

Manifestations Weekend Audio 3– May 2006

By Joe Vitale

Joe: Or if I'm late.

Female: [Inaudible]

All: [Laughing]

Joe: [Laughing] That's right! That's right! Well, I think we're ALL pretty inspired as it is! Geesh! I'm AMAZED. Boy, the ENERGY is just FANTASTIC!!

One thing I forgot to tell you about, the magic book here, that Nancy pointed out. I told you that the graphic is hand painted, but I didn't tell you WHO it WAS! I can't believe that I DIDN'T tell you. Now, does anybody know?

Female: Lakshmi.

Joe: Lakshmi, yes. What does Lakshmi represent?

Female: [Inaudible]

Joe: Abundance! She's in charge of prosperity, money.... If you look at her hands, there are COINS coming out of her palms -- a NEVER ENDING SUPPLY of abundance!

So, that was another reason that I LIKED this is that picture is THOUSANDS of years old and there's a loaded archetype. In other words, it is a CHARGED SYMBOL. So having this on your magic journal is VERY, VERY POWERFUL. It's like she's blessing it. She's welcome to whatever you want. She's totally open. She's ready to receive your request. She's your connection to the Divine. She's supplying it to you; no shortage, TOTAL ABUNDANCE, anything goes! So you don't even need a shot of Tequila. Now, warm yourself up. You've got Lakshmi on your side!

Female: [Inaudible]

All: [Laughing]

Joe: "I just don't want to share," she says. Yes. Suzanne? One second.

Suzanne: I actually want to take the conversation back to before the break. I thought maybe you would want to talk about the DANGERS of what happens when you're NOT paying attention to the SIGNALS?

Joe: How interesting!

Suzanne: Such as, what you and Nerissa experienced in December. I don't know if you want to share that with the group.

Joe: Are you talking about with the DEER?

Suzanne: Um-huh!

Joe: Oh. THANK you! [Chuckling]

All: [Laughter]

Joe: [Laughing]

Male: [Inaudible]

Other: [Inaudible]

Joe: So, Suzanne asked something interesting. She asked, “What about what happens when you don’t pay attention to the signals?” She’s referring to what happened to us in December, when we were driving in MY brand new BMW, which had only been a few months old, and hit a DEER.

Hopefully, you’ve never hit a deer and never will hit a deer, but when you hit a deer there’s all kinds of things that happen. Everything from you could be KILLED, because it’s depending on the kind of car that you are in and how they hit and so forth or how you hit THEM. It’s a VERY DANGEROUS situation!

Then, of course, there’s the EMOTIONAL IMPACT of killing an animal, which we are animal LOVERS. We don’t want to do that. Then there’s the CONFUSION, I guess, psychologically, like, “Why did THAT happen? HOW did we attract it? What’s the story with THIS?” I’m searching in my mind, because right now I’ve dismissed and forgotten a LARGE part of it.

So, I remember, as I am thinking about this right now, that I was VERY CONFUSED. I was UPSET. I mean, it was my BABY! My brand new car! A car that I had paid \$90,000 for that was made for ME OVERSEAS and I had WATCHED it being made ONLINE. I would go every DAY and see it being made.

The only other person to TOUCH it besides the people making it, were the people who unloaded it and put it in the dealership. Then, I went to pick it up and it had EIGHT miles on it! So, it was VERY MUCH CONNECTED to ME. So, it was an EMOTIONAL VEHICLE in a LOT of WAYS.

So, to have it damaged by a deer...it was confusing. It's like, "How can the guy who writes books like *The Attractor Factor* create THIS and attract THIS into my life?! Very confusing!!! It got even MORE confusing when I called the insurance company to find out what I had to do to get it covered.

To my ASTONISHMENT, I found out that I had NO INSURANCE! NONE!! Apparently, I've had the same insurance company for thirty years...life insurance, car insurance, the whole thing for 20-30 years. Apparently one of their bills didn't get paid and they never TOLD me. They just let it slide. That was the first.... When they first told me that I didn't have insurance, I just laughed it off. It was like, "Ah, that's a mistake. You've got the wrong file. Here's the right number and so forth." Let's see here.

Female: [Inaudible]

Joe: So, once I REALIZED that we really DIDN'T have insurance, then I was ANGRY, then I was PERPLEXED! I'm the ONE who pays the bills. So, somehow it fell through the cracks. I've NEVER had anything fall through the cracks. I didn't even GET the bill.

But, that was all that they said, this company which was Allstate. Gladly, go ahead and say, "Allstate!" [Chuckling] It was Allstate for thirty-some years! Allstate pretty much decided...they said, "If somebody doesn't renew their policy, we just ASSUME that they went to somebody else." That's all they ASSUME. Yeah, they don't call up.

They don't send out another email or a mailer or anything like that, which to ME, from a business standpoint, we know in marketing and so forth, we'd be following up. You're losing a customer! It's in our service to keep this thing going. It's in their BEST interest to CHECK with me. They didn't do all of that. They weren't apologetic at all. They wanted me to renew, which would have cost A LOT MORE money, because now I was considered "Uninsured."

All: [Laughter]

Joe: So, besides having the accident, which is NOT going to be covered now and it's THOUSANDS of DOLLARS on this new car, which is going to

come DIRECTLY out of MY POCKET, of COURSE it has to be done by a special dealership, because this is a BMW, a luxury car. It's a luxury sports car. Nerissa had pointed out once that the car cost more than a lot of people's houses and to get it fixed was pretty HEAVY DUTY!

So, I went through all of that and once I realized that I had to take RESPONSIBILITY FOR IT, I took responsibility for it. But, I was still perplexed as to, "Why?" What was the SIGNAL here? What was the MESSAGE here? Why did I hit a deer? What was in it for the deer? What was in it for us? You know?"

All: [Laughter]

Joe: "WHAT HAPPENED here?" It really seemed to be that THIS deer.... (Now, I'm going to talk in the most woo-woo metaphysical, Universal, "we're going to leave Joe behind here, because he's off the charts. He's already drinking Tequila apparently). But it REALLY felt like THIS DEER sacrificed its LIFE to tell us that YOU DON'T HAVE CAR INSURANCE. We could have been in a different kind of an accident, found out we didn't have insurance, and could have been wiped out, HORRIBLY, financially.

So, once I realized that, I had to have insurance. First of all, I'll take care of the car. So, whatever it takes, go ahead, I'll pay it, just go ahead. I've got to do it. Just TOTAL RESPONSIBILITY.

It's the KEY to working in the Universe. You've got to TAKE TOTAL RESPONSIBILITY for EVERYTHING that's OCCURRING and that's including if you HIT a deer.

So, take complete responsibility. It's a two or three month process to go through that, just finally pay it. Meanwhile, I need to get insurance. Well, I'm not going back to Allstate, because they didn't treat me right the first time. Now that I'm an uninsured driver, they want even MORE money to take me back on. I'm not going back to THEM.

I go online and what do I do? What's the commercial that we ALL HEAR?

All: Geico.

Joe: Yeah! Geico! We all hear about Geico and how they are going to save us some money. They say, "A fifteen minute phone call might just save you some money on your car insurance."

Well! They saved me a LOT of money on MY insurance!! I'm now a commercial for them! Because, I go online and I find out that I can have both of my cars insured for like ONE-FOURTH of what I was paying for ONE of the cars! I was like, "Oh, this can't be right." So, I got them on the PHONE. They said, "Yeah, if you want both cars insured equally, the way that you had the other one at Allstate and all of that kind of stuff, it's only this.

So, I said, "Does this...a few hundred dollars per MONTH?"

They said, "No, that's for six months!"

I'm going to save THOUSANDS OF DOLLARS per YEAR being insured, know I'm insured.... Of course, that low, I just went ahead and paid for the ENTIRE YEAR. How much do want to pay, as long as we can pay in ADVANCE? So, there's NO CONCERN of a bill slipping through the cracks and PAY IT!

All I can think about, when I look at it from a MORE UNIVERSAL or kind of from the Divine (if you want to look at it like that at all) is that SOMEHOW that deer was told, "You run in front of this car." There was NO time to move or anything, because of the nature of it being late at night, you can't see it, it's in the country. It's basically: you see it, hit it,

and then it's over. It was like that kind of thing. The deer GAVE ITS LIFE to tell us, "YOU don't have car insurance. You NEED to have the car insurance, because you COULD have been in a DIRRERENT kind of problem and you DON'T want to go there!"

Is that what you're referring to?

Suzanne: Not quite!

Joe: Oh! What's another part?

All: [Loud Laughter]

Joe: [Laughing] Geesh! I thought I was DONE! [Laughing]

Alright, geesh! I better have a Tequila.

Suzanne: The deer story was a consequence of SIGNS that you were IGNORING with the CRUISE that you and Nerissa were going to go on...

Joe: Oh, interesting. OH! INTERESTING!! Boy, isn't it GOOD to have her here to REMIND me of my LIFE and my STORIES! [Laughing]

All: [Laughing]

Joe: That's very good. There IS a Part II to the story. She's ABSOLUTELY right! Boy! You are absolutely right. You know sometimes I go through all these things and once I've got it I just dismiss it and its GONE! I forget it. The stories are gone...which is NOT always best because we can LEARN from all of those stories. I want to write about them. I DID write a LITTLE BIT about this on my blog. There's a blog entry that goes through ALL of this.

But you're right! When I wondered about what happened to the BILL, the bill that Allstate sent, that I was supposed to get, that I was supposed to send out... it's VERY likely, I don't know whether this is a fact, but it's very likely that it arrived during the week that we were on the cruise...the cruise that we met YOU at. [Pointing to Deborah Stallings].

I had been getting signals NOT to go on that cruise. This is an example of "I KEPT my WORD with the guy who asked me to go on the cruise." I could not think of ANY RATIONAL reason to tell him that, "I can't go on this cruise." All I could tell him was, "I can't go on this cruise, because it doesn't FEEL right," which HE would NOT have ACCEPTED. I mean, if I had FORCED the issue he would have accepted it, but he would have called me names and it would have ruined the reputation.

We went on the cruise. WE DID NOT have a great time! One of the GREATEST HIGHLIGHTS was meeting her, right there, who's now become a FRIEND. Well, she [Chuckling] ...look at that!

You know, there are STILL all of these wonderful benefits that took place and we are VERY grateful for that. But, we did NOT enjoy the cruise. The seminar leader had rearranged things so that all of the speakers were FORCED to do things in the VERY FIRST DAY. It was supposed to be spilled out or SHARED over a week long period. So, all-in-all we did not like the cruise. We don't want to go back on that cruise, especially on that cruise line, especially that seminar promoter, the whole thing.

Had we NOT gone on the trip, had I have listened to my intuition, those FEELINGS that were saying, "Don't go. Don't go. We are trying to tell you, don't go!" I went ANYWAY! Had we have STAYED, I probably would have SEEN that bill. I probably would have PAID that bill. The deer wouldn't have to give up its life. We wouldn't have been in a car accident. All this, obviously I admit that's speculation, but that's the way that I've pieced this together that makes sense to me. THIS DOES go back to listening to the messages all the time.

Uh-oh...I must have forgotten something else, because Nerissa has...

All: [Laughter]

Joe: ...Nerissa who was on the cruise and Nerissa who was also in the car has something to add.

All: [Laughter]

Joe: [Chuckling] I might as well leave!

Nerissa: I am just remembering that we did our little ritual, "There's two ways to go back home at night. We can either do the freeway -- the I-35 way, which is jam-packed full of 80 miles an hour semi-trailer trucks and stuff, or we can do the back way." Well, usually, because there are deer running around at night, we do the freeway drive home from Austin to Wimberley.

But this time, we both FELT CONFIDENT that we should be going the BACK WAY. So, I see that in MY HEAD as something REALLY BAD MAY have happened to us had we taken the freeway way home, because ideologically that would have been the safer route because we wouldn't have hit a deer most likely on I-35. But we BOTH felt STRONGLY to go the back way that night.

Joe: Suzanne, have I covered it all now?

Suzanne: I think so.

All: [Loud laughter]

Joe: [Laughing] She keeps records. She's got a perfect memory. I mean... Yes?

Female: [Inaudible]...with a deer. I had an experience that was VERY similar. I was driving along [inaudible].

Joe: I don't know. Yeah. I'd like to think that there's something...

Female: I'll go way the way we were than you. [Laughing]

All: [Laughing]

Joe: Oh! Alright! Good. I'll feel better.

Speaker: I think that we talked about this at lunch that I used to do animal communication and healing. So, I would tell you absolutely, 100% my belief is that ALL the animals that you interact with, there's a reason for

BOTH of you. It's no different than the PERSON you attract. You both have a reason. The animals are the SAME WAY, absolutely.

Joe: Wow! [Pause] Okay. Other questions? Comments? Thoughts?

Unknown: [Inaudible]

Joe: Metaphysical DEER story? [Chuckling]

Female: I was driving two winters ago up island at Martha's Vineyard, snow everywhere. A HUGE BUCK came over the crest into the road and there were BIG DRIFTS. I knew there was no way that I could avoid it. I have a truck, but it was a HUGE five point buck. In that instant, I said, "Please God either let him somehow miss me or kill him instantly." The deer went UNDER the truck, which is quite a trick for one with that big a rack.

Joe: YEAH!

Female: It never did any damage to the truck and rolled off to the side and died instantly. Later I found out after I reported it that a family who had been REALLY HUNGRY got the deer!

Joe: WOW!! Wow!! That's a VERY DIFFERENT kind of story. Yeah! I loved it! [Pause] Okay, there are a couple of different ways that we can go here. We are going to wrap up at five, so we have time. First of all, I have MORE surprises for you. Yes! Oh, you like surprises?

Audience: Yeah!! [Laughing]

Joe: Anybody NOT like surprises? Because if you don't like surprises, I could tell you what it is so it wouldn't be a surprise and then you'll FEEL better!

All: [Laughing]

Joe: I have TWO GUEST SPEAKERS! I'm not going to tell you who they are, but you will hear them tomorrow. Just in case, you know, I don't show up. [Chuckling]

All: [Laughing]

Joe: Sorry, I've kind of BANKED myself or covered my corners here. So, I have two guest speakers tomorrow. I also want you to know that I can TEACH you a meditation technique right NOW, if you want to know it right now, that Dr. Len taught ME.

It's based on Ho'oponopono. It's very easy. Its very BREATH oriented.
It's something that we can do BEFORE I give you some time to write in your magic journal, because I would REALLY like you to do it while we are ALL TOGETHER. Then, I am going to do it WITH YOU. So, we are ALL TOGETHER IN THIS ENERGY VORTEX, so to speak, and maybe we can all be in alignment in supporting each other. Not knowing what our intentions ARE, but supporting each other and going in the same direction and sending them on UP. So, I can do that BEFORE OR AFTER we do that kind of writing journal.

Before I TELL you what the meditation thing is, I'd like to KNOW what you THINK meditation is. What is your DEFINITION of meditation?

Female: [Inaudible]

Joe: She says, "Listening to your thoughts."

Another: [Inaudible]

Joe: Standing in the space; Being; Being present; Silencing your mind.
Silencing your mind gets TWO votes. [Chuckling] What is it?

Male: [Inaudible]

Joe: Silent. I don't know ANYBODY who has just been silent. I understand where you are coming from, but I don't know anybody who's JUST been silent.

For ME, meditation is simply a t-shirt I used to wear, "Meditation is not what you think." "Meditation is not what you think." I have ALWAYS LOVED that! That was a t-shirt that I bought twenty years ago. I love the double message in it. Meditation is not what you think, meaning that it means something else, but it also means that if you are THINKING, you are not meditating! The meditation is BEHIND it.

Again, this is even going DEEPER with the Ho'oponopono. They want you to go past even what YOU are watching, the THINKING to being -- that white board, the zone, whatever you want to call it, that's BEHIND THE WITNESS. You want to go to Source. THAT'S where you want to go with the meditations that I like to see and I like to do. Talk about a STRESS BUSTER! There is NO STRESS if you are at that state!

I spoke at a seminar about ten years ago and there was a psychic who said that the way that she meditates is that she gets so QUIET within herself that she can hear her OWN HEARTBEAT. I've ALWAYS LOVED that phrase, because I thought, "Geesh, to hear my own heartbeat, I must

REALLY be silent. I must really be QUIET within myself. Most of the chatter MUST be GONE in order for me to tune in to that deep of a level.

So, these are all fingers pointing towards the moon, so to speak. We want to go in THAT direction. We want to go TO SOURCE.

I'm assuming you want to hear that? I hear "yes." Any, "no's?" No, "no's," okay.

The meditation technique is very simple. You sit exactly where you are at right now. But what you are going to do is you take your finger, these two index fingers here you've got to touch together with your thumb. Okay. So you have THAT concept.

Now what you are going to do NEXT is you separate and do that within each other. So, you are grasping WITHIN the circle. Okay? The two index fingers and you just grasp within the circle. Make sense? Can you sit where you are at? It can go either way...whatever feels comfortable for you, yeah.

What you would do is CLOSE your eyes and you will BREATHE IN slowly to the count of SEVEN. Once you've done that, you will HOLD your breath to the count of SEVEN. Once you've done that you will

RELEASE your breath to the count of seven. Once you've done that, you will HOLD your not having any breath for the count of SEVEN. Then, you will repeat this process. You are supposed to do this NINE times. [Pause]

So, it only takes a few minutes, but it's a very QUIETING activity. Any questions about it? If not, go ahead and do it.

[Pause for meditation]

So whenever you are ready, whenever you are done with that, what I invite you to do is to open up your magic journal and to HAVE FUN! Just to write down, for your eyes only, what you would welcome into your life experience, if it fell out of the clear blue sky. Anything goes. It can be in any category. It can be in all categories...whatever feels inspired to YOU. So, I would go ahead and spend some time doing that and just let it be FUN. Get into the ENERGY of it! Remember to write down as if it's ALREADY HAPPENED! It's over. You're CELEBRATING it. It's accomplished. The deal is DONE! FEEL IT. Write it with some VIVID IMAGERY. Get into the experience of it already having past. Just HAVE FUN with it for a few minutes.

[Pause for writing in the Magic Journals for 5-10 minutes].

Joe: A lot of you write a WHOLE LOT!!

Female: [Laughing]

Joe: Do you need another book?

Several: [Laughing]

Joe: So, can I see what you wrote?

Male: Sure.

Joe: I WAS KIDDING!! I don't want it. That was a test! I don't want to see what you wrote. That was for YOU. [Pause]

All: [Laughter]

Joe: It's a space! Uh, I might be able to read a FEW words of it. [Chuckling]

All: [Laughing]

Joe: I'll understand it PERFECTLY! Does anybody want to SHARE what some of the experience was LIKE, either the meditation...the technique THERE

or the actual writing, for the first time in your magic journal? Did you LIKE it? Did you NOT like it? Insights? No insights? Yeah. Great.

Male: After the NINTH repetition, I felt...although I was already really relaxed, I felt like I just DROPPED down to a noticeably DEEPER TRANCE, if you will, that COULD be along the lines that you are referring to, you know, going BEHIND the watcher...in THAT direction.

Joe: That's a good direction. That's a great direction to go in. Yeah, awesome! Awesome! Somebody else? Insights? Sharings? Questions? Feelings? Feedback?

Jon: It did NOTHING for me. I'm KIDDING! It was incredible!

Joe: [Laughing] We EXPECTED this.

Jon: I'm just playing the ROLE, man!

Joe: [Laughter]

All: [Laughing]

Jon: It was INCREDIBLE.

Joe: Wait a minute! It was incredible? You said that?

Jon: Yeah, it was incredible. It was VERY peaceful. It's a great, great tool. What's INTERESTING is, when I started writing things down I started...I didn't re-read what I'd wrote. I just wrote, right? I GLANCED back at one of the things that I had written and it was...oh, I guess we can't tell, BUT it was interesting, because the words that we were using...I wasn't trying to be wax poetic or anything. I wasn't trying to be intentional with the WORDS. I was using words that were directly tied to the metaphor. It was bizarre. It was like I had PLANNED to write it this way and it just came right out. Normally, I have to think about things like that. So I was real CLEAR and involved.

Joe: Oh! Now, to ME, this is my interpretation of it. It sounds like it was more INSPIRED!

Jon: Very!

Joe: Yeah! That's a direction that I WANT us to COME FROM. So, I liked HEARING THAT! Somebody else? Yes.

Joyce: I need to practice breathing.

Joe: Okay. [Chuckling]

Joyce: I...halfway through, I couldn't do all the full thing. I thought, "Just relax, Joyce. Just relax. Just, you know." So, I'm going to practice breathing to the sevens, so that when I DO get into a meditative state with my fingers, that it won't be a problem.

Joe: Yeah. Beautiful! Well, you have PLENTY OF OPPORTUNITY to practice breathing!!

All: [Chuckling]

Joe: Yes, day and night...everywhere you go. [Chuckling]

Female: TWICE I LOST COUNT with where I was! [Chuckling]

Joe: Yeah. I do that a lot!

Female: I thought, "Well, that's okay."

Joe: Yeah.

Female: I felt like, at the end, I was just coming out of a hypnotic trance. So it made it very easy to start writing and to actually BELIEVE that I was writing this AFTER it had already HAPPENED.

Joe: AWESOME! Did you write a lot?

Female: [Inaudible]

Joe: Did you really? You did? [Chuckling] Somebody else?

Other: For me, THOUGHTS came into my mind as I was in meditation, but different than trying to push them away, they were actually USEFUL thoughts, not just junky thoughts, so I acknowledged and thanked them; and I said, "I'll get back to you;" and went down deeper and deeper.

Joe: Wow!

Other: Had the sense...actually went SO DEEP that I FORGOT that we were going to do the journaling next and I was kind of HAPPY with the DEEP part. [Giggling]

Joe: Ah!

Other: But, the journaling then came to be something that SURPRISED me of what it was ALREADY HAVING IT. It's not if you'd asked me ten minutes before.

Joe: Yeah. I think you tap into a DEEPER place!

Other: Yeah!

Joe: Hopefully...at the white board place.

Other: Right.

Joe: The Z state. Anybody else? Yeah. Great.

Speaker: I just counted, so I couldn't think of anything, because I was busy counting. [Laughing]

Joe: [Chuckling] Well...that IS one function of the meditation that occupies your conscious mind.

Speaker: Yeah, right. Of course, the WRITING was VERY easy.

Joe: Good.

Speaker: The feelings were coming with it. The feeling came with the writing of actually having it and the EXCITEMENT of that! But, I didn't get to the white board.

Joe: That's OKAY! We're ALL striving for that! Anybody else? Comments?

Speaker: Coming out of the meditation, I was frankly almost AMAZED at how easy the writing comes. My NORM is it's usually tainted to get started. I don't know or why that is, but that WASN'T the case at all. If I hadn't have LOOKED at my writing and realized that I was going so fast, that I couldn't read it. I had to stop. It really coincided with...it became a convenient time to stop.

Joe: Sounds PERFECT. Did you want to say something?

Female: Yes.

Joe: I KNEW you did!

Woman: I actually went to a DIFFERENT place.

Joe: Oh?

Woman: The meditation I DID got me to the most peaceful place that I'd ever been. It was really neat because we had this finger phase, that it acted like an ANCHOR, like people talk about in NLP; that every time I want to go to that place I feel that I could go BACK there with THIS.

Joe: Yes. Good. Anchorage. Yes. Yes.

Woman: So, THAT was a nice thing to go to that meditation. When I start...I'm usually one of these people who are usually prolific and can write and write and write. I came out of the meditation and I couldn't write. I could help anybody in this room, but if I'd asked anybody in this room to help me, I couldn't do it. So, what I was writing was for HELP. I immediately ran into the stuff that was blocking me, that I hadn't been seeing consciously. So, I just sat there for the whole rest of the time saying, "Thank you. Please forgive me. I'm sorry. I love you." [Laughing]

Audience: [Laughing]

Joe: NICE!! Perfect, perfect!! Wow, you're getting a round of applause for THAT one. Another comment? It looks like there's one over here somewhere. Is this [Name]? Okay.

Speaker: She mentioned the anchor for NLP. If I recall correctly, it's Elman
Induction that does the counting backwards of the removal of the numbers.

Joe: Yes! Dave Elman!

Speaker: I noticed that similarity. Also, the meditation helped to limit the scrapped
sense of time and allow myself to go into the future tense, looking back.

Joe: Wow! Okay. I'm taking a deep breath because I'm getting inspired to do
something here. No, I'm not going to open this. I know I went towards it.

All: [Laughing]

Joe: I was THINKING about it. But, I'm not going to do that. Okay.

Since being with Dr. Len and taking the seminars and so forth, those of
you have read the book *Adventures Within*, that you all have a copy of
now, know that I've spent a lot of time in the self-development area, the
personal growth area. I spent a lot of time with a guru that was from India.
But with Dr. Len, there's been something of an AWAKENING. I haven't
talked about this before, at least not publicly, but I am seeing things
DIFFERENTLY.

One of the things that happened, was a workshop that I was just IN with Dr. Len, is that he asked me what was different with me, because he certainly NOTICED something. I said, “Well, the EASIEST way to answer is that everything is TALKING to me.” That means the walls. Those of you who were at the dinner, you know about him talking to the carpets and the room and hearing whatever he HEARD. So, I seem to be on that level or on that verge. So, as I am looking around the room, I see different things. I see things around you, for example...GOOD things. I’m not seeing anything negative. I don’t see anything negative about anybody.

I’m seeing all POSITIVE here, but you ALL have this certain halo...certain AURA that is very BRIGHT. Some of this, you probably already can pick up on an ENERGY level, because the group is VERY...ah, there’s a SYNERGY going on here. What’s the word I’m looking for? Somebody want to help? It’s what?

Female: It’s cohesive.

Joe: It IS cohesive, yes! ABSOLUTELY! You are all getting along perfectly. You are all talking together and sharing ideas and sharing business cards. The energy is on the same wavelength and it’s a VERY HIGH ENERGY. It’s a very high energy. When I was with Dr. Len and he was asking me

different questions, I was looking at things and saying like, “Well, the LIGHT SWITCH seems to be telling me something over there.”

He would say, “Yes.”

I would tell him what it was.

He would say, “Exactly!”

It was like he was getting the same message, you know?

Audience: [Laughing]

Joe: There was a woman there in the last seminar, who runs a martial arts studio. It’s called a Dojo. The business has been TERRIBLE. She was asking the GROUP for advice.

She was saying, “What kind of feedback do you get?”

Dr. Len turned to ME, and he SINGLED me out quite a bit, probably, because we are working on a BOOK together and we wants me to be sure to be involved in the WHOLE process.

I said, “Well, I think the business is DYING.”

He said, “EXACTLY RIGHT!” But I mean, not dying in the sense that dying and you can repair it, but dying because it’s GOING to be DEAD. She can’t survive THIS business! She can’t bring THIS business back to life. She has to LET this business GO!

As I was looking at this woman, she was wearing this SPIRAL neckpiece, a piece of jewelry that had a spiral on it. To me, it was MOVING at WARP SPEED. It was SPINNING like this [Joe is describing the spinning with his finger]. I pointed it out and said, “I don’t know what it means, but I see that this piece of jewelry is spinning. It seems to be a cleaning device. It’s cleaning YOU and NO doubt you are going to have to leave the martial arts studio and let it die a quiet death as you move on to something else.”

Again, Dr. Len says, “Yes! That’s EXACTLY what we were seeing.”

Now, when he says this, he says it instantly, like he wasn’t THINKING about it, it’s just...he HEARD you say the SAME thing that he was already picking up on and just confirmed it.

So, I have a lot of that going on. Again, when I stand up here and say it, it’s like, “Okay, I’m being very OPEN with everybody here and RISK

TAKING with everybody here,” kind of like Suzanne. You know what, Suzanne? I mentioned in an email that Dr. Len mentioned you. Do you know what he said? [Pause] He said that you are one of God’s FIRST TEN. God’s first ten. Now, we are NOT talking about angels in PARTICULAR here, though I regard you as one of my guardian angels. But we ARE talking about something, someone, or some ENERGY that has come into being VERY CLOSE, since the beginning of time. That’s a VERY WISE, spiritual, special place and person. He was singling YOU out! Yeah!

Surprisingly, she’s never ONCE asked me about that, because I sent her an email one day and said, “Yeah. Dr. Len mentioned you.” She hasn’t ASKED at ALL, which I think is a sign that you are PAST all that. You don’t even NEED to know.

Suzanne: [Inaudible]

All: [Laughing]

Joe: I’d tell you sooner or later!!

All: [Laughing]

Joe: You just didn't THINK that it'd be in a PUBLIC seminar on audio.

Suzanne: [Inaudible]

Joe: Right.

Nancy: [Inaudible]...a little black box someday.

All: [Laughter]

Joe: Yeah. Yes, Yes. So, of course, I pick up stuff with YOU all of the time and YOU pick up stuff. We hit it off. SHE [Nancy Wagner] interviewed me over in Wimberley with Chris. They came over and Nerissa and I were all there. I knew almost right on the SPOT that you almost had WINGS. That you're THAT angelic! Her questions are BRILLIANT! I still want you to do your radio show or teleseminar series or webinar, whatever that might be. Have you done any more interviews since then?

Nancy: [Inaudible]

Joe: Okay, I wondered about that, but I would ENCOURAGE you to, if you FEEL INSPIRED to! My OWN feeling is that you would be...you would be ROCKIN'! Yeah, and you have got FANTASTIC support there. Yeah.

We already know that whether Debbie Ford did the Spiritual Parenting book or not, you can STILL do the Spiritual Parenting book. It doesn't matter if anybody has done one or not, because you would still do YOUR version of it. Your version would come from a DIFFERENT place, especially if it's coming from the white board! This is going to be our own little secret code name...the WHITE BOARD.

All: [Laughing]

Joe: We're all been referring to, "I've been praying to the white board!"

All: [Laughing]

Joe: The white board says, "No." The white board says, "Yes." WHAT?
[Pause] So, does this all seem pretty weird? No? Jon? [Laughing]

All: [LOUD laughter!]

Joe: [Laughing] Just kidding!

Jon: I'm the only GUY with a support group!

All: [Loud laughing!]

Joe: [Laughing] Just kidding! Just kidding! I figure if it passes YOUR test, that I'm clean. I'm clear here. Yes? Did you have your hand up? Yes.

Male: Strikes me as weird.

Joe: Strikes you as weird, right.

Male: [Inaudible]

Joe: Keep Austin Weird. You're right at HOME!

All: [Laughing]

Joe: For those that don't know, that's the real motto for Austin is, "Keep Austin Weird."

Speaker: [Inaudible]

Joe: [Chuckling] Nerissa is pointing at HERSELF! What?

Nerissa: [Inaudible]

Joe: Oh! I CAN! I thought that was private between you and your guardian angel.

You can call this: a HYPNOTIC technique. You can call this: Joe channeling something. You can call this: me being psychic. You can call this: me being right brained. You can call this: the being in prep for my Tequila later.

Audience: [Laughter]

Joe: You know, just going off the wall. But ONE of the things that I told Nerissa, certainly after coming back from the last seminar with Dr. Len, is that I noticed that she had an invisible little KITTEN on this shoulder and that it was nudging her ear with its wet nose and whenever I point it out, look what she does. She relaxes. She smiles. A light is on in her eyes. So whether that....

I can't help but question some of this myself. So, whether I'm saying to myself, "Well, Joe, you're just being Milton Erickson and you're coming up with a hypnotic image that makes her smile, because you know you like cats." OR I'm saying to myself, "Joe, you are REALLY SEEING a kitty there." That could be her guardian angel. That could be some sort of spirit.

That could be...I don't know WHAT it is. But, see? She even turns her head or face over toward the kitty so the kitty could play with her earring a little more and KISS her nose.

All: [Laughing]

Joe: No matter what you THINK of it, doesn't she SHIFT?

Female: YES!

Joe: I think we should ALL have little invisible kitties on our shoulder. You know, when we are in arguments or in....

Speaker: [Inaudible]

Joe: Or puppies. She wants a puppy. You're welcome to have a puppy. You can have balance, too. A kitty and a puppy, whatever. But, you know, I see a kitty! I SEE A KITTY, right there.

There's a book that said, "Everything talks to me," and it was by a psychic. I don't know if it's still in print or not, but I remember READING in it and this was twenty years ago. I remember thinking, "Boy that sounds remarkable, but that sounds pretty INSANE at the same time." So, now

I'm walking around saying, "Oh, I can feel this car, or a person, or a room, or something, is tired or needs to be changed." I don't know how to describe it. It sounds pretty bizarre, I guess, and MY stepping OUT like this, I did NOT prepare to DO this. I prepared a MANUAL! [Chuckling]

All: [Laughing]

Joe: A TOKEN manual at that. I did NOT.... In fact, I was standing over here and I was getting INSPIRED to come DO that and I was like, "Oh! I don't want to do THAT!" [Chuckling]

It would say, "No, just go on out there and start saying what you are seeing and just start speaking your truth and so forth."

I was like, "No, I don't want to do that." That goes back to my whole fear thing. If I fear it, then I have to do it. If I'm thinking "No," but I *feel* like, in my heart, it's something I would be doing if I didn't have the fear, then I have to do it! I HAVE TO DO IT. So, I'm DOING it! Wherever it GOES, what you take from it, I have no clue. I have no control. "I choose, but I can't decide" -- Dr. Len's famous statement.

WOW! You all look VERY BRIGHT! [Joe has turned towards Deborah Stallings and asks:] What do YOU *think* after being on a cruise with me? You heard me from a MARKETING stand point!

Female: [Giggling]

Joe: She's been considering having me come up to Boston and speak to her group about business and marketing. I don't know if I'm STILL going!

All: [Chuckling]

Joe: She might say....

Deborah: I would still like you to come and ONLY talk about Marketing!

All: [Loud laughing]

Joe: Yes, "Joe, don't talk to the light switches."

All: [Loud laughing]

Joe: "Don't talk to the audio equipment. Don't talk to the floor, but talk about sales and marketing." Yeah. What?

Female: [Inaudible]

Joe: You've got a DEAL! That's a DEAL! Alright, I like that. That's clarity!
That's clarity. [Pause] I have a couple of other gifts for you that all tie into
ALL of this.

Have ANY of you read a book called *The Vibrational Universe*?

Nancy: [Inaudible]

Joe: Wow! That's.... I hadn't SEEN this book. Nobody else? Just the one...just
Nancy? *The Vibrational Universe: Harnessing the Power of the Thought
that Consciously Creates Your Life!* This is VERY MUCH on the WAVE
LENGTH of *The Attractor Factor*. It's a longer book. It's a little bit more
of a heady book. It's a different book. My story was a very PERSONAL
story, as you know, after READING it. So, this is more of an intellectual,
kind of a Quantum Physics overview of it, but it's STILL a great book. I
like it enough, that I bought a copy for everybody.

Yes! So you will all have that, *The Vibrational Universe*. Kenneth James
Michael MacLean I've been in contact with, too. I've never met him, but

again, it's all coming from *the Attractor Factor*, about your thoughts filling in certain reality.

The OTHER book, I'm pretty sure that nobody here has, *Living Reality* by James Braha. Anybody? Yeah! I could have guaranteed that you wouldn't have had this book. THIS book, the subtitle is: *My Extraordinary Summer with "Sailor" Bob Adamson*. I do not know Sailor Bob Adamson. He is from Melbourne, Australia. For those of you have been or those of you from Melbourne, may have HEARD of him. He is considered to be somebody who I will say is enlightened. He would probably say he is One with the Divine.

He's probably along the lines of Dr. Len. Since there is NOT a book yet about Dr. Len...I am currently writing it with him, of course...this is the closest thing that I can get TO it. *Living Reality* is about James Braha, who is a Vedic Astrologer. He is a very FAMOUS Vedic Astrologist. Some of you know, if you've read my writings or heard some of my recent speeches, I love Vedic Astrology.

Western Astrology is much more general. It talks about the psychology and the personality of you. Vedic Astrology goes right down to dates, times, places, such and such is going to happen during this week long period on or around such and such a date. They're VERY precise. They're

VERY convincing. After I've done a couple of readings with Joni Patry at the Galactic Center in Dallas [214-352-2488], in DALLAS by the way...WONDERFUL READINGS by HER, I found out how accurate, how AMAZINGLY accurate she's been. I've had OTHER readings done for myself. I've had a reading done for Suzanne at one point. Nerissa has had a reading done. Because Joni has recently, this lady doing the Vedic Astrology, has recently contacted me saying, "Joe, you are about to be offered some GIANT television program and we need to talk about it." I'll be talking WITH her on Tuesday to find out what's coming.

But they are VERY different than Western Astrology. Western Astrology is much more vague! You have these characteristics. Vedic Astrology is much more precise!

James Braha is a famous Vedic Astrologist. His book is not about Vedic Astrology. It's about his time with this guy who is basically living in the moment. So it's a VERY eye opening, sometimes hard to read, because he's coming from a very different place. He's coming from the White Board. He's coming from Source.

So, I'm giving you this. I've BOUGHT copies of this and almost ALL of them are autographed by James Braha. Yeah! I might be short one or two, depending on what the count of the people is here. But almost all of them

are.... I bought them directly from him and I asked him to sign them. So, you'll be getting those. I want to make sure that Craig gets his, right there. Beautiful! Yeah.

So, as we are on the last hour of the day, or the last 45 minutes or so, before we break. Is dinner at six or seven? Is it seven? Dinner is at SIX! Okay and dinner is at the other place where we were at.... No? Is it over there? Dinner is back over there. Okay. So, it's THAT way at six.

So, I want to kind of get...take your temperature, so to speak. [Chuckling]
Where I am at is.... [Pause] What did I DO? [Chuckling]

Female: [Inaudible]

Joe: Yeah!

Female: [Inaudible]

Joe: WONDERFUL!! I think that this is one of the GREATEST gifts of all! Craig and I were talking at lunch that it's all about BEING IN THE MOMENT. Everything happens in the moment. Even when you are thinking about the past, you are doing it "in the moment." If you are

thinking about the future, you are doing it “in the moment.” So what you want to do is be totally AWARE of THIS MOMENT where you are AT.

Wow! That’s...that’s a home run!!! [Chuckling] Yes?

Speaker: [Inaudible]

Joe: Well, I GOT IT, but I don’t know if anybody.... This is why I want to take your temperature, so to speak, just to find out where you are at. THAT’S WONDERFUL!!!

Speaker: [Inaudible]

Joe: YEAH!! In fact, you get an extra coin! [Chuckling] There you go!

All: [Laughing]

Joe: Anybody else in the moment? Because, I’ve got more coins!!

All: [Laughing and clapping]

Joe: [Chuckling] I’ll BUY your way into the moment!

All: [Laughing]

Joe: Nothing like money to make us talk, huh? Yes? Yeah.

Female: [Inaudible]

Joe: Oh, that's interesting. She asked if I've found anymore unpublished work by Neville. Neville, who...I have books of here for you, I think. I thought I did.

Neville is the guy who inspired me with the Nevillize Your Goals in Step Four [of *The Attractor Factor*]. I've told many of you about them. MOST of his books are IN print. If you go to www.Amazon.com and you type in "Neville" you will see several books, including one that just came out within the last few MONTHS, which is a collection of some of his very tiny book collections that were put together.

The ONLY book that I was lucky enough to find was his very first book, called *At Your Command*. *At Your Command*, as far as I know, was the VERY first book. He basically said, the Universe is at YOUR command, tell it what you would like to have! What's interesting about Neville is that according to the latter part of his life, he CHANGED his feelings about that and he's more in the direction of where I have been going. It's like,

you can go ahead and say that the Universe is at your command and PETITION IT, put your request in, for it to give you things or to make things happen, but you have to be in a state of LET GO, because it may have something MUCH, MUCH BETTER for you. So, he was MORE in alignment with just letting go.

He was more in alignment with Dr. Len, actually, in his LATER years.

I just recently bought on eBay a 1960 LP, an oversized album, a 33 1/3 at that, by Neville. There are two talks by Neville ON this thing. It's in PRISTINE condition. It's AMAZING what you can find when your intention is out there FOR it. I collect Neville stuff as well as I do P.T. Barnum and a few others. I THINK I have the Neville book over there. I have to look, because I have some other things for you and I'll go find them shortly.

But, thank you for that question! Thank you for that question. I don't know of any other works. But there's a lot of people looking for his stuff and putting the audio online. If you do a "Neville" search on eBay you'll find some things as well.

Speaker: [Inaudible]

Joe: Yes. There IS a woman in Los Angeles who has BOXES of reel to reel and cassette tapes. She told me that she had NO IDEA how to take those and put them on CD. She said, “I have no idea. I don’t even know where to find a reel-to-reel player.”

So I said, “If I find a reel-to-reel player, will YOU put those on CDs, and I’ll tell you how, and GIVE them to me?”

She said, “Yes!”

So, I went on eBay. I found one. I bought it. I shipped it to her. She’s been AMAZINGLY forever GRATEFUL. She’s in the process of taking all of those boxes and turning them into things we can LISTEN to. Yeah.

So, how about rating this...of the event so far? Meaning on a scale of one to ten, one meaning, “You NEVER should have come.”

Audience: [Laughter]

Joe: Ten meaning, “You are SO off the charts - “zippity-do-dah” – fantastic - feeling wonderful - that you are going to slip me a THOUSAND bucks or Tequila or something really juicy, to say, “Joe, I really want to give you more like that, but you never asked me.”

Audience: [Inaudible]

Joe: FIFTEEN!?! TWENTY!?! Fifteens and twenties, REALLY off the charts!!
Because what I was going to say is that if this isn't...if this isn't.... I can't
even talk after hearing that.

If this isn't a nine or a ten, we still have time; you can tell me what you
still need to get. What do you still need to hear? What do you still need to
experience? What do you still need to feel? We still have all of tomorrow.
We have guest speakers. I have more surprises. I, of course, am going to be
here SOME of the day, depending on how it goes.

Female: [Laughter]

Joe: But, for the most part, here's your chance. If it's not a 9 or a 10, what are
you missing? I've already heard, some of you think it's a fifteen or twenty.
Uh-oh, here we go! [Chuckling]

Speaker: [Inaudible]

Joe: Oh, INTERESTING!! She said that I could get this to a twenty and I don't know what the twenty means. Yeah. She wants to know the direct connection between the coconut and the Divine. Okay.

When I was with Dr. Len, last weekend, in one of the PRIVATE moments that I had with him, I told him about going through this weekend. He said that one of the things that he wanted was a list of everybody's names.

Don't you remember, Suzanne, he did that for US, for the people going to the dinner? He wanted a list of everybody's names. He wanted to know where it was being held, the time of day, the place. He wanted to do his reading on it. He wanted to do his CLEANING on it. So, I asked Suzanne for a list of the names. I gave it to Dr. Len. He spent time going through every one of the names, all of YOUR names. So, he's met you on some level.

He said his cleaning and so forth. He wrote back to me and he said, "Have everybody eat shredded, organic coconut." He said, "It will help you re-connect to the Divine." [Pause] Now, he is the first to say that some of the things that he says are crazy.

All: [Laughing]

Joe: When I got in the car with him, when he was taking me back to the airport, he said that he saw a wreath around my head. He said, “Not like thorns or anything...he said more like what Ceasar or the Roman Empire people might have worn -- Gladiators...NOT Gladiators, but what the ROYALTY might have worn. He said, “It looks like they’re leaves.” He said, “That it looks like it’s actually folded MONEY and it’s moving.”

I thought, “Okay, I don’t see nothing,” because I didn’t see what HE was saying.

After he said it, he paused for dramatic emphasis, I guess. He said, “Okay, NOW we can drive to the psychiatrist, because this is what Schizophrenics say or Schizophrenics see!”

Audience: [Laughing]

Joe: Which is very interesting...of course, he’s a DOCTOR! He’s worked WITH those people. So, I just take it on FAITH. He says, “Get the coconut.” I asked Suzanne, “Can you find a place that has coconut and bring thirty-something bags of them?” [Laughter]

All: [Laughing]

Joe: So, the person probably looked crazy at HER when she was asking for thirty bags of this or buying it in bulk. So, all I know was that he had made that request. It was VERY simple to implement. I thought, “What the heck?!” Coconut in the morning!

Of course, from a LEFT brain standpoint, a few people pointed out that eating coconut is not only GOOD for you but it can help you LOSE weight because there is some element in the coconut sap. Somebody...he [Jon Benson, author of *Simply Eat!*] may know better...Jon may know better about that...that helps you actually lose weight. It’s metabolizing something in the body. I DON’T KNOW. All I know is Dr. Len said to: “Have them eat coconut.”

Speaker: [Inaudible]

Joe: Yes, and look how it’s worked, because you have ALL been clear from the moment that you’ve arrived! Even at dinner last night, because I wasn’t sure how that was going to go. It wasn’t very long. You were just meeting each other. Everybody’s just buzzing. I said at one point, “Just listen to the chatter,” because all of you were SHARING. You were talking. You were exchanging information, ideas, business cards, whatever it happens to be. So, SOME clearing has taken place on some level! I KNOW of THAT ONE! YEAH!!

So, I got a 20 out of the class then? WOW, man!!! I don't think I've EVER had 20!!! Yes?

Male: [Inaudible]

Joe: Can you be more definitive and give me SOME kind of example?

Male: [Inaudible] For example, when you are not completely sure that you are clear about what you want for the next year, how do you work with that in getting completely clear?

Joe: Okay. I don't think you need to KNOW. I don't think you need to KNOW what you want for the next year. I think that what you want to know IS what is going on in this MOMENT!

I know that in the Japanese culture, they talk about setting goals that are 300 years out! Man, I can NOT FATHOM it!!! I have NO IDEA where they are coming from, HOW they've pulled it off. That's a different culture. It's a different mentality. I don't know ANYTHING about that.

I REALLY believe that it's in THIS MOMENT that you are CHOOSING, based on INSPIRATION on what's next for you. Out of this moment, something ELSE is going to come, you will choose again.

I REALLY believe that this is a lot like when you drive your car at night. You have your headlights on. You can ONLY see 100 yards or 100 feet or whatever it is down the road. But, you drive that little bit of distance and you can see the next 100. You drive that little bit of distance, you can see the next 100. So, you are taking it moment by moment.

Male: So if I get it clear, you have to be...you have to feel your goals for each moment -- for the MOMENT that you are living, forget about the goals for the three months ahead or six months ahead?

Joe: Okay. Well, I like what you are asking, because I like where it's coming from, but I think that we're getting a little too "heady" over it. I think it's more a matter of being in this moment and choosing what would BE FUN for you to have in the next few moments! Whether that will be tonight, next week, the next three months, as far down the road that you SEE. But at the same time, as you do that you WANT to be open to feedback. Because you may say that "I WANT a goal of having something happen by ONE YEAR from now" -- whereas in three weeks or six months or

eight months from now, you'll see THAT IS NOT what you want! You have to be flexible!

How many of you decided on your career when you were a teenager? You were in high school and you decided on something. I want to be a doctor. I want to be a baseball player, or whatever it happens to be.

It was Wayne Dyer that pointed out that you were an IMMATURE teenager who was deciding your entire life's direction when you were 15, 16, 17, 18, or earlier in college. OF COURSE you can re-look at it later! You know? You're wiser. You've got much more experience, much more training, education; whatever it happens to be. Take another look. I would say that it's the SAME thing.

Yeah. I don't want YOU or myself or ANYBODY to be CORNERED into doing it a certain way because you made a decision for that two years ago. It's OPEN for new input.

Other: [Inaudible]

Joe: Absolutely! Absolutely! In fact, I was going to begin this event.... You know that I told you that I came unprepared -- and in my head I had SO MANY OPENINGS, so many ways to START IT, and I thought, "Boy,

I've got an opening. I've got like fifty of them, but after I get through the opening, I don't know what's going to happen next. So, it's entirely free form."

I remember thinking to myself, "One of my openings could be something to the effect of "...uh-oh, I'm losing it already. Shucks! Well, maybe I'm not supposed to tell you!"

What were we just talking about? [Chuckling]

Others: [Inaudible]

Joe: WOW!! It's LEAVING!!

Female: [Inaudible]

Joe: THANK YOU!! That TRIGGERED IT!! Geesh!! I swear I've not opened the Tequila! I've been eyeing the Tequila, if by osmosis it's probably empty by now just from OSMOSIS!!

All: [Laughing]

Joe: So, one of the questions that I was going to ask...THANK YOU, because that triggered it...and it's a question for YOU: Can your life be changed in a MOMENT?

Others: Yeah!

Joe: Yeah! I believe that ALL of you would AGREE to that. I see everybody nodding their heads. Not everybody on the OUTSIDE out there would agree to that, but I know that there have been MOVIES that are an hour and a half long, not JUST *The Secret*, but some other mass popular movies that I've seen.

Back to the Future was one of them that deeply influenced ME.

It AWAKENED me that what I do NOW is going to change my ENTIRE LIFE from here on out!!! The decisions I make in THIS MOMENT, I've got to change the following moment. It came true for me when I watched that movie and realized, "Wow! He went back in time and changed one thing and LOOK what happened!"

So, I wanted to BEGIN this by pointing that out, this WHOLE weekend.

I'm only saying it now for the "funzies"...I guess, because you are already past this...because we are ONLY here for TWO DAYS, but YOUR ENTIRE LIFE CAN CHANGE IN A MOMENT!!!

So, yes, all the goals and everything that you've been focused on, they can change. They'll be re-assessed. You'll have NEW feedback and decide to go in a NEW direction. YOU may wake up in the middle of tonight and have a NEW idea of where you want to go, possibly around 3:03 in the morning.

All: [Laughter]

Joe: [Laughing] Aw, what a GREAT group! Okay, other questions or comments? Anybody NOT at a nine or ten? I wanted everybody to be at a nine or a ten for six [o'clock]. Nine or ten on the rating system. I've got some....

Female: Or higher!

Joe: Or higher. Well, thank you! That's right, I've never said, "Or higher."
Nine or ten or higher. I've got a new way of stating it now.

Female: Listen to the white board, Joe. [Chuckling]

Joe: Yes. I've got a new way of stating it now. Did you have your hand up, Chris?

Chris: Yes. Well, first of all, I really liked the idea of what you were just talking about -- what you were going to focus on with the headlights. It's something that I've struggled with. How many people here have heard of, "If you don't plan, you plan to fail"? Have you heard that...your goals? Very traditional. I've always struggled with that.

You'll say, "Well, what are you doing in five years?"

"Well, what the hell do I know?" Right?

Audience: [Some laughter]

Chris: It seemed like the wrong answer for those people. They'll say, "Well, you're planning on going nowhere."

I know that WE'VE talked about this before. I thought that I'd just bring that up and see what you were going to say about that.

Joe: Oh, sure. Yeah. What? More than we've already talked about it?

Chris: [Inaudible] Well, what we are talking about is that we have the vision of following the headlights and all of that. What would you say to someone

who was to say, “Well, that flies in the face of ‘if you don’t plan then you plan to fail essentially?’”

Joe: Okay.

Chris: That specific idea. I just was INSPIRED to say it. I don’t specifically agree with it myself. I just thought I’d bring it up.

Joe: Okay. Yeah. I’ve asked Dr. Len things of that nature about planning and expectations and everything in that domain. He’s VERY MUCH of the mind -- NO expectations, NO planning -- I just show up!

It’s much like the luxury car salesman, Annette Marvin. He says, “I just show up and I’m cleaning all of the time, ‘I love you. I’m sorry. Please forgive me. Thank you.’”

Constantly cleaning, constantly touching his little CEEPOT button to remind himself about the cleaning. That’s ALL he IS DOING!! There is NO, “I am planning for today. I’m planning for this week. I’m planning for next week.” When he gets up in the morning, there is SOMETHING of a plan there because he knows that he has to be at work at nine or ten or whatever it happens to be, but BEYOND THAT, he’s not overly planning it. He’s ALLOWING ROOM for the Universe to move or the Divine to

enter and INSPIRE us to go in a different direction. Yeah? That's what I think. Yes.

Amy: [Inaudible]...just a little more because...since experiencing this a couple of weeks ago and now at a different level, deeper, I haven't...all my day-to-day stuff has really just fallen away. When I mentioned just a little more ease with the kids, which is really WONDERFUL, yet, I'm really NOT inspired or wanting to do what I've been doing and I'm doing nothing.

There's a little bit of the ego and panic of, "I've got to make money. I've got a FAMILY to feed, my HUSBAND needs SUPPORT and I, in a way, just want to keep PRACTICING in RELEASING. Yeah, and not be doing the things that I've been doing. Can you talk to that?

Joe: If there's a goal... [Laughter]

All: [Laughing]

Joe: There you go. Hold onto this. That'll make you feel better.

All: [Laughing]

Joe: I TOTALLY understand where you're coming from. I keep standing over here so EVERYBODY can see me, in case you are wondering why I keep BACKING over here.

A couple of things that are going on...one is...again, this is coming from Dr. Len and also you are hearing different spiritual traditions. The ONLY GOAL that we are supposed to have is to go back to the white board. In other words, SEEK THE KINGDOM OF HEAVEN FIRST and all else is added TO US. That is a Christian way of defining the same thing...what Dr. Len and others are saying is that, "We want to go to the Source."

From Source, everything else will happen. From Source, we will be inspired to hold a manifestation weekend. We will be INSPIRED to find the special hand painted books and get them for everybody here. You know, any NUMBER of things may happen, from being inspired and being ONE in the moment with the Divinity.

I already know a LITTLE bit MORE about what you, from what you shared last night! I don't know about the story of doing just some of the things that you don't want to do anymore. But I ALSO KNOW that you have a PASSION for that ebook, that you have there at -- about the Feng Shui for Bedrooms, a very HOT, stimulating subject in a lot of variety of ways. I gave you an idea last night on how to promote it!

Yes, she's going to hold it up. This is her infomercial moment. *Change Your Room, Change Your Life* and I sensed a lot of passion coming from that.

I find that PASSION is a good indicator to where your connection is to the Divine. I'm not quite sure how to EXPLAIN that, but we've all heard people like Joseph Campbell saying, "Follow Your Bliss."

I say, "Follow your ENTHUSIASM. Follow your PASSION." That's your INNER COMPASS telling you that's the direction to go in. That is what I have been pining to be the answer, the Source. It MAY involve schematic change.

It may NOT involve schematic change, but if you are AT SOURCE, you are AT PEACE during this schematic change, because you are in the center of the cycle, so to speak. Yeah. Does any of that make you feel better? Okay. Good. Well, HE [Jon] just raised his hand, so it may ALL be RUINED!

All: [Laughing]

Joe: [Laughing] I'm glad that you can take it, Jon. [chuckling]

Jon: Yes, I'm going to beat you up after this tape.

Joe: Right, right [Chuckling]

Jon: I was going to speak to...not to shift subjects here, but to speak to the question about setting goals. This is kind of the question back to you, Joe. What do you think about the concept of rather than saying, "Where am I going to...? What do I want in three months? What do I want in six months?" Because I'm like, "Who the hell knows, right?"

"How do I want to FEEL in six months? What feelings do I want to have manifested in my life and what kind of contributions do I want to see FROM those feelings in others, not necessarily goals," but just those are just like more FEELING based? Is there any thought on that?

Joe: Yeah. I thought I would DIRECTLY go with the FEELINGS, even when you are writing in the magic journal that we all have.

Yes. [Chuckling] I thought you were pretending to be the Pope there for a second. "God Bless You."

Female: [Laughter]

Joe: “God Bless ALL of You.” [Pause]

FEELINGS are where your CONNECTION is. It isn't THOUGHT! That's why meditation is not what you THINK! The FEELINGS are going to take you up a closer step to SOURCE, OR when you are writing in your manifestation journal or your magic journal or whatever you end up calling your little baby here -- but what you want to do is COME FROM FEELING. It's not so much the THOUGHT. The thoughts might EXPRESS the feelings, but the FEELINGS are FAR MORE IMPORTANT! The FEELINGS are the FIRE, the EMOTION that ACTIVATES the very THING that you WANT.

I think, from a BIOCHEMICAL standpoint, feelings send a message into your subconscious mind or your unconscious mind that it's IN there and gets NOTED. It gets lodged, better than just saying the WORD. So, the FEELINGS are FAR, FAR MORE IMPORTANT.

That's why when you are WRITING this, you want to write it WITH FEELING, as though it's ALREADY DONE!! That's your REQUEST to the Divine! You're petitioning it, saying I'd LIKE it to go this way, or if you've got something better for me, I'm OPEN to it!!

Speaker: [Inaudible]

Joe: I THINK SO! Yeah. I think so. I think is more of the ESCALATOR THROUGH LIFE approach! Yes. You get a mic.

Female: The goal setting and the dates that you were talking about in the magic notebook is to NOT date it. That's the FIRST thing I did. I dated it a YEAR from NOW and it's like OH! I scratched that out. Then, it's like I can't say a year from now, because that puts me in the NOW thinking of a year. So, I'm having a hard time....

Joe: Oh! But you CAN do it that way. You CAN if you want it. If that FELT FINE for you and you seemed to be inspired in the MOMENT then you CAN do it that way.

When I did the Vision Statement for the Mental Toughness Institute that I was in, they had us write a vision of how my life is one YEAR from now... they had me DATE it one year from today! Is today the 20th or the 19th or something? So it'd be one year, 2007 on the same day. I would have written out my whole vision of how I would have wanted it to have passed over the last year. You CAN do it that way.

Female: Okay, so maybe I should say, “One year from Today’s Date.” [Pause] Oh, just write the date!

Joe: You can write the actual date of one year from today.

Female: Oh, okay, alright.

Joe: So, if today is May 20th or whatever it is, you can say 2007. Yes, 2007. Yes?

Speaker: I just...I have a question to see if you can connect with practical to the clear blue sky? So, if money knows ACTION and we want to CLEAR things and we don’t want to get wrapped up into projecting too far ahead goals because we are sticking to the feelings, it seems to me that a good way for me to be in the moment but also feel...not let any resistance come up because I’m JUST in the moment. That if I’m doing the “I love you,” and CLEARING and tuning into the white board to just be...the word that comes to mind is “a blank slate” and let it come, then that’s a way IN THAT MOMENT that I can let the goals, because that’s the inspired action. Probably goal is the wrong word. It has too many connotations as charged. But, LET the inspired actions come and THEN put in the money loves action or prosperity or abundance or whatever it is and then, when the inspiration comes, THEN I take the action. Would that be...?

Joe: Yeah, you take the ACTION when INSPIRATION comes. So, in other words, how do I express that? You've stated your intentions. You've written out your magic journal. You are doing your best to be at the white board, the Z zone, whatever you want to end up calling that place and you are ON THE ALERT at that point. You are on the alert, which ALSO ties into being in the MOMENT. You want to be in the moment ALL of the time, not that ANY of us ARE, but that's our GOAL, if there IS a goal, if you want to be in THIS MOMENT!! That's where everything is happening, here. But you are on HIGH ALERT wondering, "WHERE is it going to be coming?"

It might come from something somebody says here. It might come from one of the books you are going to end up reading over the next few days. WHEN it comes, when you NOTICE that the person has SHOWED UP or that the item has showed up or the clue has showed up, THAT'S when you take ACTION. But you only KNOW that because you have that INNER CONNECTION to that MOMENT and to your GOAL that says, "THIS is the SIGNAL."

Female: [Inaudible]

Joe: Can you give me another example in terms of marketing?

Female: [Inaudible]

Joe: Yeah, yeah. That's REALLY GOOD! I LOVE that question, because this goes into a whole different area of...Wow!

I am VERY INTUIVELY DRIVEN when it comes to marketing. Even though I am incorporated, I have my company Hypnotic Marketing, Inc. and all of that. I tell people that I am a SOUL proprietor, meaning SOUL proprietor. I am VERY AWARE of my connection to the white board, to Divinity at ALL moments.

So, when people come to me...and you can imagine that I'm getting all kinds of people. Suzanne can tell you better. They are contacting me either directly or through her for JVs, for proposals, for ideas, for business arrangements, for all of this. I AM ALWAYS LOOKING WITHIN MYSELF for THE SIGNAL. I am ALWAYS looking to say, "Is THIS the one? Do I go with THIS?"

There was a guy recently, Craig help me remember his name...is it Spencer? Spencer somebody, who did this video campaign...he came out of nowhere. He promoted a whole bunch of things. Sterling...I had his name...Sterling Valentine! This guy came out of nowhere! A lot of people

come out of nowhere and they contact me or they contact Suzanne and I DON'T get B.S. I don't get the feeling, so my common answer is that, "Tell them I'm busy. I can't get to it. I'm booked for a long time," which is also TRUE!

But if I get the "YES" that says...(like Sterling Valentine), I'd never heard of this guy before, but there's something about the email. I thought, "An email is pretty bland. How can you pick up anything from an email?" SOMEHOW, psychically, intuitively, however you want to call that, I pick up something that says, "Hey, follow through. Follow through on THAT one!" Well, I HAVE to follow through on that one. That's my AGREEMENT to the Universe. They are sending me the signal, I follow through.

I follow through with THIS particular guy and he turns out to be an INCREDIBLY WONDERFUL person, VERY CREATIVE, very FUN loving. He has taken the time to know more about ME, so that when he sent a picture of himself, he sent a picture of his CAT, knowing that Nerissa and I like cats and that I would look at it and I would LAUGH! So, when he wanted a picture of me to promote his website, I sent a picture of one of OUR cats! We just had this PLAYFULNESS that was going on! ALL of these were further signals that this was the right track to be on!

I do that with marketing. People will send me something and say, can you mail this on the 21st? Or, we had to do a mailing...I think it was yesterday for Mark Joyner for his book campaign, which went to number ONE almost INSTANTLY, by the way, his book *The Great Formula*. I get one from Mark who is saying, "Can you do this mailing on the 19th?" EVERYTHING says YES! Everything based on past experience with him. Everything based on my own marketing know-how AND my intuition, saying, "Yes! Go ahead do that!" Somebody else's....

There was another one RECENTLY doing a similar campaign. This guy had all kinds of people lined up BEHIND him. He ended up going to number one too, on the Amazon campaign, but for whatever reason...I got a, "No." So I did NOT support him. I did NOT promote his BOOK. He was VERY nice about it. He wrote me a nice little letter. He thanked me for taking the time to consider it, which I LOVE. I HATE it when people write back and they are really UPSET because I chose NOT to...not to support that.

But, I am coming from that connection to the white board...that connection to the Z state. However you want to call that...that is telling me, "Do THIS project. Don't do THAT project. Do THIS email. Don't do THAT email." What RATIONALE is behind it? If I was backed into a

corner I'm SURE I could come up with LOGICAL reasons of SOME SORT that you would buy, but it's REALLY coming FROM ME!! It's coming from me being in touch with myself and my Source.

That's how I do it from a Marketing Standpoint. I do that SAME thing. I'm SURE that some of you are AWARE of this or are concerned or are curious when it comes to WRITING SALES LETTERS. My SALES LETTERS ARE INTUITIVELY WRITTEN! I spend a LOT of time on them. I DID NOT on the Manifestation Weekend one, I've already admitted that!

All: [Laughing]

Joe: [Laughing] Everybody knows! But, at the SAME TIME, even the Manifestation Weekend letter, even if it didn't factor in ALL of my copywriting basics, my connection said, "Send that!" Obviously it still WORKS!

So, you can STILL VIOLATE some of the principals of what's going to be called GOOD COPYWRITING IF you are CONNECTED to the SPIRITUAL SOURCE and you end up doing SPIRITUAL MARKETING, going back to the early title of *The Attractor Factor*. When you are doing

Spiritual Marketing, hey they may complain that, “That letter wasn’t the best work, Joe,” but they still showed up! They still bought! Yes?

Speaker: [Inaudible] In my Magic Journal, I had actually written down that I wanted to MEET you. So, when that email came across, it WAS SO bizarre to me, because: A. I just got the feeling that I don’t think he DOES this -- this is NOT something he really DOES -- but I immediately knew I needed to go, even though I had real reasons not to go. But what’s interesting about that email, because just thinking about it, is that if you spend any time on the internet these days reading the different people, that maybe you are wanting to learn. Oh, let me see. I get to the point where they all just start to sound the same.

Joe: Yeah.

Speaker: I know that’s probably going to be...there’ll be a demise around that somewhere because I notice it the more I take in. Then I get to a point where I just don’t want to hear it anymore. I don’t want to read it anymore. It’s ALL just a little different product but they all basically sound the same. But, THAT email did not. It just felt very REAL to me. It was SO CLEAR, that it just felt like...I don’t know...having a facade fall away or something, because I don’t...or since I didn’t know you... I just was able to connect in a very... It wasn’t because it WASN’T the pitch ...there was

just something about it, so you know, for whatever it's worth, it was very great.

Joe: Yeah. In *The Attractor Factor* and *Spiritual Marketing* I talked about marketing pieces that were LIKE that. You know, people SHOWING UP at seminars based on a poorly done flier. [Pause] Yes? Ditto what she says? Yes. [Chuckling]

So there's MORE than what's actually being written and I've said this in *the Attractor Factor*. There's an energy that's going in there, but going back to what YOU are talking about, that energy that's going IN there is coming because... NOT Joe PERSONALLY, but Joe's CONNECTION to the DIVINE coming through. It's COMING THROUGH!

It's coming through saying: "This is the next thing for you to do." Then, it's either me saying, "No, I'm not DOING it," which I'd block the whole flow off. I think that there ARE penalties and consequences if you DON'T let the flow come through. So, to the best of my ability when it's coming through, even when I'm busy saying, "I don't want to do another seminar," I said, "Okay, tell me what to do."

It said, "Send out this email." I sent out this email and there's enough of a VIBE IN IT, because that's NOT through ME, that's not connected to ME,

it's connected to me to the Divinity touching the connection of the Divinity in YOU to the Divinity. There's that WHOLE loop that comes together.

This is like metaphysical copywriting.

All: [Laughing]

Pat: [Inaudible]

Joe: Very good! I've got to go get the domain name!! [Laughing] You've got to watch Pat back there. Pat grabs domain names quick! So, www.metaphysicalcopywriting.com Pat now owns it! [Chuckling]

But, that's kind of where it is for me. I DON'T ALWAYS talk about it that way. Because it's like when you're going to invite me to come and speak about sales and marketing, I won't talk about it from THAT angle, not unless you tell me that they are going to be OPEN to it!

But, I will probably be open to them about the basics, how to do it from: here's how to write the headlines; here's how to write your first paragraph; here's how it looks when it's all said and done; beware of the margins. You know, look at all of those. I might SNEAK IN something like, "If you don't sincerely BELIEVE in your business, it's going to show up, no matter what word you put there!" But, I WON'T directly talk about, "Well,

on a psychic level and the quantum physics area...” they are going to pick up that your energy is not in alignment with them. I won’t go THERE. So, it depends on the audience.

But, I’m GLAD that you brought that up because that really IS a SECRET to HOW I DO BUSINESS. I have found that I have to cut OUT all the things that weren’t FUN for me!

Suzanne heard me speak, was this at the library where I talked about the tax stuff?

Suzanne: Yes.

Joe: I spoke at the Library in Wimberley and I was telling people there that my INCOME went UP like FIFTEEN TIMES what it had been, when I QUIT trying to do my own taxes, which was a TREMDENDOUS DRAIN on me, but it was JOE trying to CONTROL everything. I got incorporated. I went to incorporated attorneys. Then I turned over the books to their bookkeepers. Then I suddenly REALIZED when I looked, “Wow! Where’s ALL this MONEY COMING FROM?” Even THEY told me recently when they were filling out my taxes, like, “He’s got some GOOD YEARS coming here!”

Female: [Laughter]

Joe: They said, “You ought to open up and spend some more of your money!”
These are TAX ATTORNEYS, Corporate people, telling me to GO OUT
AND SPEND MY MONEY! This is coming from ME, I think cutting the
cords that WEREN’T FUN for me to do that were a DRAIN on me, giving
it to the people who DO think it’s fun, so that I am free to be in alignment
WITH the Divine!

The Divine is saying, “It isn’t fun for you to do the taxes, so why in the
world are you doing it?” There ARE people in the world who consider it
FUN!” Give it to THEM!! [Pause] Suzanne recently heard that, “You’ve
turned it over or you went to some bookkeeper.” Yeah.

Speaker: [Inaudible]

Joe: Yeah. Wow!! See? It’s beautiful! There’s some practicality to that, but
there’s something about on an ENERGY LEVEL, you are taking BACK
YOUR ENERGY!

Speaker: You’re letting them share your gifts.

Joe: That's EXACTLY right! You are letting them SHARE your gifts! You want to FIND those people who regard that as FUN and let THEM do it!
Yes. Go ahead.

Female: Well, first of all, I'm excited about what's going to happen next week.

Joe: Oh?

Female: There have been some real SHIFTS and some CHANGES within me PERSONALLY and I think WITHIN the room! I would request, if it's applicable, that we could submit to Suzanne some of the RESULTS of this weekend – the so what? So what happened? Then, she could share with you or the rest of us.

Joe: Oh! Is that okay with you?

Suzanne: [Inaudible]

Female: Now, I've gotten excited! I want to write her and say, "You'll NEVER believe this!"

All: [Laughter]

Joe: I like that. Isn't THAT the GOOD FEELING right THERE?

Female: Oh, [squeal in descending tones]

All: [Loud Laughing]

Joe: That's it!!

Female: She'll never believe it!

Joe: Yes! I love it. I love it. That's beautiful. THAT'S the FEELING to ANCHOR RIGHT THERE!! FOR ALL OF US!!!! THAT'S THE FEELING! I CAN'T BELIEVE WHAT HAPPENED!!! Imagining it from next week!

Other: [Inaudible] It would be helpful if most of the wordings of Dr. Len's talk. He did that diagram of where we go up in order to come back down in a loop.

Joe: Right.

Other: That would be helpful if we could hear more.

Joe: Okay. I think I'll do that tomorrow, because I may want to refresh myself on that before I go and try to draw these little drawings up there, but I understand where you are coming from on it. Yeah.

Okay, we are down to the wire here. What do you want to do the last fifteen minutes? Do you want to break early? Do you have some questions? Do you want to tell jokes?

Unknown: [Inaudible]

Joe: Yeah. I DO have a couple of books over there. Anybody want to help with those? Yeah. Any of the books over there could be handed out.

Unknown: [Inaudible]

Joe: The ones that say, "Don't Touch." Yes!

All: [Loud laughing]

Joe: That command worked!

All: [Laughing]

Joe: You can pass out ANY of the books that are over there.

Female: [Inaudible]

Joe: Oh, good. I'm glad that one is. That's the one I almost forgot I brought. When you were asking about Neville, have you read this one, *At Your Command?* This is the VERY FIRST BOOK by Neville! I found it. It cost me five hundred bucks!!! It was on eBay. It was a first edition, VERY RARE, signed by him! There were other people bidding on it, but I had already made up my mind that they weren't getting it! [Chuckling] Then, I worked out a deal, that I published it. I re-published this book!! It IS his first book. He talks about consciousness.... Well, what was *At Your Command?* Everybody's getting one! So, it's going to come around here in a minute. So, you are going to have PLENTY to read this evening or REFLECT ON this evening.

All: [Laughing]

Craig: [Inaudible]

Joe: Right. [Pause] I hope you all had extra room in your luggage!

Male: [Inaudible]

Joe: You are also getting copies of *How to Attain Your Desires*, I hope, is that going out somewhere, too? Yeah. *How to Attain Your Desires Part I and Part II*, which Craig and Aimee have both really loved! I know that you both like these.

These are also books that I had found that were in Public Domain.

Genevieve Behrend is a new thought, inspirational writer who I absolutely LOVE. I wish that there was more by her. Most people know about her one book, *Your Invisible Power*, but they DON'T know about these OTHER books. I found them. I cleared the copyright. I printed these books and you are getting BOTH of them, volume one AND volume two. These are very heady. They are VERY inspiring. There are some real KEYS to the UNIVERSE in here. They'll be coming around. Enjoy, in advance!

Male: [Inaudible]

Joe: I'm still on the mic with....

Male: Oh, well, I'd like to talk to you about book publishing. [Inaudible]

Joe: Oh, yeah! This is Morgan James, right here. I wouldn't go with THEM anymore. The other two coming up are Morgan James, too.

Male: They know more [Inaudible]They never wrote me back, too.

Joe: I might have given you the wrong email or something.

Male: No, I got it off of their website.

Joe: Okay.

Male: Yeah. I don't know if [inaudible]...something with rescues or something?

[Audio ended]