself) part of why we write books is to teach what we have learned. I think it's part of our legacy. I know that's what inspired me to write my book. I wanted to share what I had learned through my own pain and suffering and how I transformed my life. I wanted to teach that lesson. I think Chaney and yourself, Lynn, and Lissa through their works, too, they want to share that. That's part of our legacies.

Chaney: I'd like to chime in a little on legacy. Everybody has something that they want to be remembered for, and that could be something in your family or in your community. It could be

in your social network. Of course it's going to be different for each person, so I would recommend anyone listening to take the time and look to see what that is.

I believe Lissa said it about looking back in your life and really what you've done and what you're good at. I would recommend certainly doing that because you just may uncover something that you didn't know was there that you could say, "Wow. This is something that's really important to me and I want to leave that as my legacy when I pass on." Everyone has a desire to be remembered for something. It's just a question of what is that for you.

I like to tell people that you're worth taking the time to invest in yourself to really find out things like this. It's not being selfish or self-centered because the key thing is when you take the time for yourself and how you can translate that into helping other people, that goes a long way. That's really also another part of the legacy. What can you leave for people?

In fact, just let me say one more thing. You can create your own legacy right now. You don't have to pass on. So think in terms of that and what you want to be remembered for and how it can serve and help other people realize their legacy and what they want to be remembered for as well. You always want to pass that torch.

Lynn: Really, it's about living the legacy. Why do we want it just to be after we're dead? I used to be a musician. They always used to say that musicians only get famous after they die. That sucks. Let's create the legacy now. Let's be the legacy now, for heaven's sake.

I'm going to go around to everybody and ask everybody to close this wonderful telesummit with a one-line pearl of wisdom or something you'd like the audience to take away from this conversation. Let's start with Lissa.

Lissa: I would just reiterate the law of relationship. We're all connected and we're here to help each other learn and grow.

Lynn: Brilliant. Law of relationship. Chaney?

Chaney: Whatever is going on in your life now, whatever has gone on in your past, always look to see how those challenging moments served you and how they benefited you on your life and on your mission. Why wait five or ten years from now to realize something that you could realize now and that is how is what you're doing now, today, serving you in your life and on your mission and how can it help others as well?

Lynn: Brilliant. Wonderful. And Mal, of course.

Mal: I would like all our listeners to realize after these three days (they may already know it) that faith is the opposite of fear and faith is what sheds the light on their path of personal empowerment and we all have access to it.

Lynn: Oh, shivers up my neck there, Mal, when you said that. All the hairs on the back of my neck went up. Wonderful.

I want to thank all of our guests this week, and especially Lissa Coffey and Chaney Weiner today. And, of course, Mal Duane who has sponsored this wonderful Alpha Chick telesummit. I hope you all have enjoyed this and do check out the book.

This is Lynn Serafinn from www.SpiritAuthors.com and www.The7GracesOfMarketing.com.
Take care.