

How to Move Past Your Fear of Success or Failure

Toolbox Teleclass Transcription

By Debra Russell



Professional Program

**Track 2: Believe & Receive: Confidence,
Perseverance, Courage &**

The Law of Attraction



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Believe & Receive: Confidence, Perseverance, Courage &
The Law of Attraction
How to Move Past Your Fear of Success or Failure

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INTRODUCTION

Welcome to the Toolbox Teleclass, *How to Manage or How to Get Past Your Fear of Success or Fear of Failure*, and does anyone else want to say hello before I dive into the material?

Okay good. So fear of success and fear of failure, and do me a favour, please hit star 6 to put yourself on mute. And then when you have questions hit star 6 to take yourself off mute, so we have a nice clean recording for people.

Okay, so before I dive into specifically the fear of success or the fear of failure, I want to talk a little bit about fear and what it is and what it isn't. And this is a bit of review. I've had a couple of classes that were previously recorded, including [Emotional Intelligence](#), [Overcoming Fear](#). I'm going also be looking at some materials that we've talked about in [How to Use Feedback and Criticism Constructively](#), [How to Transform Your Belief - the Key to Success](#).

So there are several classes in the neighbourhood of success skills that really contribute to this conversation. So if you haven't listened to those classes before or you haven't listened to them recently, it would be a good time to review them.

WHAT IS FEAR?

So what is fear? Fear is an emotion. Simply, plainly, that's all it is.

WHAT ARE EMOTIONS

It's an emotion like sadness, like excitement, like joy, like annoyance, like frustration, like anticipation. It's an emotion.

CBT MODEL

And as I've explained in other classes, I subscribe to the cognitive behavioral theory of how we as humans operate and where emotions fit into that picture, and that is that we kind of run on a cycle and the cycle starts with our beliefs.

And when a belief gets triggered or vibrated or stimulated by an experience, it creates an emotion, so very often we experience emotion first, but underlying that emotion is always a belief that for whatever reason got vibrated, and since I know a lot of you guys are musicians, I like to use the metaphor of if you're in a music store and you hit a tuning fork, all the strings on the stringed instruments will vibrate in the harmonics to that tone.



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And when we have experiences, they vibrate the beliefs that have harmonics to that experience or that we have decided are connected to that experience and that vibration then creates an emotion.

The emotion is almost the vibrational experience that we have. As so very often we're not conscious or aware of what the belief is, but we are conscious or aware of the emotion, even if we can't name it. We know there's one going on. Okay?

Those emotions then create, motivate, underlay or impede behavior. So when you're looking at trying to shift or change your behavior, you have to acknowledge the emotion that is triggering that behavior, and the belief that is triggering the emotions. So it's a cycle.

And then of course, those behaviors, those actions or inactions, the choices you make, and how you operate in the world, then lead you to your outcomes, which you of course have beliefs about.

And those beliefs then create emotions. So if you have an outcome and you have an emotion about that outcome, it's actually not because of the outcome, it's because of the belief. Okay? So if you're feeling fear, there is an underlying belief that is creating or triggering that emotion.

So that's kind of the foundation of all of this and I go into a lot more detail about how this operates in some of the other classes that I've already mentioned, as well as some of the articles on the website, so you can read more about it and look into more about it.

And I'll put up links to those things in the class when I'm complete with this.

So let's then apply these concepts specifically to the fears of success and/or fear of failure. In my experience, it almost doesn't matter whether you're afraid of success or you're afraid of failure.

Either way that fear tends to stop you taking the actions you know you need to take in order to take your career or your business to the next level. And very often that's how we become conscious or aware that this is even going on, because we know we need to take this action but we just can't seem to make ourselves take it.

You know you need to call that venue. You know you need to follow up on that lead. You know you need to follow up on the conversation you had at the event you went to. You know that thing you know you need to do, and you just can't quite bring yourself to do it.



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So let's talk a bit about what these things are. I like to separate them out, because I think also the way you manage the emotion is different depending on whether it's fear of success or fear of failure.

FEAR OF SUCCESS

So let's talk about fear of success first. In my experience when someone has a fear of success, it's because of how they are defining success. And so if you feel like "I'm afraid of success," you feel like that's kind of what's getting in your way of moving forward.

WHAT IS YOUR DEFINITION OF SUCCESS?

MEISNER

I would recommend you sit down and do some brainstorming about what you think success is. And one of the best ways to do this is a little process that I call the Meisner process for uncovering beliefs.

And this is actually a process that I've explained in other classes but I'll explain it quickly here. So I call it the Meisner process because it's a bit of a tip of a hat to an acting teacher named Sandy Meisner, whose favorite thing to make actors do is repetition.

He's passed, but he loved repetition, and his exercises were about repetition, and so this exercise is a repetition exercise. I recommend that you run it for a minimum of 10-15 minutes, which may feel a lot like pulling your hair out one piece at a time.

But I promise you that if you really carry it through and keep going for that period of time, you're going to uncover some interesting things. So here's how it works:

It's a "complete the sentence" exercise. At the top of the page...and I would hand write on the page. At the top of the page, write the following sentence:

"If I'm successful I..." and then blank. Okay? And the process is basically completing that sentence over and over and over again and allowing your mind to provide the completion of the sentence without thinking about it.

So it's a very quick process. Don't write the first half of the sentence again because that will just slow you down, and by the way, do this hand writing, not typing, because hand writing tends to access more of the unconscious, of your unconscious mind, and so it will allow you to do this a bit more -- it is kind of like unconscious writing. So it might go something like this...



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If I'm successful, I'll be happy.

If I'm successful, I'll have lots of money.

If I'm successful, I'll be alone.

If I'm successful, I never have time for myself.

If I'm successful, people will envy me.

If I'm successful, I won't be able to trust my friends.

If I'm successful -- and you basically just keep...and those were said off the top of my head, literally running this process.

Whatever comes up for you, you write down. And there's no judgement. There's no editing. There's no "Oh, that's crazy" or "That's silly" or "That would never happen." Because what we're looking to do is uncover your unconscious beliefs about success.

If you're successful, what does that mean? So you could do it, "If I'm successful, I'd..." and fill in the blank or you could also do it kind of just generically. "Success means that ____" or "Success looks like ____".

You could also put in "My mother thinks success is..." or "My father thinks success is..." and I recommend doing both, because you have taken on your parents' belief in an unconscious way.

And so you probably have a mixture to some degree of both your mother's and your father's, and if you have other parent figures in your life, do it for them too. So if you have a father and a stepfather like that, really whoever during your formative years, years from 1-7, who was really kind of in charge of you.

So if you had a nanny during that time, "My nanny thought success was..." You know, whatever it is. So you could do this with 5 or 6 different sentences, but here's the thing...stick with one sentence for 10 minutes or longer.

And I know that sounds like an obscene amount of time, but set your timer, and stick with that sentence for 10 minutes or longer. It's really okay if you repeat things because it's not about being original. It's about uncovering. Okay?

So you might do it for an hour all told, 10 minutes on each sentence, and then set it aside for a couple of days, and then when you're fresh, come back, and read through your answers and notice the themes.



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WHAT IS THE DEFINITION THAT YOUR FEAR IS GIVING YOU?

Notice the things that are like, "Oh God, I really do think that don't I? Isn't that interesting?" Because what we want to look at is what is the definition of success that your fear is giving you?

WHAT IS YOUR VISION OF SUCCESS

What is the definition of success that generates your fear? What is it you're really actually afraid of? Now if you're noticing that there is a particular definition of success that perhaps is more societal than how you particularly want to live your own life...

So for example, if you've held the picture of success being a stadium playing, you know, big time, pop star, who you know...who's on tour 300 days out of the year, and who doesn't get a moment's peace because paparazzi is following you around, and that's what your picture of success is, and you don't want to live like that, then what you really need to do is define your vision of success.

When you think about your ideal life, what does it look like? What does that success picture really look like? Who's in it? How do you spend your time? Where's the money coming from? And let me just promise you that if you create a vision of success and you don't include the money, you're not really envisioning success.

Because you've got to play the bills. Now it may not be seven figure money. Your vision of success might be \$80,000 a year. That's okay. There are no rules about what success looks like.

You've got to figure out what your success looks like and really commit to that. But if what you want is the seven figure income, you also have to build into your vision of your success how you get that income? Where is that coming from? What does that look like? How are you spending your time? Specifically, how are you making that money? Okay?

So include that in your vision of success. Now once you've defined your vision of success and really notice what is the difference...and I'm just making a note to myself because I'm adding content here as I'm teaching this class.

As you're defining your vision of your success, look at the vision you've held or the vision you feared, and notice the differences because the differences are really critical. What's different about the life you want to lead and the life you've been thinking of as "success"?



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Because that gap is how you move past your fear. So if you notice that you're getting afraid and you kind of go inward where you say, "What is that fear? Well I'm afraid I'll never have privacy" or "Wait a minute. That's not the vision that I'm creating."

WHAT ARE THE "CONSEQUENCES" OF SUCCESS AS YOU'VE DEFINED THEM?

And guys, you've got to be real with this because I promise you if you're creating a career where you're filling stadiums, loss of privacy is part of that. It just is, which brings me to my next point: what are the consequences of your vision of success as you've defined it? Because there is always a price to pay in achieving your goals.

That price may be in the actual achievement, so it may be in what you've got to do in order to get to your goals. And that may mean confronting fears, that may mean taking actions that you are uncomfortable with.

And I want to encourage you to lean into that discomfort, to get --- if you will, comfortable with your discomfort or at the very least familiar enough so that you know how to breathe through it and keep moving.

Because if you've created a goal that really stretches you towards success, you're going to have some discomfort. If all you want in life is to be comfortable, then get a day job that has you being comfortable, and do your music as a hobby. Just play with it and set aside this vision of big time success.

Because getting big time success is going to require you to be uncomfortable. It's going to require you to take actions that are beyond what you're used to. That's just the truth. I'm not going to lie to you about this.

And the question you've got to ask yourself in creating your vision of your success is: are you willing to pay those cost? Are you willing to work that hard? Are you willing to make those phone calls that you're afraid of making? Are you willing to spend the money and hire the team that is going to take you to get to that level of success?

You know, if you're going after big time success, you're not going to be able to do it without a lawyer. You're just not. You're not going to be able to do it without someone working on your PR.

There is going to -- you may be able to do a whole chunk of it on your own, and you know, that's kind of what we're doing here in the Artists Marketing and Business Academy is teaching you the skills you need in order to do it on your own. However, you're going to reach a point in your career in which your time is better spent doing



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other things, and it is time for you to hire people to do the things that need to be done that you don't have time to do, that aren't the best use of your time.

ARE YOU WILLING TO PAY THOSE COSTS?

So are you willing to pay those costs? Are you willing to do what is required to achieve success on your terms? Now that you've defined success on your terms. And you just got to get real with yourself, okay?

ARE YOU WILLING TO DO WHAT IS REQUIRED TO ACHIEVE SUCCESS ON THOSE TERMS?

So in defining the fear, you need to get clear on what it is you're specifically afraid of and doing like the Meisner technique or doing focusing, which is another process that I've taught in other classes.

It's a great process for kind of allowing the fear to really speak to you, so you get clear on what is it you're actually afraid of, which very often is actually not a fear of success but a fear of failure.

And the reason I put these two fears into a single class is because more often than not they are disguising themselves as each other. "I'm afraid of success. No, I really am afraid of failure" or "I'm afraid of failure. No, really I'm afraid of success."

And very often actually, there's fear about both.

DO YOU NEED TO REDEFINE SUCCESS ON YOUR TERMS?

FEAR OF FAILURE

WHAT IS FAILURE?

So what is failure? Now I talked about this concept quite a lot in [How to Use Feedback and Criticism Constructively](#), because a lot of times people define feedback as failure or rejection as failure.

So I recommend against that actually, and I talk specifically about how to redefine it in that class, [How to Use Feedback and Criticism Constructively](#).

But I'm going to review again what that definition is. So failure is the condition or fact of being insufficient or falling short. It's also defined as the condition or fact of not achieving the desired end or ends.



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But here is the thing: both of those definitions of failure include the assumption of completion. Let me say that again. Both of those definitions of failure include the assumption that the game is over. You're done.

So notice when you don't get something. When you, for example, go out for a gig and the answer is no or you go after something and you don't get it. Or you run a Kickstarter campaign, and you don't meet your goal or whatever.

Notice how you're defining it as the end. "Oh well, I failed. It's over." I recommend defining it as feedback in a continuing, ongoing process or journey. For example, maybe you went after a gig and really in order to get that gig, the venue expects you to be able to fill a thousand seat house, and you only got 45 people on your mailing list.

The truth isn't that you failed. The truth is that you're actually not ready for that opportunity. The feedback is this is what you got to do in order to become ready for that opportunity. You've got to be able to book a thousand tickets. You got to be able to sell a thousand tickets.

If you only got 30 people on your mailing list, it's pretty dang unlikely that you're going to be able to sell a thousand tickets. It just is. Okay? So what do you need to do in order to be ready for that gig?

Well, I would suggest you need somewhere in the range of 10-30,000 people on your mailing list depending on how responsive and how deeply engaged your mailing list is.

You've got a lot of work to do. That's okay. Go after smaller gigs. This was not the right opportunity for you. You get it? It's not that you failed. This is feedback. It's just information. That's information that's actually frankly quite useful to you, because of one the best things you can learn in order to be successful is what it takes in order to be successful.

What is it you need to put in place? What structures are missing? What pieces? What's in the gap between where you are now and where you need to be in order to fill that definition of success? You're just not there yet.

FAILURE

THE CONDITION OR FACT OF BEING INSUFFICIENT OR FALLING SHORT

Now if the definition is the condition or fact of being insufficient or falling short, well, the question then needs to be, "What do I need to do in order to get there?" instead of, "Oh I've failed," or "I'm not good enough."



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THE CONDITION OR FACT OF NOT ACHIEVING THE DESIRED END OR ENDS

So the other big mistake I see people make around failure is deciding that they are their product. You are not your product. You are not your business. You just by the very essence of being you are wonderfully sufficient, beautifully unique, and incredibly worthy. You just haven't built your business up enough yet, okay?

REDEFINE FAILURE – THERE IS NO FAILURE – ONLY FEEDBACK.

So redefine failure. There is no failure only feedback. I want you to notice that the solution to fear of success and fear of failure both includes a definition of either success or failure that works for you instead of against you.

WHAT IS REALLY GOING ON?

But what's really going on here for most people? In my experience, and I have, you know, 12 years of experience coaching people on these issues. A dozen years as well as a lifetime of experience working in a different kind of venue in myself on this issues, as well with other people, supporting other people.

What is usually going on for people is a combination of some of the following things...

FEAR THAT I AM NOT ABLE

One, the fear that you are not able or capable. That you don't actually have what it takes to be successful.

And I'm here to tell you that you have what it takes to be successful, uniquely appropriate to your skills and your talents, and it's a journey, right? So you are constantly, I'm hoping, developing your skills, polishing your talents, honing your focus of what is uniquely valuable and wonderful about who you are and what you do.

So if you are afraid that you are not able, then you're just in the middle of a learning curve, and you need to work on, you know, owning your capabilities, owning your talents and your unique values, which leads me to the second fear, which is that you are not worthy.

FEAR THAT I AM NOT WORTHY

And I will tell you that the belief of "I am not worthy" or "I am not good enough" is absolutely endemic in our world. That's why I included the Marian Williamson quote in the description of this class.



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Because it's just whooey. I know, I know you had experiences as a child or as a young adult that reinforced this belief that I think is part of the human condition. But I also know that you are an unlimited being, and that you are fully worthy and capable of doing what you set your mind to do as long as you're willing to be uncomfortable while you're doing it.

Because here's the thing: you can't learn what you need to learn, practice the behaviors that you will need to practice if you're not willing to be uncomfortable. So discover within yourself the willingness to be uncomfortable, and you will be able to move past the "I am not able" and "I am not worthy" piece, which leads me to the next thing.

DISCOMFORT - BEING OUT OF CONTROL

The discomfort of being out of control. That it is true that you're going to take actions, and you will not know whether or not those actions will be successful. There is risk in all of this. Every moment of every day. If you're not risking something, you are not playing big enough, and if you're not playing big enough, you're not going to manifest your success.

But here's the other side of that magic thing of being out of control...you actually don't need to be in control. You don't need to be creating it, because part of being really specific about what it is you want, what success looks like for you is that you begin to draw to you, attract to you, you begin to co-create with the universe.

You've got to let go of control, and let the universe start bringing your success to you, which feels really uncomfortable. I promise you and trust me, I know. It feels really uncomfortable.

Because not everything you do is going to work, but if you're really willing to play and try things and experiment and learn the skills you need to learn and implement and work hard, you're going to create success.

You just may not know where that success is going to show up. And it may look like the things that you're doing aren't working, which by the way is just feedback. So be looking for what is the feedback.

"Oh I tried this, but it didn't work." What's the feedback? What's the information? What's the learning? How do I then use that learning to hone my choices, my decisions, my behavior so that I can get more successful?



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That's uncomfortable. The magic side of that is opportunities are going to start showing up from directions that you never knew existed. They call that serendipity. I call it just letting the universe go to work for you and letting go of control.

All of this is a learning curve, and being in the middle of that learning curve can be extremely uncomfortable and frightening. But if you remember that you're in the learning curve always, then you can get more -- I hate to use this word but resigned if you will to the discomfort like, "Okay, I'm just going to feel uncomfortable. That's what this looks like. Okay. I'm willing to do that in order to learn what I need to learn, because I am committed to being successful and I am willing to risk failure in order to be willing to be successful."

LEARNING CURVE

But let me tell you a little something about this learning curve. In the world of education, there is a theory about how human beings learn. That there's a four step process. So the four steps of this process.

Step 1 is unconscious incompetence. "Oh boy that guy made it look easy, so it must be easy. Therefore, I can do it." I don't know if you can remember back to before you could drive, and you were sitting, you know...maybe you were like 7 or 8, and you were sitting in a car while your mom was driving and saying, "Man, that looks pretty easy. I can do that."

That's because you didn't know what you didn't know. So when we're in that initial stage of, "This should be easy", its unconscious incompetence. You don't know what you don't know. That's stage 1.

Stage 2, you've made the decision to start learning how to do that thing. And all of a sudden you get blindingly and uncomfortably aware of all the things that you don't know.

"This looks and feels really hard. Holy cow! How am I ever going to learn this?" That second stage is called conscious incompetence. You've become uncomfortably aware of all the things you don't know.

Stage 3 is getting to the point where you're starting -- you've learned enough about how to do this thing that you're learning and you're starting to get the hang of it, but you have to be really conscious about what you're doing.



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You know, it's that moment while you're driving where you have to be thinking, "Okay, check my rear view mirror. Okay, put on my turning signal. Okay, you know, put my foot on the gas. Okay, now turn. Right?"

All the things you have to...like really think about each step and each stage. That stage is called conscious competence. You know how to do it, but you have to really think about it.

Now when it starts getting really fun is stage 4. That's the stage in which you're just driving. That's the stage in which you drive from home to work, and you don't even really remember how you got there, what you did, all of the little steps and stages and things you have to do in order to get safely from home to work.

You just did it. It's unconscious competence. You're just doing it. You're just dancing. You're in the flow. You know how to do this. It's easy. It's fun. You can actually really start to surf with it. Okay?

Now the other thing that happens in these 4 stages, very often that stage between conscious incompetence and conscious competence, it's almost like flipping a switch and it starts to not be so hard and you start to get the flow with it, but very often it feels like bouncing back and forth between those two stages, between stage 2 and stage 3.

You might even have glimpses of what stage 4 might feel like, but then you're back in stage 2 and, "Oh crap! This is hard again."

Here's why that happens. Most things that you think of as skills are actually composites of multiple skills. It's not just one thing you're learning. You're learning 5 or 6 things. There are 5 or 6 major skills that go into doing the thing that you're doing.

And you will be in different stages in each skill. So you may have one piece of it down and you're unconsciously competent with that piece, but then you discover this other piece that you didn't even know you didn't know.

And oh God, now you've got to learn this thing, and okay you're getting that under your belt, and, oh no, there's this other thing. Right? So you're going to be in different stages and so that is sometimes why it feels like you're bouncing back and forth between these different stages.

One of the things that can help you get past the fear is just owning what stage you're at with the process, and saying, "Oh, I'm consciously incompetent. I just really discovered how much I don't know. That's why this is so uncomfortable."



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If you can do that very often it can make you feel more at ease with the discomfort, okay? "Oh this is just the stage in my learning curve, and if I can just get past this, I'll feel better."

REMEMBER - SUCCESS IS NOT AN END - IT'S A PROCESS

Remember success is not an end, it's a process. You're not going to be successful and then be done. You're always going to be building success. The one hit wonders are the ones who think that their success means they're done, and they don't have to work anymore.

The people who create lifelong careers are the ones who recognize that they're always building their success. They're always learning new skills. They're always engaging a new audience. They're always looking for new opportunities, new ways to get to the next level.

New ways to connect with new fans and new customers and new clients. You're always building. Success is not an end. It's a process, which means you've got to get comfortable with the discomfort of the process.

This may sound like really bad news to you, but I promise you that the more you practice leaning into the discomfort, the more fun the discomfort becomes. The more dissatisfied you become with comfort, the more boring it is. Okay?

BELIEF THAT YOUR SUCCESS REQUIRES SOMEONE ELSE'S FAILURE

Some of the other ideas or beliefs that may be underlying the fear of success or the fear of failure is the belief that your success requires someone else's failure. That when you take an opportunity, you're taking that opportunity away from someone else.

Underlying that belief is a mistaken belief in the finiteness of the universe. That there's a limited number of opportunities. There's a limited ways of becoming successful. I promised you there aren't.

There are an unlimited number of opportunities, but your filters of your experience of the universe are blocking your views of the opportunities, and so part of becoming successful is figuring out how you're blinding yourself to your opportunities.

You know people start working with me, and they say -- they came back to me after the third or fourth session and say, "Oh my God I've been getting this opportunity, that opportunity. I couldn't believe it. I don't know where these opportunities are coming from."



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The truth is those opportunities are always out there. You just didn't see them, because frankly, you weren't ready to see them. You weren't building the infrastructure that you needed to build, put in place in order to take advantage of those opportunities so you didn't even see them.

FEAR THAT OTHER'S SUCCESS MEANS YOUR FAILURE

The other side of that belief that your success requires someone else's failure is that someone else's success means your failure. Someone else getting a gig or getting an opportunity means that there's less for you, and that belief is in your way of seeing all the opportunities that are uniquely perfect for you, because if someone else got that opportunity, it was theirs not yours.

Now there's learning in that. What is it you need to put in place in order for you to be ready to be getting opportunities at that level? That's the question, and so when you see someone getting success, instead of resenting them or judging them or saying they're not good enough to have that success, which by the way is also saying that you're not either, because perception is reflection.

If you're perceiving someone else is not good enough, you are perceiving yourself as not good enough.

You're just reflecting it back on yourself. So if you can celebrate and bless them in their success and learn from them. What have they got in place that you don't yet? What are the actions that they were willing to take that you are not willing to take?

Now when you look at that, you may decide that, you know what, I'm not actually willing to take those actions. Okay. That success isn't for me. And that's okay too, because really the only difference between the people who are successful and the people who are not successful is that the people who are successful are willing to do the things that the people who are not successful are not willing to do.

So when you're looking at somebody else who has had a success, ask yourself, "What is it that I was unwilling to do that they were willing to do? What obstacles was I unwilling to get past? What belief was I unwilling to believe? What choices was I unwilling to choose?"

And it's not right, wrong, good, bad. It's just is what it is, because the choices you make will lead you to your outcomes. If you don't like your outcomes, you need to change your choices.



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Those choices are determined by your emotions, which are determined by your beliefs, which means that if you want to change your choices, you need to change your beliefs. It's a cycle, okay?

FEAR THAT SUCCESS WILL REQUIRE YOU TO WORK HARDER (CONSIDERATIONS, FEARS, OBSTACLES)

Another thing that's really common is that fear that success will require you to work harder than perhaps you're willing to work or even physically able to work. Well that may mean you need to redefine what you want.

What your level of success looks like, but here's the other side of that... In the *Success Principles* by Jack Canfield, which I adore. In the chapter that he talks about goals. and I think it's early on. It's like Success Principle 2 or 3.

When he talks about goals one of the things he talks about is that if you have set a goal that really is visionary for you, then you will immediately become conscious of your considerations, your fears, and your obstacles.

If you are not immediately conscious of your considerations, your fears, and your obstacles, you're playing safe. Your goals aren't big enough. You're not really setting goals that are in line with your vision of your success.

So which means if you're setting goals further in line with your vision of success, you're going to feel fear. You're going to have considerations, and I would suggest that not wanting to work that hard is a consideration.

Which may mean that you need to hire people to take some of the work off your load, okay?

FEAR OF WHAT SUCCESS WILL BRING - LOSS OF LOVE, FRIENDS, ISOLATION

You may fear what success will bring, and we talked about that when I talked about fear of success, that you may have beliefs about success, like it will mean that you will be alone. It might mean you will lose friends or that the friends that you have you won't be able to trust.

It will mean that you are isolated. Those are just beliefs. They are not right, real or true. It depends on how you build your life. And I will tell you that there are incredibly successful people, who are surrounded with people, their tribe that they deeply love and are deeply loved by.



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That they trust and are trustworthy. It's up to you to build those relationships. And it's up to you to have boundaries around who you let into your lives, okay?

FEAR OF THE ULTIMATE FAILURE, HIGHER YOU ARE, HARDER YOU FALL

Another thing that is often going on for people is the fear of the ultimate failure. Which means you don't want to be so successful that when you fail it will be huge and horrible, and you won't be able to recover from it.

You know the concept of the higher you are, the harder you fall. When you think about those things I recommend you look at people's careers, like the Rolling Stones, like John Travolta, who is the master of comeback.

Like Bill Clinton, who as you study his career, he was known as the comeback kid. Because he's comeback from the enormous failures, huge failures. How many billionaires have gone bankrupt? Some more than once.

Trump has been bankrupt more than once. The guy from Virgin, I'm blanking on his name, but you know who I mean. He's been bankrupt more than once. It's why he had to sell Virgin Records was because he was facing bankruptcy.

You know, there is no such thing as failure. It's just feedback. If you've got the skills to become successful, you can become successful again. Remember, it's not an end, it's a process.

ILLUSION THAT IF YOU DON'T ACTUALLY TAKE ACTION, YOU DIDN'T ACTUALLY FAIL...

These last two I'm really quite fond of, because I think they are really common. The first one is the illusion that if you don't take action, you didn't actually fail. And that you can keep telling yourself that you didn't fail, you're not done, because you didn't really try. That is so much bullshit.

Because when you are facing an opportunity and you don't take action on that opportunity, your answer is always no. If you are not saying, "Yes," you are saying, "No." Period. If you don't take action, you are choosing to fail.

So if you're saying to yourself, "Well I'm not really failing, because I didn't, you know, really take action or I could have tried harder." That's -- it's a lie. You're lying to yourself. You're not getting the feedback, because you're not taking the risk of taking the action.

And you think you're protecting yourself, but really you're playing safe, and you're choosing to not be successful. You're actively choosing it.



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So be willing to take action and be willing to fail. As Churchill said, "Success is really the willingness to fail over and over again without the loss of hope." Be willing to fail. Be willing to fail huge! Because it's just feedback. It's just information.

SIMILARITY BETWEEN THE PHYSICAL SENSATION OF FEAR AND OF EXCITEMENT

And the last one is how to --- the similarity between the physical sensation of fear and the physical sensation of excitement. Fritz Pearls, who is the father of Gestalt psychotherapy, said that, "Fear is just excitement without breath."

And it's true when you're excited your body will emit a lot of the same neurotransmitters as it does when you're afraid. So it can feel really similar. So when you are feeling afraid just decide that that's really just excitement. Just rename it.

HOW TO HANDLE THE FEAR WITHIN YOURSELF

BYRON KATIE – THE 4 QUESTIONS

Okay. I'm looking at the time and I'm looking at the sheer quantity of stuff I still have to cover, and I'm probably going to go about 15 minutes longer on this content. So give me a second to take a sip of water.

I also wanted to take a minute and allow the people who are on the call live, if there's anyone still on the call, who wants to ask questions, because it will take longer than an hour. If you wanted to come off mute, hit star 6, if you had a question before I go on to the next -- I have three more pieces to this content.

Just hit star 6 and start talking.

Okay, so I'm not hearing any questions so I'm just going to move on. Let's talk about how to handle the fear within yourself. We've talked a bit about the primary way I think that you will be able to move past the fear, which is redefining it, redefining what it means, and really getting clear about what it is. But there's a couple of other techniques that you can use. The first one is some material from a woman named Byron Katie.

And Byron Katie wrote a book called --- I keep, I always forget the name of this book but it's something like *At Ease With What Is* or --- I'm going to look it up because I want to give you the exact name.



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The Byron Katie, *Loving What Is*, that's the name of it. *Loving What Is*, and I'm a huge fan of her work. She has within that book *Loving What Is*, a process that she called "the work."

And so this is about doing "the work." When you've identified what specifically the fear is. So for example, you've identified that underneath your kind of vague broad definition of your fear of success is really the belief that if you are successful, you will be alone, for example.

What you want to do is sit down with a notebook or with a friend and process through the following 4 questions.

IS IT TRUE?

The first question is: Is it true? So if I'm successful, is it true that if I'm successful I will be alone?

And really sit with that and look at, you know, is that actually true? Have you ever been successful in your life and did that mean you were alone? Do you know people whose success created an alone-ness for them? Is it really true?

CAN YOU ABSOLUTELY KNOW THAT IT'S TRUE?

The second question is: Can you absolutely know that it's true? Meaning even if it was true for other people, even if it was true for you at another time in your life, can you absolutely know it will be true this time? And really sit with that question. So the first question is: Is it true? The second question is: Can you absolutely know that it's true?

HOW DO YOU REACT, WHAT HAPPENS, WHEN YOU BELIEVE THAT THOUGHT?

The third question, and this is the one that I really want you to write on: How do you react? In other words, how do you behave? What happens when you believe that thought?

So when you are believing that if you are successful you will be alone, what happens? How do you react? How do you behave? What choices do you make? How do you not behave? What choices do you avoid?

So question one: Is it true? Question two: Can you absolutely know that it's true? Question three: How do you react? What happens when you believe that thought?

WHO WOULD YOU BE WITHOUT THE THOUGHT?

And question four, and this is really critically important.



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Who would you be without that thought? Who would you be if that belief never existed? So if you didn't ever have the belief that if you're successful you'll be alone, who would you be? How would you behave? What would you do? What choices would you make?

One of the things that I've seen floating around on Facebook and other places is this question: What would you do if you knew you could not fail? I think that's a really good question to ask yourself every day.

What would you do today if you knew with complete certainty that you could not fail? Who would you call? What action would you take? How would you invest your money?

FOCUSING – GET THE MESSAGE THE FEAR IS TRYING TO GIVE YOU

The next couple of pieces are things that I've covered in other classes. *The Power of Focusing*, which is a book, and I'll have the link up on this page. That I've talked about the process of focusing in multiple other class, I'm not going to go over it again here.

I know it's in [Overcoming Fear](#). I'm pretty sure it's in [How to Transform Your Belief - the Key to Success](#). It's in other places. But the thing that focusing allows you to do in this context is, if you sit quietly and you find where that fear is living in your body and you allow yourself to sit next to that sensation and have a conversation with it, and let the fear give you the message it's trying to give you, very often it will reveal the belief that's in your way. It may give you specific actions that you can take right now to feel better.

Like let's say, you're contemplating booking a road trip, a tour, and the fear is when you sit down and have a conversation with it, that you'll get lost or that you'll break down somewhere in the middle of nowhere.

Well, you know what? There are ways to get past that fear. You can make sure that you've got really good maps in your car and that you've got GPS. You can map out your route in advance.

You can make sure that you got a spare tire and a jack and triple A road service and a really good cell phone that's fully charged up, right? So that if something happens, you can take care of it.

Because sometimes you know what? The fear is useful information. The fear is going to stop you from making a mistake. And if that's the case, then act accordingly. But get clear about really what it is that the fear is telling you.

What's the message? Okay? And focusing is a wonderful tool for getting the information from the physical sensation that your fear is giving you.



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REFRAMING – HOW CAN YOU THINK DIFFERENTLY ABOUT YOUR CIRCUMSTANCES

Another thing is reframing. How can you think differently about your circumstances? You know, what would your life look like if you didn't have that thought? What thought will shift it for you?

Now I have talked about this in much more detail in the [Transforming Your Beliefs - the Key to Success](#), but I just want to remind you that I recommend against going in direct opposition from a belief.

So if your belief is, "I am not worthy of success," don't start pummeling yourself with the "I am worthy, I am worthy, I am worthy!" It doesn't work.

(cut audio) the deeper it actually gets embedded in your psyche, okay? But I am not worthy of this particular success what can you believe, truly deeply believe in this moment about this particular opportunity?

For example, if this is the right opportunity, I'll get it. And if I don't get it, it wasn't the right opportunity. Could you look at the opportunity and say, "All the work that I'm going to do in order to make that opportunity happen will serve my career in the long run whether I get that opportunity or not"?

So let's say -- I talk about this a lot with my clients who come from Taxi where they're like, "You know, if I put in all this work to write and record and mix and master and submit a song for this listing, what if I don't get it? Then all that work is wasted."

No. You've got a song! You've got a song that's written, recorded and mixed and mastered. You can use that song. You can use it in other places. You can get feedback on that song and get better doing what you're doing. Right?

There's all kinds of ways building that will serve you in the long term, okay? So even if it wouldn't develop, if you didn't go after the opportunity. Even if it's not yours. Even if you're not ready for that opportunity yet, just the sheer effort of going after it is going to help you develop something.

I went after a gig that required me...this is a long time ago...that really required me to have a strong biography and have a good website and have a lot of marketing pieces in place in order for me to really go after that opportunity, and I didn't get the opportunity.

And frankly, I think it was a blessing that I didn't. But I didn't get the opportunity, and I put in so much work. But all the work that I did on my marketing materials, I was able to use going after the next opportunity and the next opportunity and the next opportunity,



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which were frankly opportunities better suited to my overall goals, okay? So how can you think differently about your circumstances? That's just one example of a way you can think differently about your circumstances.

There are many different ways to do that. By the way, this is a great thing to submit to the Ask Coach Debra call. If you're struggling with something, submit the question, the circumstances to the Ask Coach Debra call, and let me help you re-frame it.

If you're a professional member, submit it in as your monthly email question, and let me help you re-frame it, and if you're in the professional mentorship program, let's do a laser coaching session about it. Okay?

NARROW YOUR FOCUS TO REDUCE OVERWHELM

Another way that you can handle the fear within yourself is to narrow your focus to reduce overwhelm. Very often when you suddenly discover all the things that you didn't know you didn't know, and you start recognizing all the skills you don't have, all the pieces that aren't in place, all the work you've got to do in order to achieve your success, you can get really overwhelmed.

But here's the thing about overwhelm. Overwhelm is the result of having too broad a focus. As you're discovering all the things that you don't know and all the things you've got to do and all the work, create a brainstorm list.

Put it in some kind of semblance of order of priority. Pick one thing and focus on it. Narrow your focus, and when you start going crazy because there's all this other stuff, just make sure it's included on that big brainstorm list, and promise yourself you'll get to that stuff, but for now narrow your focus. You will feel better. You'll feel less overwhelmed.

PUTTING STRUCTURES INTO PLACE TO HANDLE THE CONSEQUENCES YOU FEAR

And finally put structures into place to manage the consequences of going after your success. To manage the obstacles, the fears, the considerations. If you're concerned that you'll overwork yourself and burn yourself out, set up really good time for management structures.

If you're afraid that you'll end up alone, make sure that you build time into that structure to work on your relationships. To follow up with the people that you really liked and want to get to know better.



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To make sure that you connect with people on a regular basis. The ones that are really important to you. Just build it into your structure. Put pieces in place to manage your finances.

If you're afraid that if you get a manager that they might steal from you, well, learn how to manage your finances before you delegate it, so that you'll know how to read the spreadsheet, so that you'll know how to read your bank statement, so that you'll know whether or not the person who's managing your finances is being honest with you.

Delegate don't abdicate. Be conscious and aware and hold people accountable. Put structures into place to handle the consequences you fear. That's not being pessimistic. That's being pragmatic and practical. That's being a responsible business owner. Okay?

HOW TO HANDLE THE NAYSAYERS

Okay, there's one last piece that I want to talk about that I promised you. Forgive me, there's actually two more pieces.

The next to the last piece, the penultimate piece is to how to handle the naysayers in your life that trigger your fear of success or trigger your fear of failure. Very often those naysayers come from our childhood or our family unfortunately.

I had this conversation with a client just the other day who'd had a conversation with her dad and was freaking out about it. Because her dad was, you know, talking about all the ways she should, you know, put back up plans into place because what if her career doesn't work out and blah, blah, blah...sound familiar?

Here's the thing. There's really 2 kinds of naysayers. There's the people who love you and are worried about you, and because they don't really understand what it is you're doing or how people create success doing what you're doing, they are terrified for you.

The other kind of people are people who truly deeply believe that if you're successful they won't be, and so they're naysaying you, because they feel like they have to put you bit down in order to have the opportunities they need in order to be successful.

So there's the people who really love you, and then there's the saboteurs. It's up to you to discern the difference, because I promise you the saboteurs will tell you that they're just doing this because they love you.



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And I am saying that from my own personal experience, but when I really got underneath it, that person really --- so you need to learn how to tell the difference. And you know what? Some people may fluctuate between the two, right?

But here's what I know for sure that more often than not, the people who love you, really love you, and they're saying these things to you because they're afraid for you. And the real truth is, if you didn't already hold the belief that they're vibrating, their naysaying would have absolutely no effect on you, and I have seen this happen with people.

IF IT'S NOT YOUR FEAR, YOU WOULDN'T CARE – SO USE YOUR REACTION TO WHAT THEY'RE SAYING TO HELP YOU IDENTIFY YOUR FEARS.

I have seen people be confronted by naysayers and just really not care. And the first time I saw this, it was absolutely shocking to me. Like how can you not care? Why doesn't this affect you? It so affects me when someone does that to me, why doesn't it affect you?

And what I realized and it took me a while, but I realized is it didn't affect them because they didn't hold those beliefs. And when I stop holding those beliefs, those naysayers stopped affecting me too, because you know what? If you don't have a belief for that comment to vibrate against, if there isn't some harmonic for it to connect with, they can say anything they want, and you won't care.

It's like water off a duck's back. You won't care, which means that if you care, you can use that. If someone says something to you and it upsets you, it pisses you off or it hurts your feelings or it frightens you, you have an emotional response to what they're telling you, then you've got to do the following: you've got to say to yourself, "Oh! Ah ha! I'm really upset about this. Isn't that interesting?" And by the way this is also a process I've covered in other classes.

"Isn't that interesting? What is it I am thinking, believing that is having me feel upset? What could I be thinking or believing differently? In other words, re-framing it, so that I feel better?"

So if someone says something to you and you get upset about it, then know that it's not them, it's you. They have nothing to do with them because if you didn't already believe it on some level, they could not have that effect on you.



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APPRECIATE THEIR UNDERLYING MOTIVATION

Secondly, if they are someone who loves you and you know they love you, just appreciate their underlying motivation. I started a long time ago using the following script with my father.

When he would express his fears about me pursuing my dreams, I would say to him, "Thank you, dad. I know you love me. Thank you. I know you love me." By the way, in the [How to Use Feedback and Criticism](#) -- oh I'm sorry. In the [How to Turn Your Inner Critic Into Your Staunchest Ally](#), it's the same script.

You're just using it with the external critic, instead of the internal critic. And I have to remember to link you to that class too.

DISENGAGE

Okay, if this person is a saboteur, if they do not love you, if they're pushing you down so that they feel better, disengage. Get out of that relationship even if they're family. Limit your exposure. Disengage.

Even if you are using your reaction to them to get clear on what your fear is, you're going to be better off in the long term creating a really clear solid boundary between their energy and yours, because they're on your way.

Don't allow people to clutter up your energy field. If they can't be happy for your success, disengage. Okay?

TURNING FEAR INTO MOTIVATION AND MOMENTUM

And finally, the ultimate piece of this is turning fear into motivation and momentum. Now everything that I've talked about already is going to help you transform your fear into motivation and momentum.

The class on [Motivation and Momentum](#) will also help you with this. Though that is under the Time Management construct, it will still help you with this. Here is the thing;

WHEN YOU ARE CLEAR ABOUT EXACTLY WHAT YOU INTEND TO CREATE, WITH CLEAR

GOALS AND A CLEAR PLAN – THE FEAR WILL NATURALLY TURN TO EXCITEMENT

When you are really, really clear about exactly what it is you intend to create, what it is your success will look like, what specifically your life is like now that you're successful,



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with clear specific, concrete..with deadline goals, and a clear plan how to get those goals.

So not only having this set of goals but also having set up a plan to create those goals and you know, the [5 Year Plan](#) will help you with that. [How to Create a Plan](#) will help you with that. [The Dreaded Business Plan](#) will help you with that, right?

So all of those classes will help you get very clear about this. What will happen is that the fear will naturally turn to excitement, but remember that it may feel similar. So it may still feel like that heart pounding, fluttery feeling, but just know that that's actually excitement. It's not fear.

REMEMBER WHAT JACK CANFIELD SAYS ABOUT GOALS – FEARS, CONSIDERATIONS AND OBSTACLES

And remember again what Jack Canfield says about goals, that if you've set these really clear goals, and you know how you're going to go about getting them, your fears, considerations, and obstacles will show up, but that's all part of the process.

It's okay. It doesn't mean that you aren't capable of achieving those goals, it just means you're on the right track.

PRACTICE BREATHING AND MOVING FORWARD

Practice breathing so that your fear turns into excitement and practice moving forward. Practice taking action. Practice leaning into the fear, leaning into the discomfort, being willing to take the risk and possibly failing, and then analyzing the failure as feedback. Just practice that process because the more you practice it, the more calm (audio cut)

GET SUPPORT

EMOTIONAL INTELLIGENCE

OVERCOMING FEAR

HOW TO USE FEEDBACK AND CRITICISM CONSTRUCTIVELY

TRANSFORM YOUR BELIEF

SUCCESS PRINCIPLES

POWER OF FOCUSING



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How to Move Past Your Fear of Success or Failure

HOW TO TURN YOUR INNER CRITIC

MOTIVATION AND MOMENTUM

HOW TO CREATE GOALS; 5 YEAR PLAN, HOW TO CREATE