

Attitude of Gratitude or How to Handle Rejection & Other Hard Stuff

Toolbox Teleclass Transcription

By Debra Russell



Professional Program

**Track 2: Believe & Receive: Confidence,
Perseverance, Courage & the Law of Attraction**



TABLE OF CONTENTS

Introduction	4
Defining an Attitude of Gratitude	4
Attitude – a position of the body or manner of carrying oneself; a state of mind or feeling with regard to some matter	5
Gratitude – the state of being grateful, thankfulness.....	5
Grateful – appreciation of benefits received.....	5
Difference between this and the “positive/negative” thoughts	5
This is not about happy, happy, joy, joy!	5
Not about good/bad attitude	6
Sometimes the process of appreciating the benefits of an experience can involve pain	6
So if this doesn't mean you will never feel pain again, really, what's the point?	6
Law of attraction – what you focus on expands – focus on what you're grateful for and you will have so much more to feel grateful for.....	6
Getting the lesson while it's a feather touch	7
Stress reduction – you're not adding pain to the experience.....	7
Facilitates movement forward	8
Recognizing and owning your current state	9
100% responsibility – read pg. 5-6	9
Developing emotional intelligence	10
essence of which is recognizing and taking responsibility for your emotional state.	10
Using techniques to shift your state at will.....	10
Shifting your state	12
Swish pattern	12
Circle of empowerment	14
Choosing your perspective.....	17

Artists Marketing & Business Academy: Professional Program

Track 2: Believe & Receive: Confidence,

Perseverance, Courage & The Law of Attraction

Attitude of Gratitude or How to Handle Rejection

& the Other Hard Stuff



Context.....	17
Change your beliefs	18
The beginner's mind Abbess Zenkei Blanche Hartman, 2001 –	19
Beginner's mind is Zen practice in action. It is the mind that is innocent of preconceptions and expectations, judgements and prejudices. Beginner's mind is just present to explore and observe and see "things as-it-is." I think of beginner's mind as the mind that faces life like a small child, full of curiosity and wonder and amazement. "I wonder what this is? I wonder what that is? I wonder what this means?" Without approaching things with a fixed point of view or a prior judgement, just asking "what is it?"	19
Explore your feelings, thoughts and experience from a place of ferocious curiosity	19
Ask the right questions	20
Use the exercises in "Ask and It is Given" – 22	20

Artists Marketing & Business Academy: Professional Program



Track 2: Believe & Receive: Confidence, Perseverance, Courage & The Law of Attraction Attitude of Gratitude or How to Handle Rejection & the Other Hard Stuff

INTRODUCTION

Welcome to the Artists Edge December Toolbox Teleclass: Defining An Attitude of Gratitude or How to Get Through the Hard Stuff. So what you guys can do is go ahead and put yourselves on mute. It's star 6, I believe, and then again, star 6 if you want to come off of mute.

And we're going to be jumping right in to talking about this issue of the attitude of gratitude. First of all, I just love it because it rhymes, but this class is one of the more "woo-woo" classes, but I do want to, before I even get into the body of the class and the content, I just want to say what I am talking about here is very pragmatic and practical stuff. This is not "woo-woo" fluffy, fluffy stuff.

This is really, you know, every day what to think, how to be in your life that helps you get through, you know, get through when it's tough. Get through when it's good too, but it just -- it's a very useful perspective to have and that's the attitude of gratitude. Who's joined us?

Guy: Steve Sternberg.

Debra: Hey Steve, welcome! Welcome to the call.

Steve: Thank you!

Debra: So I'm going to be jumping right in. You may want to put yourself on mute if there's going to be any background noise, because of course, I am recording this.

DEFINING AN ATTITUDE OF GRATITUDE

The first thing I want to do is really give you guys a definition of the attitude of gratitude. I think that a lot of us when it comes to words like gratitude, like attitude, like love, like relationship, like friendship, like commitment and courage, that everybody has kind of their own meaning for those words.

And so I want us to be all on the same page here. I actually am taking these definitions from the American Heritage dictionary. I love to...looking at words in the dictionary to kind of find out what the generally accepted meaning is and how that impacts my meaning of it.

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Track 2: Believe & Receive: Confidence, Perseverance, Courage & The Law of Attraction Attitude of Gratitude or How to Handle Rejection & the Other Hard Stuff

ATTITUDE – A POSITION OF THE BODY OR MANNER OF CARRYING ONESELF; A STATE OF MIND OR FEELING WITH REGARD TO SOME MATTER

So the definition for attitude, I thought this was very interesting. There were 2 definitions that I thought applied: one was a position of the body or manner of carrying oneself. So your attitude is actually contained in your physical being.

So it's how you are walking in the world if you will. The second definition is a state of mind or feeling with regard to some matter. And I think that that's generally what people think I'm talking about.

But I found it really interesting that when I'm feeling down or frustrated that very often just sitting up straighter and kind of aligning my spine and letting my shoulders drop back, actually helps me feel stronger, more in control, more powerful.

And so your physical attitude can both impact and reflect your internal attitude or your state of mind or state of feelings.

GRATITUDE – THE STATE OF BEING GRATEFUL, THANKFULNESS

The definition of gratitude is the state of being grateful. Well, that's not that helpful, is it?

GRATEFUL – APPRECIATION OF BENEFITS RECEIVED

So I went in and looked up the definition of grateful, and I really liked this definition. It's the appreciation of benefits received. And I'm going to talk more about that in a moment. The appreciation of benefits received.

So the attitude of gratitude if we put all of this together is the position or state of your physical, emotional, and mental being with regard to your appreciating the benefits you're receiving. Okay?

DIFFERENCE BETWEEN THIS AND THE "POSITIVE/NEGATIVE" THOUGHTS

THIS IS NOT ABOUT HAPPY, HAPPY, JOY, JOY!

Now this class, this attitude of gratitude I am not talking about "ooh-ooh," happy-happy, joy-joy like you have to be happy every moment of every day. I'm also not even talking about the power of positive thinking and being positive every second of every day.

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Track 2: Believe & Receive: Confidence,
Perseverance, Courage & The Law of Attraction
Attitude of Gratitude or How to Handle Rejection
& the Other Hard Stuff

NOT ABOUT GOOD/BAD ATTITUDE

Because a) I don't think that's possible for really anyone, and I'm a pretty optimistic person, but you know what everyone has their moments. I don't think this is really about good or bad, positive or negative.

SOMETIMES THE PROCESS OF APPRECIATING THE BENEFITS OF AN EXPERIENCE CAN INVOLVE PAIN

I think that this is about how you look at the world, your perspective on the world, because frankly, sometimes the process of appreciating the benefits of an experience can involve pain.

It can be unpleasant, and sometimes actually allowing yourself to feel the pain, the sadness will actually take you faster and further into being able to appreciate the benefits of an experience. Okay?

SO IF THIS DOESN'T MEAN YOU WILL NEVER FEEL PAIN AGAIN, REALLY, WHAT'S THE POINT?

So you know, this doesn't mean you'll never feel pain again. What's the point? What's the point of having the attitude of gratitude if that doesn't mean you'll never be miserable again. Right?

LAW OF ATTRACTION – WHAT YOU FOCUS ON EXPANDS – FOCUS ON WHAT YOU'RE GRATEFUL FOR AND YOU WILL HAVE SO MUCH MORE TO FEEL GRATEFUL FOR

Well, I have a couple of benefits. A couple of outcomes that I believe having an attitude of gratitude brings you to. First of all, it's a basic tenant of the law of attraction, which is what you focus on expands.

So if your perspective is focusing on what you're grateful for, then you're going to expand how much grateful for stuff you have. And you'll find that you'll have so much more to feel grateful for.

This was something that I used quite extensively when I was seriously ill, because when I was seriously ill, I was bedridden most of the time. I was alone most of the time, and I started doing 5 things every day that I was grateful for, and when you're bedridden alone, it's a little challenging, especially when you're bedridden alone, and you only have 36 channels of cable, and every channel is carrying the OJ trial.



Track 2: Believe & Receive: Confidence,
Perseverance, Courage & The Law of Attraction
Attitude of Gratitude or How to Handle Rejection
& the Other Hard Stuff

It can be really hard to find things to be grateful for, but you know...and there were days in which I was grateful for brushing my teeth. I was always grateful for the love of my cats and the love of my family.

I was grateful for having a house over my head, a roof over my head, and food to eat, you know. You can always find something to be grateful for, and the more I focused on being grateful, the better I got, and the more grateful things that showed up around me. Quite amazing.

GETTING THE LESSON WHILE IT'S A FEATHER TOUCH

So the second thing is getting the lesson while it's a feather touch. Now, it's been said that the universe is going to give us lessons, and when they first arrive, they're a feather. Then it's a tap on the shoulder. Then it's a bit of a shove. If you ignore that one, then it's a slap upside your head. You ignore that one it's a sledgehammer, and if you keep ignoring it, it becomes the truck hitting you. Okay?

So part of looking at your experiences for the lessons, for what there is to be grateful for means that you're more likely to see those lessons when they are a feather touch and not get hit by the Mack truck.

Thanks forgiving me this experience

So I highly recommend that. One of the ways you can do that is, and I heard this on an Oprah's show about forgiveness. I thought this was wonderful.

One of the guests said that the way they look...they had some horrible experience that they were talking about, and the way they are able to forgive the person who did this bad thing to them was to say, "Thanks for giving me this experience!" So therefore, giving was by looking at that experience with gratitude.

STRESS REDUCTION – YOU'RE NOT ADDING PAIN TO THE EXPERIENCE

Asking yourself – how much of my own suffering am I contributing to this experience

The next benefit I believe you get from the attitude of gratitude is stress reduction. One of the biggest mistakes we make in our lives is that we actually add suffering to our painful experiences.

And so asking yourself, "How much of my suffering am I contributing to this experience? How much of this pain is just an aspect of what this experience brings? And how much of it is being caused by my resistance to the experience? By my denial of the

Artists Marketing & Business Academy: Professional Program

Track 2: Believe & Receive: Confidence,

Perseverance, Courage & The Law of Attraction

Attitude of Gratitude or How to Handle Rejection

& the Other Hard Stuff



experience? By my frustration and anger and blaming other people for this experience?"

The "why me" question adds suffering. The, you know, "When is it going to end?" adds suffering. All of these kinds of thought patterns actually increase the amount of pain from an experience, so very often asking yourself, "Well, how much of this pain is really genuinely an aspect of this experience? And how much of this pain am I bringing to it because of my mindset? And how can I be grateful for this experience, so that I remove my own added suffering?" Okay?

FACILITATES MOVEMENT FORWARD

And finally, having an attitude of gratitude facilitates movement through the experience. When you're actually grateful for the experience, even including the pain, the struggle, the obstacles, you can look at those with gratitude and enjoyment, then you know---not necessarily enjoyment...

Enjoyment is probably the wrong word, but really being in the process, kind of enjoying the process. That actually keeps you moving forward. If you are looking at the experience from a place of resistance, resentment, blame, that keeps you stuck in the experience.

So, the four things that having an attitude of gratitude, I believe, give you is more things to be grateful for, getting the lessons while it's a feather touch before it becomes the Mack truck, reducing the amount of stress an experience gives you, and facilitating your movement through the experience.

So does anyone have any questions at this point? And if you have to take yourself off of mute, its star 6. Any questions? Okay.

Guy: Debra, are you going to be discussing rejection?

Debra: Uhm, not specifically, but hold it until the end, and if I haven't answered your question in one way or another or you can't feel a way to apply this to that issue, hold it to the end, and we'll take it, definitely.

Guy: Alright.

Debra: Because really what I'm talking about is with all -- you can apply this to all experiences, including rejection.



Track 2: Believe & Receive: Confidence,
Perseverance, Courage & The Law of Attraction
Attitude of Gratitude or How to Handle Rejection
& the Other Hard Stuff

RECOGNIZING AND OWNING YOUR CURRENT STATE

So the first thing you need to do in order to shift into an attitude of gratitude is recognize and own your current state.

Meaning you have to recognize and own that you are not currently having an attitude of gratitude, and own that its...that's not because of circumstances, but because of your choices. Really, you must take 100% responsibility for your own attitude.

Now, Jack Canfield in the *Success Principles* made this his number 1 of 64 Success Principles. It's the number 1, and that is take 100% responsibility for your life. And I'm actually going to read a piece of this, because you know, I couldn't hope to say it better than Jack does.

100% RESPONSIBILITY – READ PG. 5-6

"If you want to create the life of your dreams, then you are going to have to take 100% responsibility for your life as well. That means giving up all your excuses, all your victim stories, all the reasons why you can't and why you haven't up to now, and all your blaming of outside circumstances. You have to give them all up forever. You have to take the position that you've always had the power to make it different, to get it right, to produce the desired result.

For whatever reason: ignorance, lack of awareness, fear, needing to be right, the need to feel safe, you chose not to exercise that power. Who knows why? It doesn't matter. The past is the past. All that matters now is that from this point forward you choose. That's right. It's a choice. You choose to act as if, by the way, that's all that's required, to act as if you are 100% responsible for everything that does or doesn't happen to you.

If something doesn't turn out as planned, you will ask yourself, "How did I create that? What was I thinking? What were my beliefs? What did I say or not say? What did I do or not do to create that result? How did I get the other person to act that way? What do I need to do differently next time to get the result that I want?"

Now there's of course quite a bit more in that chapter, and in fact, I'm probably not in the not too distance future going to do an entire class on 100% -- Taking 100% Responsibility for Your Life.

So until you own it, you have no power to change it. And it's also really hard to feel grateful when you had no power in creating it. Because then the gratitude becomes a submissive thing. I'm grateful for the other people doing it for me. I'm grateful, you know,

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Track 2: Believe & Receive: Confidence, Perseverance, Courage & The Law of Attraction Attitude of Gratitude or How to Handle Rejection & the Other Hard Stuff

that I have, you know, like--- it's submissive. Does it make sense to you guys? So if you're owning it, "This is my result, and I'm truly grateful for it," then you have power.

DEVELOPING EMOTIONAL INTELLIGENCE

The second piece is developing emotional intelligence, and I have done a class on emotional intelligence called [Emotional Intelligence](#), and that's a good resource for this. I also recommend Daniel Goleman's book *Emotional Intelligence*. Martin Seligman writes quite a few books around this *Science of Happiness*, which is all very much about emotional intelligence.

ESSENCE OF WHICH IS RECOGNIZING AND TAKING RESPONSIBILITY FOR YOUR EMOTIONAL STATE

The essence of emotional intelligence is recognizing and taking responsibility for your emotional state. So in other words, I'm not mad, sad, frustrated because of my circumstances. I'm mad, sad, frustrated or whatever because of the thoughts that I have about my circumstances.

They're your thoughts, not your circumstances that create your emotions. And you have control over your thoughts. You have the power to choose different thoughts in the moment when you notice them.

So taking responsibility for your emotions is going to begin to shift you into an attitude of gratitude. If you say, "I'm so mad at you because you did this to me," then you're not being responsible for your own emotions, and therefore you have no power over them.

USING TECHNIQUES TO SHIFT YOUR STATE AT WILL

Now I'm going to talk a bit about techniques to shift your state, and by state, I mean your emotional state at will. And I actually would like to do a couple processes with you guys. Now if you're listening to this call while driving, don't do these processes, because you're going to get into a crash. So don't do them now, you know. Go ahead and listen through, and then come back to these processes when you're in a place where you can be quiet and still and focused. Okay?

So are you guys ready to do a bit of a process? I liked you to -- if you're doing anything else, if you're multi-tasking, please, you know, step away from that computer screen. Get yourself centered in your body, and close your eyes. And take a deep breath and feel the bottom of your heels touching the floor, and feel your spine aligned and get yourself centered in your body.

Artists Marketing & Business Academy: Professional Program

Track 2: Believe & Receive: Confidence,

Perseverance, Courage & The Law of Attraction

Attitude of Gratitude or How to Handle Rejection

& the Other Hard Stuff



Now think of a time, think of a specific time in which you felt at the effect of your circumstances. A specific time in which you felt angry, frustrated, and not powerful. Think of one specific time that's vivid for you when you knew it was time to resist and resent and not be in your power. And with your eyes closed, when you think of that specific time...now do you have a picture? Get the picture in your mind's eye as if it's being projected against the back of your eyelids in the screen of your mind.

Good. Now open your eyes. So now, think of a time in which you felt truly, deeply, and completely grateful. A specific time, a moment in time when you were so in touch with your gratitude and your enjoyment of your experience. When you think of that time when you felt truly grateful. do you have a picture? Close your eyes and have that picture play against the back of your eyelids.

Now, we're going to adjust some of the qualities of that picture now. So go ahead and step into that picture, so that you're seeing those --- that time through your own eyes. You're seeing what's happening around you. You're hearing the sound that you heard. If it's black and white in that picture, make it color and turn the brightness up, so it's the most compelling and realistic for you.

Turn the volume up on the sounds, so they are vivid and real. Notice the feelings that you're feeling in your body and emotionally, and double the intensity of those feelings now. Seeing what you see around you, hearing the voices, hearing the sounds.

Feeling the feelings in your body, doubling the intensity of that yet again. The brightness, the color, the vividness, the sensation, the sound. Now, step back out of the picture, but leave the image of yourself in the picture, so that you see yourself, the ideal you living in this moment of true, deep gratitude in the picture.

Great! Open your eyes and to shake out for a moment. Shake your body a little bit. Shake your hands. Shake your feet. Okay, now close your eyes again. And on the center of the screen of your mind, bring up that picture of that old habit of behavior of that time that you felt, you know, resentful and resistant, that time when you felt a victim to your circumstances, that things just weren't how you wanted them to be.

And now in the lower left hand corner of the screen of your mind, get the picture...oh actually, hang on a second, in that picture that's in the center of your mind, the picture of that old behavior, that resistance and resentment, that feelings of things not going the way you want them to, and make sure that you're looking at that experience through your own eyes.



Track 2: Believe & Receive: Confidence,
Perseverance, Courage & The Law of Attraction
Attitude of Gratitude or How to Handle Rejection
& the Other Hard Stuff

So if you're seeing an image of yourself in the picture, actually step into the picture. So that you're seeing it through your own eyes. Okay? Now as you look at that picture of those circumstances. In the bottom left corner, bring up the picture, small and dark, in the bottom left corner of this attitude of gratitude image of you.

This time when you are feeling truly empowered and grateful for your experience, enjoying your process, but have that down, dark and small, in the bottom left screen of your mind. Now, in a moment, not yet but in a moment, I'm going to have you replace that old picture, which is in the center of the screen of your mind with the picture of your new behavior that's currently now at the bottom left.

SHIFTING YOUR STATE

SWISH PATTERN

So what's going to happen is that picture from the bottom left is going to swish up and become big and bright and replace the picture, that old picture, and that old picture is going to go down to the bottom of the screen of your mind.

And I want you to do this fast. So the new picture, the attitude of gratitude picture is going to sweep up and become bright and sharp and clear, and you're going to see yourself in it, and it's going to replace that old behavior as that old behavior goes, quiet and small, down to the bottom.

So you're going to hear me say, "Whossh!" and when I say "Whoossh," that's your trigger to replace the old picture with the new picture. You ready? So now, the old picture is in the center of your mind, the new picture is small and dark at the bottom left, and now "Whoossh!" The new picture is bright and strong and vivid in the center of your mind, and the old picture is down, small, and in the corner.

Great! Open your eyes. Close your eyes. Get that old picture in the center of your mind, the new picture, small and dark, in the bottom left, and "Whoosh!" Replace that old picture with the new picture becomes bright and sunny and beautiful. You're seeing yourself with that attitude of gratitude. And the old picture fades into the background.

Open your eyes. Close your eyes. Old picture in the center, new picture in the bottom left. Whoosshh! New picture center. Open your eyes. Close your eyes. Old picture in the center, new picture bottom left. Whoosshh! New picture bright and beautiful in the center of your mind. Open your eyes. Close your eyes.

Artists Marketing & Business Academy: Professional Program



Track 2: Believe & Receive: Confidence,
Perseverance, Courage & The Law of Attraction
Attitude of Gratitude or How to Handle Rejection
& the Other Hard Stuff

Old picture in the center, new picture bottom left. Whoosshh! New picture big and bright in the center of your mind. Open your eyes. Close your eyes. Old picture in the center, new picture in the bottom left. Whoosshh! New picture bright and beautiful in the center of your mind.

Open your eyes. Close your eyes. Old picture in the center, new picture in the bottom left. New picture. Whoosshh! Into the center of your mind, bright and beautiful. Open your eyes. Close your eyes.

Old picture, new picture bottom. Whoosshhh! Open your eyes. Close your eyes. New picture bottom. Whoosshh! Open your eyes. Close your eyes. New picture bottom. Whoosshh! Open your eyes. Excellent.

Now open your eyes and kind of set yourself back in your body. And now, when you think about the next time, you experience something that in the past would've triggered that old stuff of feeling, you know, at being a victim to that stuff and things not going your way.

When you think of that, what happens? What do you do? Who wants to share? Go ahead. Take yourself off mute, star 6, and tell me what that was like and how you feel now.

Steve: Debra, it's Steve.

Debra: Yup.

Steve: I was laughing. It was like--I never would have laughed about that old picture, but that experience, you know, made me laugh because the new picture was replacing it. So I just felt totally different about it.

Debra: Excellent! So it worked. Awesome! Very good. Anyone else want to share? Thanks, Steve. Anyone else who wants to share? If you felt disoriented, that's good. You're supposed to. If you still feel disoriented, stand up, and let yourself kind of really feel the weight of your feet on the floor and feel yourself really back in your body. Great! I have time for one more share if someone wants to share.

Gene: Feels like each time the old picture kept getting dimmer and dimmer.

Debra: Cool! Excellent, excellent! So just kind of erasing it bit by bit. Very good! And Gene, when you think about having an experience that might have triggered that old

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Track 2: Believe & Receive: Confidence, Perseverance, Courage & The Law of Attraction Attitude of Gratitude or How to Handle Rejection & the Other Hard Stuff

way of being, think of that in the future. How do you feel? What happens? What do you do now?

Gene: Well, I just replace it with a new picture.

Debra: Yup! So this is actually a way of replacing. It doesn't really work so well with beliefs, but it works really well with states of being and behaviors.

So for example, if you want to replace an old behavior with a new behavior, you picture the old...you get the picture of the old behavior, and you make sure that you're in that picture.

Like you're seeing it through your own eyes, and then you open your eyes. You get a picture of yourself with the new behavior and you brighten it. You make it beautiful and vivid and just exquisite sound and sensation in your body, and step into the picture so you're seeing it through your own eyes, really bright and beautiful, and then step out of the picture so that you're seeing yourself in the picture.

And then you do what's called in NOP, the swish technique. That's actually the legitimate name of this. It's called the swish pattern, and you take the old picture in the center and the new picture at the bottom left, and just swish it, swish it, swish it, swish it, swish it, swish it until you feel completely discombobulated and confused. And then you know it's worked. Okay?

CIRCLE OF EMPOWERMENT

So the next process that I want to walk you guys through is going to give you what is known as an anchor that will enable you to change your state at will. So the anchor for the --- you can use a lot of different things as an anchor. You can use a visualization. You can use a physical sensation. You can use a sound or a color.

For this, we're going to use a visualization, and it's a visualization of a circle. So what I want you to do is stand up...and stand up. And of course obviously, if you are driving, you're not going to be able to do this one either. Stand up with enough space around you that you can comfortably take one step forward and one step back without hitting anything. Okay?

And picture on the floor in front of you a circle. And this circle should be big enough that you can step into it with both feet easily. And both feet fit completely inside the circle. So, perhaps this circle is about 2 feet in diameter, okay? So with your eyes open,

Artists Marketing & Business Academy: Professional Program

Track 2: Believe & Receive: Confidence,

Perseverance, Courage & The Law of Attraction

Attitude of Gratitude or How to Handle Rejection

& the Other Hard Stuff



look at the floor and imagine that circle, and make that circle a circle of white light and imagine it glowing even - it might even be pulsing a little bit.

Just a circle of white light as if God were training a spot light on the floor in front of you. And now think of a time in which you felt truly powerful. Think of a specific time in which you felt truly, deeply powerful.

And as you remember this time when you felt truly powerful, imagine that you are stepping into that experience, into your body in that experience. As you step forward into this circle, you are stepping into your body, seeing what you saw, hearing the sounds around you, feeling the feeling in your body of truly powerful.

Now, step out of the circle. And again looking down at the circle, seeing the brightness and the glow of the light, think of another time in which you felt truly powerful. A different time, a specific time, and as you step into the circle now, you are stepping into that time, into your body in that time, feeling truly powerful as you look out through your eyes and see what you saw around you. Hear the sounds. Feel the feeling in your body in that truly powerful time now.

Step out of the circle. And again looking at the circle, seeing it glowing down in front of you. Think of a time in which you felt unbelievably excited. Looking at that circle, remembering that specific time when you felt unbelievably excited, step into that time now as you step into the circle feeling truly excited. Feeling the blood rushing through your body as you're so excited. Seeing the things you're seeing around you, hearing the sounds, feeling the feelings of truly excited.

Now, step out of the circle looking down. Seeing the glow of the circle. Think of another time in which you felt so completely excited, and as you step forward into the circle now, stepping into your body, feeling those feelings of excitement, seeing the sights that you saw around you through your own eyes, hearing the sounds, being surrounded by those sounds and feeling that adrenaline rush. That excitement pulsing through you now.

Step out of the circle. Seeing the circle down on the floor in front of you glowing, pulsing, being fed by the energy of your experiences. Think of a time in which you felt completely centered.

And as you step into the circle now, that time when you felt truly centered. Thinking of that specific time, stepping into your body as you step into the circle, seeing what you

Artists Marketing & Business Academy: Professional Program



Track 2: Believe & Receive: Confidence,
Perseverance, Courage & The Law of Attraction
Attitude of Gratitude or How to Handle Rejection
& the Other Hard Stuff

saw through your eyes, hearing the sounds around you, and feeling that solid feeling of truly centered and grounded.

Now, step out of the circle. Looking down at this ever increasing glow circle. Think of the time when you felt completely grateful for your world. Completely grateful for who you are and what's your circumstances are.

Completely grateful. Think of a specific time, and as you step into that time, stepping into the circle now. Stepping into your body. Feeling the gratitude. Looking around you and seeing all the things that you are so truly grateful for. Hearing the sounds and relishing in that zone. Feeling so grateful for that. Feeling the feelings in your body and how grateful you are for your body and those sensations. Those feelings.

Now, step out of the circle. And as you see that circle down on the ground in front of you, I want you to kneel down next to it. And fold the circle in half. And fold the circle in half again and again and again until you've got a piece of about the size of the palm of your hand.

And put that circle into your pocket. Put that circle into your purse or your briefcase. And know that circle goes with you everywhere you go. And if you feel the need to change how you're feeling, pull the circle out of your pocket, and put it on the floor and step into it.

If your eyes are closed, you can go ahead and open them now. Who would like to share what they got from that experience? How you guys feeling?

Guy: Good. Happy.

Debra: See how easy it is to change your state?

Guy: Yeah.

Debra: Yup. You just step into it. Step into it. Anyone else want to share anything they saw from doing that? And remember this is going to be recorded so you can listen to this as many times as you want. The beginning of your day if you like. Anyone else want to share or shall I go on? Okay.

So those are some of the techniques for shifting your state. I taught a technique I believe it was Turning Your Inner Critic into Your Staunchest Ally. I taught the focusing technique. That's also a great way to shift your state, because when you have the



Track 2: Believe & Receive: Confidence,
Perseverance, Courage & The Law of Attraction
Attitude of Gratitude or How to Handle Rejection
& the Other Hard Stuff

conversation with your body using that technique, very often your state will shift as a result of you just listening.

You know, you getting the message that you're trying to give yourself. Very often that will just dissolve or dissipate and shift your state right there in the moment.

CHOOSING YOUR PERSPECTIVE

So I talked about recognizing and owning your current state, making a choice to shift your state, and now I want to talk a little bit about choosing your perspective. Because this attitude of gratitude is both around your emotional state, right?

CONTEXT

It's about your state of mind or state of feelings, but it's also around your attitude or your position in your mind, and so choosing your perspective consciously and intentionally will very often help you to shift into an attitude of gratitude.

Now anyone who has worked with me as a private client is familiar with the process of choosing your context. I also believe that I taught this in one of the classes before, but I cannot for the life of me remember which class it was at this moment.

So if any of you guys know, go ahead and put it in as a comment when this call comes up as a recording, because I can't remember which call I taught Choosing Your Context, but I'm going to teach it again here.

When I say to you that the meaning of the word "plant" is dependent on the context of the sentence it's in. You guys all get what that means, right? Because the word "plant" could mean a half a dozen different things.

And it depends, "I'm planting a bush in the yard. I'm going to work at the plant." You know, "I planted my feet," right? Or, "The plant is looking beautiful by the window," right? There's many different meaning for the word "plant," based completely on the context of the sentence.

We create our own meanings of our experiences based on the context of our beliefs, our attitudes, our expectations, our past experiences. All of those things and even our state, our emotional state will color our experiences, and completely create the meaning that we attach to those experiences.

Artists Marketing & Business Academy: Professional Program



Track 2: Believe & Receive: Confidence, Perseverance, Courage & The Law of Attraction Attitude of Gratitude or How to Handle Rejection & the Other Hard Stuff

And so if we want to create different meaning in our experiences, we need to change the context in which the interpretation of that experience is happening. And so you can practice choosing a conscious and intentional context.

Because most people are walking around blind to the context that they have. So you can choose a context. You can choose a context for every hour. You can choose a context for the day.

Now there is a relationship between setting a context and setting an intention, except an intention tends to be more agenda driven. You know, it's about getting stuff done. A context has to do with your state of mind while you're getting that stuff done.

So, how are you feeling? What are you thinking? What are you believing is true while you're doing that stuff? Okay? For example...and maybe what I'll do, and I'm probably not going to do this right away, but maybe over the weekend, I'll make a note to myself to create a PDF of a bunch of different context that people have come up with in various client sessions that I've used myself, so you guys can get a sense of what makes a good context.

So I'm making myself a note to do that. That's just occurred to me, just now. So very cool. So that's one thing you can do is practice setting a conscious and intentional context, because the mind abhors a vacuum. If you don't set a conscious and intentional context, your mind will automatically provide the one you habitually have.

So this is also a great way to start shifting your habits of thought as well. Another way to choose your perspective is to work on changing your beliefs. And of course we have the entire class of Build Your Belief or [Transform Your Belief](#) available.

And this is also something that I've talked about in some of the Q&A calls, and it's come up in various other places as well. I'm actually thinking about doing a group coaching, you know, a group working on changing beliefs.

Maybe have 5 or 6 sessions over a period of several weeks where all we do is work on changing our beliefs. If that's something you'd be interested in, definitely shoot me an email. That's something I'm thinking about for the New Year.

CHANGE YOUR BELIEFS

The third thing I want to say about choosing your perspective is to have the perspective of the beginner's mind. Now the beginner's mind is a Zen concept, and you can read a lot about it. There's a lot of stuff online about it.



Track 2: Believe & Receive: Confidence,
Perseverance, Courage & The Law of Attraction
Attitude of Gratitude or How to Handle Rejection
& the Other Hard Stuff

THE BEGINNER'S MIND ABBESS ZENKEI BLANCHE HARTMAN, 2001 –

The best thing I found was a blog from the Abbes Zenkei Blanche Hartman, who is a Buddhist nun, and she said...she wrote this in 2001. She said, "The beginner's mind is Zen practice in action."

BEGINNER'S MIND IS ZEN PRACTICE IN ACTION. IT IS THE MIND THAT IS INNOCENT OF PRECONCEPTIONS AND EXPECTATIONS, JUDGEMENTS AND PREJUDICES. A BEGINNER'S MIND IS JUST PRESENT TO EXPLORE AND OBSERVE AND SEE "THINGS AS-IT-IS." I THINK OF A BEGINNER'S MIND AS THE MIND THAT FACES LIFE LIKE A SMALL CHILD, FULL OF CURIOSITY AND WONDER AND AMAZEMENT. "I WONDER WHAT THIS IS? I WONDER WHAT THAT IS? I WONDER WHAT THIS MEANS?" WITHOUT APPROACHING THINGS WITH A FIXED POINT OF VIEW OR A PRIOR JUDGEMENT, JUST ASKING, "WHAT IS IT?"

I would also say that a beginner's mind looks at each possible action or each possible choice that you could make without knowing the outcome. How many times have you thought to yourself, "Oh well, you know, I could do that but I know that's not going to work."?

Or "I could ask this person for a gig, but I know they won't hire me." And I would suggest to you if you've never asked, you don't know. And if you don't ask, the answer is no. If you do ask, the answer might be no, but it might be yes.

It is the mind that's innocent of preconception and expectations, judgment and prejudices. The beginner's mind is just present to explore and observe and see things as it is. I think of a beginner's mind as one that faces life like a small child. Full of curiosity and wonder and amazement. "I wonder what this is? I wonder what that is? I wonder what these mean?" without approaching things with a fixed point of view or prior judgment, just asking, "What is it?"

It might just at that moment open a dialogue; deepen a relationship that could at some point in the future lead to something, even if it doesn't in this moment. But if you go into it deciding it's not going to work out, guess what? It probably won't, because the second law of attraction is that you get what you expect.

EXPLORE YOUR FEELINGS, THOUGHTS AND EXPERIENCE FROM A PLACE OF FEROCIOUS CURIOSITY

So have a beginner's mind. In the beginner's mind, you explore your feelings, your thoughts, and your experiences from a place of ferocious curiosity. "Huh? Isn't that interesting? I'm furious! Wow! Wonder what's going on?"

Artists Marketing & Business Academy: Professional Program



Track 2: Believe & Receive: Confidence, Perseverance, Courage & The Law of Attraction Attitude of Gratitude or How to Handle Rejection & the Other Hard Stuff

"What's that about? What am I thinking or believing that has me feel furious? What really happened in that interaction? How much of that is me? How did I create that response? Hmmm, isn't that interesting?"

ASK THE RIGHT QUESTIONS

Learning to ask the right questions; asking questions that position you in a place of exploration in a process of experimentation, and place you in enjoyment of that process are key.

Questions that ask your mind to come up with solutions, to come up with opportunities, to brainstorm different ways of getting around an obstacle. Asking questions that are open ended, that are not yes or no, but that calls your mind to seek frantically for an answer, because that's what your mind does.

Your mind's job is to answer your questions, so make sure you're asking good ones.

USE THE EXERCISES IN "ASK AND IT IS GIVEN" – 22

And the final piece I want to say about choosing your perspective is that to recommend the book *Ask and It Is Given*. This is an Abraham Hicks' book, and of course, there will be a link to this book on the recording of this call.

Abraham Hicks are the Law of Attraction folks. They're really one of the first people who taught this methodology, this way of thinking and believing. And in the back of this book are something like 22 different exercises to shift your state, to shift your perspective into an attitude of gratitude.

Into a place that is using the law of attraction to your advantage. And so I love those exercises, there's way too many for me to possibly go over in this class, so I just recommend that you get that book, and you start playing with some of those processes.

Excellent. So I want to open it up to questions, and then we'll get complete. So does anyone have questions, and by the way, Steve, did I answer your question about rejection?

Steve: Uhm, I was just expecting you to talk about rejection, and how, you know, musicians, artists how we get that, but I see how, you know, you apply what you taught to those experiences just to change, you know, your perspective.

Artists Marketing & Business Academy: Professional Program



Track 2: Believe & Receive: Confidence,
Perseverance, Courage & The Law of Attraction
Attitude of Gratitude or How to Handle Rejection
& the Other Hard Stuff

Debra: So how could you --- how could you apply this attitude of gratitude to a specific rejection experience that you've had in the near past?

Steve: Well, let's see. For example, I'm not getting a...this guy doesn't answer my email when I try to find out about my booking a gig at his venue, and uhm, I just feel pissed off, but I can use the circle to say, you know, to change my thoughts and feelings.

Debra: So what are you thinking or believing about him not responding to your email that has you feel pissed off?

Steve: Uhm...that he's leading me around the bush. I contacted him before, and he tells me well, you know, "Call me next year." You know, "I'm all booked for this year," and I called him before the year, and he said the same thing to me, and he's just giving me the round around...

Debra: So are you a victim to that?

Steve: Well, I'm making myself a victim, because I'm, you know, I'm not moving beyond feeling those angry feelings.

Debra: Yes, yes, you are. And the fact that he doesn't book you today does that mean he'll never book you?

Steve: Uhm, no.

Debra: The fact that he doesn't book you today, does that mean he's saying, "Man, I'm going to jerk this guy around. Hahahaha!" Do you know that?

Steve: No.

Debra: You don't know that!

Steve: That's right.

Debra: I recommend you have the beginner's mind when you think about this guy. What could this be? I wonder what that is? Perhaps I need to -- perhaps there are things that are missing in my approach, in my marketing package to get this gig. Perhaps this isn't the right gig for me. Perhaps this isn't the right venue for me. Right? There's a lot of different ways to think about the situation that will not have you feel angry and pissed off. But I guarantee you...

Artists Marketing & Business Academy: Professional Program



Track 2: Believe & Receive: Confidence,
Perseverance, Courage & The Law of Attraction
Attitude of Gratitude or How to Handle Rejection
& the Other Hard Stuff

Steve: The way I usually respond is, "Alright, I'm not messing with this thing anymore," you know. Next! There's something else.

Debra: Right, but it's also -- but it's out there in the universe. Right? Your resentment of this guy is out there. You know, and so if you can shift your internal relationship with him before the next time you call him, so that you can really feel grateful for him and grateful for all that you're learning about booking as a result of your experience with him.

So all that you're learning about persistence, about follow up, about follow through, as a result of your experience with him.

Steve: Yeah, yeah.

Debra: Does that make sense?

Steve: Oh sure, yeah. It's the beginner's mind. That's a good thing.

Debra: Cool.

Steve: I need to buy that.

Debra: Excellent. Who else wants to share or ask a question? If you muted yourself, press star 6 to take yourself off mute. Gene? Emmy? You guys want to ask a question or say something that you got out of this call?

Gene: I don't really have any questions, but I thought the techniques were really good, and I'm looking forward to doing the belief changing thing -- 9, '09...oh my God!

Debra: I know. It's a little surreal.

Lady: Seriously. Yeah, '09. Uh-huh...

Debra: Cool, cool.

Gene: I found that from working with you privately everything...those have been really, really helpful for me and good to have tune ups.

Debra: Excellent! Excellent! Alright. Emmy, did you want to say anything? Share anything? Cool. Alright, so this is the -- that's all I have for you tonight. I do want to wish you guys a safe and happy and joyous holiday with friends and family.

Artists Marketing & Business Academy: Professional Program



Track 2: Believe & Receive: Confidence,
Perseverance, Courage & The Law of Attraction
Attitude of Gratitude or How to Handle Rejection
& the Other Hard Stuff

I want to invite you to spend some time before the end of the year, take an afternoon, go off by yourself to a quiet place with a notebook, and ask yourself, "What results did I get this year? What lessons did I learn? What am I grateful for? What amazing things happened for me this year? What am I proud of myself for? What are my most proud of myself for? Who am I grateful to?"

And then take some time, and set some solid goals for 2009. And if you haven't listened to the [Setting Goals](#) call or if you haven't listened to it in a while, listen to it again.

Listen to it again, and set some solid goals for yourself for 2009, and share those goals with us through the Yahoo group. You know. Let us know what your goals are for 2009, so we can hold those goals for you in our intentions and help you manifest them. Bring them into being out of nothingness.

And with true deep gratitude for each and every one of you. I'm so grateful for my members. I love my members. I have so much fun going to conferences and seeing and perhaps even meeting my members for the first time, you know, face to face.

And having them tell me about all the results they're getting from listening to the calls. I got a wonderful call today from a member who just told me all these insights and results that she got as a result of listening to several of the calls. It's so exciting to me and absolutely makes my day.

So just, you know, know that I love you guys and I'm so, so deeply grateful for you. And have a wonderful, wonderful holiday.

Steve: Thank you, Debra. Happy New Year.

Debra: Happy New Year. Good night!