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Workshops: Workshops allow owners, managers and employees to stop sabotaging themselves and perform at their maximum potential. They learn how to react differently to stressful situations by simply changing their behavior. They will discover how to enhance team building through better relationships within the company, with their customers and at home.

Courses & Products: Dr. Agrios has developed many courses and products so you can fully benefit from the teachings of *Life's One Law*.

Testimonials for *Life's One Law*

"Dr Agrios' work is both fascinating and brilliant. I discovered my sabotaging trait and the results were very accurate. When I began applying the antidote to my sabotaging trait, it was effective immediately. Understanding and utilizing the sabotaging trait and antidote on a daily basis allows your business and life to be simpler and more abundant."
— **Jack Canfield**, Co-Author of *The Success Principles* and the #1 New York Times Bestselling *Chicken Soup of the Soul®* Series

"Dr. Agrios attended one of my seminars and I was intrigued when I learned how he specializes in helping entrepreneurs identify the specific ways they sabotage themselves. I was so impressed I hired him to coach me personally and I was amazed with the results that followed. He's brilliant!"
— **Steve Harrison**, PR Consultant Who Helped Launch *Rich Dad Poor Dad* and *Chicken Soup of the Soul®* Series

"With the help of Dr. Agrios and his framework, I was able to understand my sabotaging trait that was preventing me from achieving my desired results, no matter how much energy I put into it... I was able to clear my mental blocks, increase my energy levels and achieve an immediate 25% growth in my business in a span of three months."
— **Radhakrishnan KG**, Founder, *WebNamaste Consulting Pvt Ltd*

"I increased my income by 76.32% within the first month using Dr. Agrios' Six Step Blueprint to solve any problem. With it, I was able to understand where I was sabotaging myself and how to switch it off instantly. It is truly amazing!"
— **Thomas Madden**, Esq., Divorce Attorney

"Once I learned my Sabotaging Trait and was able to switch it off very quickly with the Antidote, I went from a closing rate of 30% to 100% in less than a week. This allowed me to reach a 64.32% increase in my income in a month. Then in the second month, I did my best month doubling my practice from the previous few months."

—**Richard Herbold, D.C., D.A.C.B.N., C.N.N.**, Functional Medicine Practitioner

"Being a single mother with two small children has different challenges than my business. I was amazed how the Antidote, which helped my business, also caused my personal life to be calmer and much more manageable. Things have never been better ... I use the Antidote because it always works!"

—**Rachel Cluna, CEO/Owner RAC Consulting**

"The Antidote gave me ways to make some crucial decisions in my life and in my practice which worked every time ... Then I discovered my solution ... instead of brushing it off as 'too simple,' I put it into action and there I saw the genius of Dr Agrios' work. Simple is powerful!"

—**Aristotelis E. Vlahos, M.D.**, Board Certified Cardiologist

"Once I started to use my Antidote, it quickly started to work. I couldn't believe not only how simple it was to use but the powerful results I was achieving. Yes! It can be that simple!"

—**Kosta Linardakis, DC, Chiropractor**

"Dr. Agrios' program enabled me to identify what was holding me back in life, so that I could direct my time and talent accordingly. The Antidote was the main reason I found that part of me. I highly recommend this program."

—**Harry Chambarry, Actor**

"Dr. Agrios taught me how to identify what my triggers are so I can be aware of them and taught me what my Antidote is, so I can deal with the stresses in my life in a much-more productive way ... two years later, my life is much more put together because I use my Antidote on a regular basis. I no longer feel out of control ..."

—**C.J. Arditi, Legal Shield National, Field Trainer**

LIFE'S ONE LAW

Nature's 6-Step Blueprint for Repeatable Success

Dr. Philip Agrios



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The names of the individuals in this book have been changed.

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FOREWORD

Life's One Law is filled with Dr. Philip Agrios' own innovative principles, techniques, and strategies for transformational growth in business and relationships. This groundbreaking material is to be reflected on by readers and is destined to inspire much fruit for all who choose to embrace the exercises and insights Dr. Agrios has to offer.

Sharing the gift of *Life's One Law* is Dr. Agrios' gift to the world. It is his purpose. For over a decade, Dr. Agrios has refined his original idea with much depth to facilitate genuine transformation in his readers.

The actual "Law" is a discovery by Dr. Agrios that allows individuals to take back control of their lives, particularly in response to stress. In this book, he skillfully walks the reader through identifying what he defines as their personal self-sabotaging trait, and with that information, the reader learns why things do not seem to be working out well in their life.

With precision, Dr. Agrios then walks the reader through identifying their stress antidote which is the exact opposite of the self-sabotaging trait.

The role of nature and its seasons plays a key part in this process and is skillfully and creatively woven into Dr. Agrios' blueprint for success. Dr. Agrios defines six seasons and out of these seasons, three basic governing principles are created which encompass *Life's One Law*.

Dr. Agrios uses the six seasons to guide the reader with specific goals to be completed for both business and personal growth. He teaches us how to use each season in an inspiring way. For a business, Summer is production season. Harvest follows, a time to gather as well as replenish. You will also learn about "Relinquish", or the season of "burning desire," as you

release the power within while forgiving yourself and extending gratitude.

Dr. Agrios helps readers alter their thinking and they become unknowingly compelled to express gratitude for the actual desire to change. This cognitive shift in fact changes energy, which transforms what and how we attract.

Dr. Agrios also identifies a personality stress sequence for a business as he illustrates how his personal sabotaging trait and his business' sabotaging trait were in conflict, actually feeding off each other. He illustrates resolution in an encouraging way.

Identifying sabotaging traits and finding the antidote is a hidden secret of *Life's One Law*. I can attest from direct experience, when I became aware of my sabotaging trait, I experienced relief- and lasting change, both personally and professionally. I became aware of my subconscious tendency to put everyone else before me. I realized the difference between caring deeply for others and sabotaging myself. I recognized that decisions I had made in the past were heavily influenced by my trigger trait, and with the help of Dr. Agrios blueprint I found awareness- and relief- almost instantaneously. Now, years later, I am able to maintain healthy boundaries and am so much more empowered and effective in life, freed up from my past tendency to self-sabotage.

Dr. Agrios has special wisdom and insights for overcoming trials and tribulations. He sees those obstacles as gifts, embracing the challenges offered as foundational for serious growth, mastery and healing.

On a deeper level, this book is a hero's journey. In the face of unspeakable pain and loss, Dr. Agrios reached deep within, made a conscious decision to never quit, and developed the timeless principle of *Life's One Law*. He used and continues to use these principles to transform his own life. His purpose now

is to now share these principles with all destined to receive his gift.

Dr. Mary Zennett

Author, *Health For US All: The Transformation of US Health Care*

Founder, Global Health, LLC

INTRODUCTION

I want to first thank you for reading my book. It is born from my experiences; I did not write this book from textbook learning only; I lived it. I have experienced many stressful events ... simultaneously. They did not all happen at once, but they existed in different degrees within the same time frame.

I felt that no matter what I did, who I talked to, or how much I prayed, nothing seemed to help me get through those difficult times. I had many conversations with my Higher Power, including screaming in prayer and asking, “What is happening? How can I get through this?” I even fell into a depression without even knowing it until a psychologist mentioned it to me.

I felt lost and helpless. I was surviving on a daily basis. That is, until the day I realized I had to change something major in my life. I still do not know for certain how it happened. Perhaps the shock and reality of my dad dying of brain cancer forced me to realize that my own survival depended upon changing my problems into learning experiences. I learned through his suffering that if my dad, a young 71-year-old who walked four miles a day and was very giving to others, could suddenly experience such a severe, life-threatening circumstance, then life, no matter how good or bad it was, could always be worse. To me, this was a frightening reflection, one of the most jolting thoughts I had ever experienced.

I thought long and hard, while sitting at his bedside, about what was going to happen to me as I faced worry, anxiety and self-pity. I could no longer practice chiropractic medicine because of a physical disability. Three physicians told me I would never practice again.

I remember the day I came to this realization. It was cold and brisk, and the wind hit my back as I locked the door of my clinic for the very last time. I stepped back and looked up at the bold white letters displaying the words, “Agrios Chiropractic and Rehabilitation Center.” As I stared numbly at these words, I thought back to the day that I turned that same lock to the open position.

My clinic started with one suite and quickly grew to encompass the entire left side of the building, becoming a 2700-square-foot clinic that housed medical doctors, physical therapists, nutritionists and other health professionals; it was a thriving practice that helped many patients.

As I shook my head in disbelief, a bittersweet smile on my face, I contemplated the ambitious dreams and grand aspirations I envisioned when I first opened the doors as a practicing chiropractic physician. But there I was, closing the doors on my practice for good, due to a disability that I had developed. “How did this happen? This practice was my baby,” I said under my breath.

It felt like one of my kids died, and I would never have the opportunity to treat patients again. I had never experienced this type of hopelessness before.

I turned around and walked through the parking lot to my car. It felt like I had lost the biggest game of my life. Fifteen years of practicing plus years of study down the tubes and I had no idea what my next move would be. Never in my wildest dreams would I have suspected that the Universe had a different path planned for me.

The years prior to this had taken a toll on me. A volatile marriage. The brain tumor that claimed my father. I was my

ailing mother's primary caregiver for seven years and watched her suffer and eventually die from COPD. Finally, a three-year legal battle that dismantled my multi-discipline practice, plus financial difficulty and other challenges caused so much stress that I finally broke -- mentally, physically and spiritually.

At that breaking point, I was diagnosed with thoracic outlet syndrome on both sides of my body which caused weakness and numbness down both my extremities as well as carpal tunnel syndrome in both hands, leaving me with severe pain and limited use of my hands. Since conventional therapy had failed, I was told my only option was surgery, which did not have a high success rate.

Inflammation ran rampant causing fatigue and pains throughout my body. When I got out of bed, my feet hurt so much I thought I was walking on broken glass. On top of that, I was told I was clinically depressed. It all left me wondering what kind of game the Universe was playing on me. I was only in my late 30's.

As the months went by, I realized that there had to be some type of gift that I was given from all this; to have so much chaos and to lose so much, there must be a purpose. I knew this had to be so, because of reading and watching the biographies of other successful people. Many of them took devastating situations and used them to not only better themselves but others.

I also took note of biographies of infamous people who had similar choices to make, but took a different path -- the path of destruction. Is that where I wanted to go? Absolutely not!

I was at that same pivotal point in the crossroad, and I began searching for answers by meditating, listening to motivational

speakers, and praying. However, it helped for only a little while. This intense and addicting roller coaster of emotions would again consume me, causing me to flip flop between inspiration and desperation.

To keep my sanity, I started to write about suffering. I immersed myself into elaborating on my previous discovery regarding human behavior. It was only by doing this I finally realized the gift within losing my practice; it was for me to have time to dive deeper into my work.

In that work, I discovered a law which not only the entire universe follows, but human behavior as well. All my years of personal suffering allowed me to develop and clearly understand its simple but powerful potential to help millions of people.

The more I dove into this concept, the more I began to realize why and how my past decisions led me to my then present-day circumstances. Without them, I would have never discovered nor had the time to fully develop my hypothesis.

By applying this discovery to my own situation, along with chiropractic care, specialized nutritional therapy and a specific exercise program, I was able to start practicing again. However, this time, I was not the same doctor, nor the same person.

Things started to improve and I felt I was moving down the right path. Finally, my dreams seemed that they may come to fruition.

Then, as quickly as positive change started to come, it left. I found myself dealing with more challenges, wondering if I would ever really understand how life really worked. I was now faced with the passing of my mom, personal difficulties with my

children, a divorce, and problems with my place of employment creating more financial strain. I remember sitting on my couch feeling that hopelessness I experienced the day I turned the lock on my clinic's door for the last time.

However, something was different. This time, I knew there was a light at the end of the tunnel. It was screaming so loud I couldn't understand what it was saying. Finally, it became clear: my work was not complete!

There was more to be discovered. Throwing myself into my discovery, trying to find out what I was missing, more information came to me and allowed me to see more clearly and learn exactly what I had to do.

During that time, I met my fiancée, left my employment situation and opened up my own practice again. This time though, instead of primarily practicing chiropractic and only periodically teaching my discovery to patients, I incorporated it into my practice. Gradually, I began to specialize in treating chronically ill patients while decreasing the treatment of acute based conditions.

I soon fully immersed myself in this field and gave my discovery a name, *Life's One Law*. I knew at that time that my ultimate purpose was to start guiding chronically ill patients to find the same clarity and gift within their own illnesses and life's challenges as I did.

As I began treating patient after patient with very high success rates, over time, it became clear how my path that began on that brisk cold February day, led me to my true destiny which had finally been revealed to me.

I now knew wholeheartedly that I was meant to bring *Life's One Law* to the masses.

Then as my patients who were business owners, executives and sales professionals were receiving improvement in their personal life, they were also making breakthroughs in their businesses. It was then I decided to leave the healthcare field and be a Personal & Business Advisor.

We live in a dichotomous world – up/down, left/right, in/out, yin/ yang. You have the choice of looking at the side that you determine is good or bad, a benefit or a detriment.

You have the full choice to determine if your right is better than your left or is going up better than going down. If you really think about it, each side has no meaning until you place a meaning on it at that moment in time.

Everything is neutral until you stamp the label of “Good” or “Bad” on it, as it is all based on your knowledge and understanding of your past experiences at that moment. This is why something that you thought that was awful can be thought of being awesome because your knowledge and understanding changed regarding it.

If you don't evolve, you dissolve. Each side is as important as the other, depending on what is needed for your experience. Each happens at the exact same time, but in different aspects of your life. Whatever you focus on and whatever meaning you give it, is now forever expressed as your daily reality.

Just as my reality back then was a dissolution of old perceptions and meanings which I interpreted as horrific; at the same time, I was conversely evolving or developing new

perceptions that illuminated the path that the Universe had laid before me.

I thought I had to choose whether or not I was evolving or dissolving instead of what I truly needed to do. It was trusting the Universe and allowing my new destiny to unfold so that I could guide others through their own evolution and dissolution in a clearer and simpler way. If not for all that had happened, all of what I am doing now would have not manifested.

I realized during those times how much worse things were about to become if I did not change my own thought process. I knew I could not go through these many circumstances and for a lengthy period of time without some good or bad coming out of it. I knew deep down that it was my choice to determine if these situations were “good” or “bad.” I knew with absolute certainty that I had to decide how I would view those choices. The choices belonged to me and no one else.

I knew that from these extreme, life-altering occurrences, I could help others who were faced with similar situations.

As a chiropractor, I had technical knowledge of the body from many years of formal study, particularly how the mind affects the body. Then, with my training in functional medicine and working with chronically ill patients, knowing that although I was once disabled, I was once again living a normal life without pain, I fine-tuned my discovery.

I had these personal experiences waiting to be defined, to be given proper meaning and definition. Despite all of the chaos and confusion I was living through, I knew there had to be my purpose somewhere waiting to be discovered.

I finally found my purpose, my life's ability to evolve as a human being and to help others evolve with me if they chose to do so.

So, I made a decision. I decided to always find the benefit in the situations that were occurring in my life. My life has turned around. I am fully grateful for all of those who came into my life whether good or bad, who allowed me to reclaim my life.

Now, it's time for you to also make a decision. Are you going to allow the fear of change to rule your life, rewarding you with your disease, heartache or depression, or are you going to pay the price to claim your due reward – purpose, peace and service? It is that straightforward.

I wrote this book to give you an insight of how *Life's One Law*—Nature's Blueprint for Repeatable Success, can help you to reclaim those treasures.

Dr. Philip Agrios

April 2018

SECTION 1: PERCEPTION



CHAPTER ONE

HOW UNCOMFORTABLE IS YOUR PERCEPTION?

It's 3:03 AM. The piercing red numbers of my alarm clock won't let me forget. Except for that red reflecting on the fan above my bed, it's dark. Even the moon won't come out on this terrifying night.

The familiar scenario keeps playing out in my head: I catastrophize my business' future, hoping that some mystical being will come out and save me from the humiliation of debtors and repossession.

It seems that no matter my past behavior the same results continue to arise, and I can't seem to learn from my mistakes. I can't get out of the hamster wheel of being or feeling behind.

I bury my head in the covers and pretend everything will be okay. Or not!

Why do we end up in the same place no matter how many training sessions we attend, business consultants we listen to, or psychics we consult? It seems like we are comfortable here despite dreaming of bigger and better things. We *want* happiness, but can't seem to *obtain* it.

In my consults with patients, the mere suggestion that they were comfortable in their own misery turned their eyes as red as that alarm clock.

To suggest that they were *comfortable* being *uncomfortable* and vice versa seemed ludicrous. "All I want is a better life for my family and me," they'd say to me. "How could you even

suggest it's my fault?" Their perception was that things always happened *to them* and nothing ever was coming *from them*.

We *want* happiness, but can't seem to obtain it.

Here's my question: if you have no control over something, can you change it? No. But, you can control your *perception* of an issue and from there, start to change your outcomes.

My patient Beverly had a medical practice. Needless to say, it was not doing very well. Her practice was not as busy as she wanted. She was married with a nine-year-old daughter, plus she had an autoimmune disease which I was helping her treat with nutrition. As with every patient, she had to go through my personal mentoring program.

Eventually her health improved, and she was feeling better, but the success of her practice didn't budge. After a conversation, she came to realize that the issue came down to a struggle between spending time with her daughter and spending more time working.

As it is for so many mothers, juggling quality time between the family and work causes undue stress to which there seems to be no answer.

But once I suggested she sit down with her daughter and create a written contract outlining the hours she would spend with her and the numbers of hours she would spend on her practice, something magical started to happen.

Within a couple of weeks, her practice started to grow. And within less than a year she had to move to another building because it was too small.

So, what was the barrier that stopped her growth? No, not her daughter.

It was her *perception*. She perceived that if her business grew she would be a bad mom because she would spend less time with her daughter, a belief that resonated from her mother and grandmother. In a way, Beverly got permission from her daughter to be successful by accepting that her mom had a business and it was not going to compete with her time. It was like a sibling rivalry. Once Beverly allowed herself to see the success of business and the success of motherhood through her daughter's eyes, she was able to let go of the guilt and flourish in all aspects of her life.

Beverly perceived being successful as more uncomfortable than the balancing act. She was comfortable being uncomfortable and felt she had no control over the situation.

But she did.

And so do you.

This book will show you a discovery I made decades ago. By working with thousands of patients, I was able to harness the secret of nature. This is not a cliché but what I call the actual blueprint that nature uses to be successful year after year.

I will show you how to follow step-by-step this same blueprint that has created our successes and our failures. Imagine knowing why you failed and how to avoid those steps and why you succeeded and how to duplicate it.

The forests do not need our help and have mechanisms already built in to survive the harshest storms and take advantage of the most beautiful days. For millions of years they have done this, all because of a specific blueprint they use that has stood the test of time.

If you had this blueprint for your business, your career, your life, and the lives of your loved ones, what would you do with it? What would you be able to accomplish? Would you welcome it, be wary of it, or reject it?

This blueprint will teach you how to embrace your sufferings and turn them into benefits. It will give you a simple answer to what to do next in any situation regarding your work, business, or your personal life.

Note that when I use the word, “business” in this book, you can substitute it with “career” or “job.” This information is valuable to anyone.

Think about situations you encounter with your boss, co-workers, or even relatives and how putting the blueprint into practice can affect them. Using the examples I’ve provided and then seeing how they pertain to your own business and personal circumstances will help you get the most out of this book.

By understanding the inner workings of your Self and how they relate to your business and personal life, you can take control and know exactly what to do to change your outcome. You’ll discover why you react the way you do and why you have made the decisions in the past that led to favorable and unfavorable consequences.

Why do you continually sabotage your success and get in your own way? Just what is producing this protective cascade of spontaneous thoughts, feelings and actions within you? How do negative, detrimental behaviors develop? I will show you exactly how you push the first behavioral domino, your Sabotaging Trait which sets off a chain-reaction stress response that leads to negative behaviors.

I will teach you about your individualized Antidote to your Sabotaging Trait so that you will stop missing opportunities again and again. Learn how this one domino sets off a chain reaction of increased profitability in your business and personal life.

I will show you how I uncovered this blueprint by discovering there are really six seasons of nature, not the four we know. This revelation then led me to understand that the seasons were created by three basic principles that make up the universe. It showed me how life really works. These three principles then work together simultaneously creating – as the title of the book reveals – *Life's One Law*. I will elaborate on this law in greater detail later in the book.

There is no way of avoiding them. Every moment you are in a season. It can last for one second or for years. The transition from season to season does not necessarily follow the time that nature follows because you have in some cases the ability to increase or decrease the duration. Once you know how to utilize it to the fullest, you will then know what to do next because the other season is waiting to be part of your life.

These seasons affect everything from the atoms to the galaxies. They affect and guide us through our behaviors and once you understand this fully, you can take control of your behavior – which can give you the control of your outcomes.

How do I know this? I live it myself and have shared it with my patients for decades.

The path of this discovery has not been an easy one. With every triumph I would make, a devastating failure would ensue to show me something so powerful and simplistic that I felt compelled to continue the search. Many times, I would have no idea what I was looking for but nonetheless I was driven to find it.

The decisions I made not only affected my life but the lives of every individual who entered it, some for good and others not so good. The suffering I endured affected them – and through this suffering some relationships were made and cemented while others were blown apart.

Often, I wanted to quit, and I did, but for only brief moments. It felt like I was on a conveyor belt that would not allow me to exit. It was the cycles of these six seasons that were driving me.

Every time I would resist, it would cause strife in my life. When I just allowed, it would take me to the place I needed to be. Even though I thought there was a faster and shorter way, I realized in hindsight that I needed to take that path to pick up the needed experience to find the next treasure trove of information.

The more I uncovered, the more I would ask my family, friends and patients if they too were going through these same experiences. When I found what worked for me, I would ask if I could try it on them. This was the start of my research to determine whether what I was uncovering was a coincidence or a something more. To my astonishment, there was a pattern that everything and everyone was following. That would mean if I had the pattern, then I could guide others to understanding the meaning in their life and how to change it. This is what I have discovered and would like to take you on a journey through this book and show you just that.

However, first we must start with the discussion of perception. This is where we not only form our barriers of thought but disassemble them to create a new direction we desire to achieve.

How have your perceptions shaped your business and your life up to this point? Would you like to have control over them or are you comfortable being controlled?

CHAPTER TWO

DO YOU REALLY BELIEVE THAT?

When we consider our daily thought processes and the countless commands or decisions taking place, there is a powerful tool in charge of our decisions. That tool is:

PERCEPTION!

“Perception” is the basis of all our reasoning, our commands, and our decisions. Perception is responsible for how we act or react.

The accumulation of our knowledge and understanding from past experiences come together to create our current reality. And our reality determines our impression of whether or not a situation is dangerous or beneficial.

Have you ever seen someone in the distance and thought to yourself, *I don't know what it is about that guy, but I don't like him*. What reason do you have to think that? You haven't even met him.

Well, he may remind you of someone. He may have the demeanor or physical traits of an old boyfriend, ex-spouse, in-law, or a previous boss.

The reality that this person is a threat has been created in your mind by your perception. Whether it's ultimately true or not is indistinct from you perceiving it to be true.

This is true in business. How many deals have you lost based mainly on a subconscious prejudgment of others? You may not know why, but you just don't like the person and so the deal falls through. Networking events are a perfect example of this.

Many people huddle around those with whom they are comfortable and those who do not step out of their comfort zone to meet someone else can lose money.

**REALITY IS NOT BASED ON TRUTH,
BUT WHAT WE PERCEIVE TO BE TRUE!**

Read that again.

We've learned that our reactions to our past, present, and future experiences are not based on an objective truth, but what we perceive to be true.

Let's say you and I are best friends. You've been depressed for quite some time. Nothing in life is going well, your business is on the brink of closing, and you're overwhelmed with problems. So, you buy a lottery ticket in the hope of changing your life. You're lying on your favorite couch in front of the TV awaiting the results.

Then the numbers are read and you realize you are the **BIG WINNER**. You just won \$100 million!

What would you do? Would you lie there and call me with a mopey voice like Eeyore and say, "Hi. How are things? Okay. I just won \$100 million. Yeah. It's okay. I thought maybe you would want to come over for a little bit to celebrate ... but not long ... I don't feel well and want to go to bed."

Or would you be jumping around screaming at the top of your lungs, calling me and screaming:

"PHIL! I CAN'T BELIEVE IT! I WON!

I WON ONE HUNDRED MILLION DOLLARS!

GET OVER HERE ... NOW!"

Tremendous energy is exploding out of you as if things are falling off the shelves, light bulbs exploding, wallpaper peeling off the walls. Any feeling of depression, pain, or doom is no longer there and has been overtaken by excitement.

I come over and I can barely open the door. Your energy is like a Category 5 hurricane. I finally get the door open and I'm ducking at the chaos of your excitement. You're like Snoopy—dancing around, screaming at the top of your lungs.

But I come in with a tear slowly running down my face. You look at me, still dancing, and say, "What's wrong with you?"

I ask you to sit down because I have some terrible news. I just received word that your loved one died in a horrific car accident.

Now what would your state be? Would you still be jumping around, smiling and ecstatic?

No, you would start to feel sick to your gut and uncontrollable tears would be rolling down your face. You'd feel that life would not be the same anymore.

Your depression would surely return. You might feel that the world or God has it out for you and that, even when you win, you just can't win. The depression might be even worse than before.

But after a couple of minutes I look at you and I say, "April Fools! I was just kidding. HA! HA! You should have seen the look on your face! You were happy, then sad, crying, all depressed. Oh man, was that funny!"

Now, after you beat the hell out of me, what's the lesson?

You went from a low to a high and back again, but was it based on truth? Well, that can't be because I was lying. It was based on what you perceived to be true. Even though the lottery ticket may have been a winner, we could imagine a scenario

where I buy you a lottery ticket and tell you that you won when you really didn't.

It doesn't matter if it's true or not. It matters if you believe it's true. Outside experiences may affect that belief, but how you act or react is up to you.

Humans get very upset at loss. Customers, employees, sales, a house, a loved one. There's a surprise that something was actually removed from our lives without our consent. We have a subconscious belief that there should never be any losses.

We say, "Why? Why me?" But I ask, "Why not me?"

Who are we not to experience loss? What sort of delusion is it that we feel we should be exempt?

Everything and everyone goes through loss. It is life's rejuvenation period.

Later on, I'll explain how to simply and effectively get rid of what isn't working for you and how to replenish it. This is your autumn. Even the most successful crops pass through autumn. They get rid of the old things no longer working for them. They prune what's draining them of energy. Why keep a dying branch alive? Why drain vital resources from the tree?

I understand that most of us don't think this way. Instead of letting go, we hold tight to dead branches and wonder why our life is in the toilet. We wonder why we wake up tired or feel that life is not fair.

Life is very fair. The only one not being fair is you—by holding onto the people and things that are no longer beneficial. By trying to stop nature from just doing its job. Let go of what is not working and life will appear as fair as it truly is.

Many people think they have no control over this. Some say they do have control. But what's the truth?

Every decision you make, whether in your business or in your personal life, changes your direction. In business, you're faced with countless forks in the road. Do I stay on course or do I deviate?

Some people get analysis paralysis, some make decisions based on gut feelings, while still others stay the course no matter what.

We often forget that we're in the driver's seat. The decision to change or stay on course is up to us. Even though we say at times that "my boss made me do it," or "I had no choice but to follow her lead," or that "you have to do this, or you don't want to know what will happen."

Your decision to experience or not to experience a particular consequence will determine the degree of your suffering or your happiness.

We choose what we want to do, say, or be – and our decisions result in consequences. Choosing not to go to work may cause a reprimand from your boss or worse. Not eating, depending on how long you keep it up, will kill you.

There are consequences attached to each choice. You are choosing whether or not you are willing to experience the consequence.

"But I have no choice; it **MUST** be done," you say. I agree. I agree because that is your perception of that situation at that particular time. Why is it that the same scenario in a different context wouldn't have the same "must" attached to it? Because the consequences are not the same.

You choose not to do "that" but do "this" because you did not want to experience the consequence attached to "that."

So, it's not "I can't," but "I won't." It all comes down to your perception of the consequences of what or who you choose to experience.

Your decision to experience or not to experience a particular consequence will determine the degree of your suffering or your happiness.

No one else has the power to choose for us—not our spouse, our parents, our kids, our boss, our customers, our in-laws ... NO ONE! Unless we give them that power.

If you feel you have no control in your life, then you're being controlled by others. Who will you give the power to decide your fate? Will you give it to others or remain in control?

**SECTION 2:
INTRODUCING
NATURE'S BLUEPRINT**



CHAPTER FOUR

How Nature's Blueprint Was Discovered

Have you ever been asked by a rose bush to help it create roses? How about a tree asking for help changing the color of its leaves? No?

What would happen if you had to remember to wind up your heart or remember to breathe or make sure your food gets digested? You definitely wouldn't have much time to read!

So what do the rose bush, tree, and your body know that you don't?

I am going to share a secret I discovered that will show you the blueprint of how nature succeeds year after year without our help.

In the late 1980's, I met a woman named Emily Knight. She was a patient of mine who opened my eyes to the world of meditation and life's spirituality. She told me that a guided meditation would help me understand some of the barriers I had put up. I was skeptical but intrigued, so I gave it a go. The experience of that session was profound and I was hooked and wanted to know more.

Emily and her husband, Dennis, and I had many conversations. Those conversations gave me insight to look at the world in a way that I never knew existed.

In 1991, through this process, Emily and I slowly discovered that our lives were mimicking the four seasons. Each season had a relevant meaning and everybody and everything appeared to follow their cycle. As a result, we started to present seminars, which we called *The Seasons of Your Life: Finding Answers Within*. This two-day seminar consisted of two meditations and exercises to understand the meanings of the seasons.

Participants would then be taught precisely how the seasons affected their lives.

Despite the success of the seminar, a few years later, our careers took us in separate directions. But I was fascinated, and tirelessly continued to research the seasons. Before long I noticed that not everything could be explained by these four seasons alone—especially color.

We are taught there are three primary colors. Since three doesn't go into four (as in seasons) and so three primary colors couldn't relate to anything but three. But what about their complementary colors? Now I had six colors and I couldn't explain them with the four seasons either.

But one day when I was laying on my bed thinking about all of this, to my amazement, I suddenly realized there aren't four seasons but six.

I won't bore you with exactly how it took two and half decades to fully understand this. All I can say is that after countless hours of talking to thousands of patients, friends, and family about how they themselves and the lives around them followed the course of these six seasons, and how these seasons affected everything from the atoms to the galaxies, I knew without a doubt that my theory was correct.

I want to share with you how this blueprint enabled me to find three basic principles of the universe—affecting everything from your business to your earnings, from your family dynamic to your health. But, as with any profound knowledge, what I cover here won't show the whole picture.

The information in this book is just the tip of the iceberg of what I discovered. There is much more that I am not sharing for good reason. In the past, when I gave all of the information at once, it was confusing and overwhelming.

The point of this book is to use what I've learned to show you why you aren't succeeding and how the information I provide can help you change that. If you'd like to know more beyond this book, you can go to www.TranscendNOW.biz. You can use the programs I've developed as well as personal consultations, to individualize this to your life, your business, or your career. I've seen the most successful results come from working together.

But, before we dive deep into the knowledge ahead, it's important for you to remember that I've learned from years of experience--this can and has helped people in their personal lives and businesses. The technique I developed to help my patients heal carried over to their business lives and the improvement was always dramatic.

Now let's take a look at Nature's Blueprint for Repeatable Success for your life and business!

CHAPTER FIVE

UNDERSTANDING NATURE'S BLUEPRINT

Why do you hire consultants, buy online courses or go to seminars? Because you are looking for proven ideas and plans – blueprints – to be successful without having to always figure things out yourself. This saves time and money and allows you to focus on your creativity, management and growth of your business, and many times, affects your personal life.

To see the most successful blueprint of all time, just look outside your window.

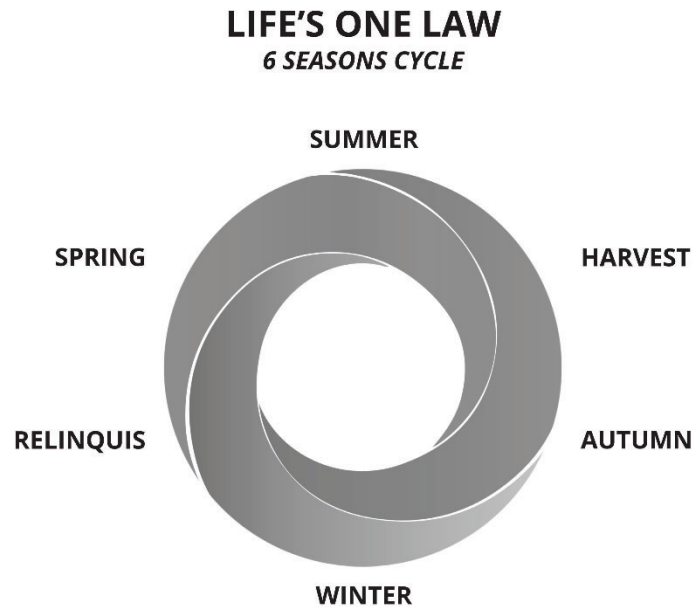
If you want to see the most successful blueprint of all time, just look outside your window. Nature has been using it and it has been hidden right in front of us - until now.

This chapter will give you the basis of the blueprint. I must warn you--this is not all of the blueprint. The entire blueprint goes much more in depth. However, I wanted to give you the simplest form and will share the rest of it in future books and courses.

As I explained earlier, I discovered that there are really six seasons and not the four we know so well. There is a very important reason to know and understand this concept, which I will explain in the chapters ahead. First, let me review the following diagram with you.

(Note: you can go to www.TranscendNOW.biz/images to see this in color. Each season has a different color in order for you to get a better grasp of the changes from season to season.)

The cycle of the six seasons is shown below:



As you can see in the diagram, the two additional seasons I've called harvest and relinquis.

When it pertains to nature itself, each season lasts around two months. For the Northern Hemisphere, summer months are July and August; harvest – September and October; autumn – November and December; winter – January and February; relinquis – March and April and spring – May and June. For those of you who live in the Southern Hemisphere, reverse the months for each complementary season (i.e. winter in the Southern Hemisphere is July and August, and summer is January and February).

Please remember nature does not have a definitive day separating one season from another. There is always a transition period wherein characteristics of each season meld until the

demarcation is apparent. The dates given here relate to the meaning of each season but are not exact.

Now that we have this in front of us, how can this blueprint explain, inform, and improve our lives? But before we get to that, let's start with the example of a tree.

In summer, the tree is healthy and fully bloomed. Summer is the production season and so the tree produces what it's here to create. What it creates is the knowledge that lies within the fruit. By biting into the fruit, you receive the knowledge and understanding of its potential. If it is sweet, then it can be eaten or sold. If it is bitter, then a different decision will be made for its destiny.

The fruit on the vine is of no use to anyone unless you simply like looking at apples. By biting into it, you find the nutrients that cause the body to grow.

This is what your business is here for -- to cause growth. Even if you are a demolition company, you have caused growth by creating space.

It's the same for us. For the product, service or life that we have created, we need to decide what we want to do with it once we ascertain its main purpose. This is the assessment needed to be made in summer. If no decision is made, then nature will take over and give you the results for the next season.

This is why summer is the time for decisions. You choose what to do from past knowledge and understanding which creates your reality, your product. The tree took the same path. Its reality is the apples that were created by the nutrients in the soil combining with the inner workings of the tree.

Harvest follows and is a time to replenish by gathering what nature produced. This replenishment allows you to sustain or weather out any future storms or problems that are heading your way. Let's say, for example, that our tree is an apple tree.

During harvest we gather the fruit that is ready to be eaten and the tree gathers or absorbs. Chlorophyll (the substance that makes the leaves green) stops being produced and the tree soaks up all the energy it would have used on chlorophyll to save for winter. During the harvest, nature gathers and conserves what it needs to survive. It accepts and receives the energy that it once gave in order to self-nourish itself so later it can nourish others. If it does not replenish at this time, it will have a hard time to survive and prosper.

Next comes autumn. This is the season of detachment or breakdown. The tree creates a barrier of cells called the abscission layer. Abscission means cutting or severing. The tree literally disconnects itself so no chlorophyll (and so no energy) is supplied to the leaves. This is why we sometimes call autumn, fall. The leaves detach from the tree and eventually fall to the ground. Likewise, autumn is when the leaves start to be broken down by fungus, water, and our trampling feet. During that process the tree is ensuring its later replenishment as nutrients are placed back into and stored in the soil.

Winter is the storage season. The tree has stored its energy in its branches and trunk and so is typically able to survive the winter. Trees that keep their leaves, like evergreens, slow their energy consumption during this season reflecting the typically shorter days. Many countries engage in daylight savings—storage of time itself.

We typically think that the next season is spring. Spring is actually the growth season, but, before anything is grown, there is a very important step that I call relinquis.

Winter has stored potential, or hidden, energy. In relinquis, the process of relinquishing whatever that has been stored in winter begins. This season releases the potential energy to a form which now can be utilized for growth. The water trapped as ice is released to supply the tree and the warming soil begins

to relinquish its nutrients. The tree starts to circulate chlorophyll to begin the process of budding. During Relinquis, winter's storage lid is lifted to allow this unpacking for spring.

Relinquis can also be thought of as the surrendering or emergent season. Bears emerge from their dens, birds release their songs to break the silence of winter, and seeds and flowers are exposed, ready for pollination.

We all know this: a tree can bud all it wants but it won't get very far without pollination. Nothing grows until something is connected to pollinate the bud to allow for growth. Hence the saying, "April showers bring May flowers." Relinquis exposes the bud or seed of the tree so it can be pollinated.

Pollination is the transfer of pollen to a stigma, flower, ovule or plant to allow fertilization. This process is typically carried out by insects, wind, water, and birds—the pollinators of the world.

Spring is connection. It's the growth season and for anything to grow, you need connection, like that of a bee to a flower. The bee touches the flower while the pollen sticks to it so the bee can spread it around and the world becomes vernal and lush. Our apple tree, since it doesn't have legs and can't move, relies on outside sources such as these for survival and growth. What is given or surrendered in Relinquis is reconnected anew in spring.

And then we return to summer—the production season. This is the fruit of the labor of the tree throughout this entire cycle. This season allows the tree to provide shade, protection for birds and other animals, and to produce the fruit which sustains life. Summer is also the wholeness or completeness season. It brings the whole of nature to light.

This cycle maintains regardless of precisely when the necessary seasonal change comes. If the seasons cycled completely over the course of a month, it'd be hard for the tree

to adjust as well as it normally would, but the cycle follows the blueprint no matter what. Time will always force summer to bow to harvest and the process goes on unchanged.

You may be thinking that a forest at the equator doesn't experience certain seasons or the ice at Antarctica. On the contrary, they do. No matter where you are on this earth, they all happen. Maybe not at the degree or length that you are used to, but they do occur. If not, the forest at the equator would be miles high if no breakdown was occurring and only growth.

Also, I did not split two seasons merely to think I discovered something cool. You will see later in this book, how out of these six seasons, three basic principles are created to govern everything from the atoms to the galaxies.

Now that you understand how the living things in nature benefit from this cycle, let me explain how you can maximize this benefit for your business and your life.

CHAPTER SIX

OUR BLUEPRINT FOR REPEATABLE SUCCESS

The tree innately knows Nature's Blueprint and does not fight this natural cycle. It does not resist the progression of the seasons, trusting them in order to be fruitful year after year. We as humans also inherently follow the seasons but, because of our ability to control our decisions based on thoughts and feelings, we can resist these seasonal changes causing havoc and stress and decreasing our chances for a fruitful life.

I'd like to show you exactly how we follow the same cycle of seasons. With this knowledge, you can understand why in the past you have made the decisions which caused you both beneficial and detrimental consequences and how to simply change them for the future.

IMPORTANT NOTE: As I explained earlier, nature changes these seasons approximately every two months. However, when they pertain to your business and life, you don't have to wait for nature to change them. You can do it immediately or take as long as you like.

The example I'm about to share with you will show how my patient became aware of how her own seasons were affecting her business and life. They gave her the insight that her actions created a certain season and by knowing how to take advantage of that seasonal insight, she was able to move through the cycle and change her outcomes.

When I say she was in a particular season, it doesn't mean she was in the season that was being experienced outside in nature, but the season within her behavioral pattern. Your own personal seasons affect everything, from the success or failure

of your business to successes and failures in your life. The timeline of your seasons can be seconds, months, years, or even decades. You may be in the season of autumn at work and spring in your personal life, or be in summer in both. You can have five deals going on the same time and each one is in a different season. Let's take a look at how Karen was able to use her seasons for the outcomes she desired.

Karen was a commissioned salesperson, married with children, and a patient of mine. She came to me due to an autoimmune thyroid condition called Hashimoto's Disease. She was overweight, tired, losing her hair, had gut issues and brain fog—just to name a few symptoms. As you can imagine, she was extremely stressed out.

She started with my autoimmune program and her condition improved, and soon we began to work on the personal mentoring aspect of the program. She told me one of the reasons for her stress was that her health was affecting her income. Illness affected her motivation to sell and, since she was working on commission, she lost plenty of potential sales. Throughout the mentoring, we looked closely at every aspect of her life—both what was working and what wasn't.

Thoroughly dissecting her process helped us to discern her options. This is what you would do if you were looking after that apple tree personally. You would ascertain whether or not the fruit was sweet or bitter. If it was sweet, you would continue doing the same things you did last year. If the fruit was bitter, you would do things differently. You'd make a necessary change. Perhaps you'd provide different soil, nutrients, or whatever you thought the tree needed to produce sweeter fruit. You may be able to better protect the tree from its environment. You examine the produce of summer so you can begin understanding what needs to be done for your following season – harvest.

Using the season of summer, Karen looked at her sales and realized, due to her environment of sickness and stress, she needed to change. I asked her key summer questions, “What you have produced so far in your business and in your life, does this work for you? Does this make you anything but satisfied? If not, then are you ready to decide to change?”

Once she saw that the fruit of her labor was bitter, we used harvest to gather the information she needed to understand clearly what was working in her life and what wasn't. It was time for her to say NO to others so that she could replenish herself since she overly gave in relinquis and did not take enough in her previous harvest.

Harvest is the desire whether or not to tolerate what was produced in summer. Her decision in summer was to no longer allow this type of fruit to be produced which caused her bitterness toward life. This conclusion was reinforced by examining what she was giving and receiving and how this affected her personal and business relationships.

My question to her was, “What will you keep in your life and how will you nurture yourself differently?”

Harvest is self-nourishing, self-replenishing. It stops giving or supplying and lessens excessive generosity, so you can take what's needed for yourself. Unfortunately, this is often mistaken for being selfish.

I want you to read this next sentence three times:

Self-nourishment does not equal selfishness.

The difference is subtle, so I think it's worthwhile to spend just a few minutes talking about it.

Many people can't stand selfishness. They never want to be viewed as selfish, so they overcompensate and give too much. They wouldn't dare to take for themselves.

Let's say you're one of these people. You give away your time, and your emotional energy. You are exploited at work. You take on extra hours with no compensation or praise. You give your services away for free. You'd never want to be called selfish! But—what's left for you? How will you make overhead? Where's your raise or promotion? Sleep—what's that? Whose shoulder is offered up when you need comfort? All your time is spent giving to others and nothing is left to take for yourself.

Self-nourishment does not equal selfishness.

The apple tree certainly doesn't do that. Its giving is gradual. Others take from it, but it always takes for itself in some way: through sunlight, water, and allowing autumn to break down the leftover fruit, branches and leaves to turn them into nutrients for a fertile soil.

You are not being selfish when you do things for yourself and say no to others. Especially to people who take without ever giving. But being too stingy just turns you into Scrooge. Those who hold onto things and do not share, slowly wither and are usually alone. Their winter energy runs out. And for those who give too much, there will come a time when there will no longer be anything left to give. Nothing can be harvested.

The key is always a balance between what's given and what's taken. Extremes cause the same result—a slow withering away. Karen took the time to gather new information from me, said no to others who were draining her energies, and started to nourish herself as best as she could. Once she took what she needed, she moved into autumn. She needed to disconnect from those people, things, and events that were no longer conducive to the new fruit she wanted to bear. She looked at demanding clients and realized how she had become less productive and knew she needed to fire them. She also knew she needed to fire her own ways of communicating with her clients, co-workers, and boss.

It was time to clean house and start fresh.

She then moved into winter. It was time for her to meditate. To go within, where wisdom is held. The wisdom of winter is deep within the forest and the clear branches allow us to see it. It was time for her to be still, frozen, to assess the potential energy that was waiting to be tapped into.

Winter is the planning stage, the re-sequencing of steps you want to take to grow sweeter fruit. Therefore, we need quiet and stillness, to turn off any electronic gadgets, and be at peace. We need to disconnect from others in autumn to move into winter. This is where the true imagination and inspiration of genius comes from. Winter stores all of our potentialities, waiting for the season of relinquis to release them. Knowledge is not power, only the potential for power. That potential requires action if it's to be worth anything.

Once you have a plan and the clarity received in winter, your envisioning of what you want your future summer or produce to look like, relinquis will take over. Relinquis is your internal execution. The flower needs to start its internal movement to open the bud. You need to take your plan of winter and start executing it, too.

This is your desire to unfold your plans so they can be shown to the world. You can have all the clarity you want, but if you don't have the burning desire to implement it, you can't melt the barrier of ice to release the water which will nurture your plans.

You must surrender to that desire. Through surrendering, which is a form of giving, you open up so the world can see, hear, and feel what you are asking for. You let go of the barrier that contains your plans.

This is where, especially with religious doctrine, you must surrender or die of the flesh to be reborn. That can be scary. However, what is really meant is to surrender the protective barrier that you have created and allow the world to see your

true potential of winter. It can be misinterpreted that you are going to lose something precious and perish. No! You are losing the defensive wall you built so nothing can get in or out -- whereby you slowly perish instead of using the true power of relinquis.

Winter's clarity and relinquis' desire allow you to start the attraction phase. The law of attraction is the season of relinquis. You're attracting the bees that will pollinate you. The bees are the people and things that will come to you to help you realize your future goals.

Are you killing your bees or allowing them to pollinate your flowers? Once you are clear and you have a burning desire, then and only then can you go into to spring to connect with others and start growing.

Impatience is common in relinquis as it starts its transition into spring. You might get angry and say, "I have been working hard and I see nothing coming to fruition." You don't immediately see the fruit, the people and things, the opportunities that are in front of you. But they're there, regardless.

If you had that apple tree in your backyard, would you chop it down because you only saw flowers? Of course not. You would nourish it and make sure it had what it needed to produce the fruit in summer.

When impatience sets in, remember that you're in relinquis, not in summer. This is where people often abandon their ideas. They don't see that the opportunities that were always right in front of them, just needed time to be connected with their pollinators. They needed to move into spring to spark growth.

Karen took the clarity she obtained in winter and felt excited for the first time in a very long time. Her desire to meet her goals started to nourish her clear plan.

Then, once she had the desire, it fueled her into action to start connecting and changing her communication as she'd planned. She now moved into spring. It was time to connect with her pollinators – her boss, clients and potential clients.

She connected with her boss to get permission to fire those demanding clients and was able to show him how they were causing a decrease in productivity. We discussed what sort of client she wanted and she started to attract them.

She said, “They were coming out of nowhere!” I said, “No, your clear plan combined with your desire allowed you to connect with your 'bees'. Your spring started to grow your business in the direction you wanted.”

Then came the best part—summer. Her fruit – both her personal and professional life – became sweeter. People were now viewing her new tree, her new business and personal life and how it was being presented.

Karen was even able to keep some of her previously demanding clients. They became less demanding because she no longer tolerated their ways. The tides changed and they did not want to lose her so they bloomed into her ideal clients. Once she communicated differently and gave them what she was willing to give, they changed according to her plan. Others were let go and quickly replaced ten-fold. The universe abhors a vacuum, and she had a very clear plan for who would fill the gaps.

As for Karen's general health, the timeframe for healing was longer. But the seasons maintained their blueprint for success and with a clear plan, a desire to carry it out, a surrender of control, and patience, she improved. She then was able to move into harvest where she was getting paid, replenishing her stores, not only in monetary gains but in health and happiness. However, Karen would have never received these insights or

her ability to change if she did not view her past “failures” as essential for growth.

Your new knowledge of the seasons can give you the next step in any given situation so you too can duplicate Karen’s achievement with Nature’s Blueprint For Repeatable Success.