



MINING YOUR

GOLD!

HOW TO DIG DEEP TO DISCOVER
WHAT YOU REALLY WANT!

AVISH PARASHAR

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What do you want?

Seems like an easy question, right? You live with yourself 24 hours a day, 7 days a week. If anyone should have an idea of what it is you want, it's **YOU**.

However, you know as well as I do that it's not always that simple. Sure, there are some people that grow up knowing what they want to do, and they go to college for that, and then grad school, and then they work in that field for forty years, and then retire, happy as can be that they spent their whole life doing what they loved.

If you are one of those people, congratulations! **You are not who this program is intended for...**

This program is meant to help the rest of the world. The people who never knew exactly what it was they were supposed to be doing. Or maybe they thought they knew only to discover a few years in that they were on the wrong path. They might not even know how big the problem is; to them, it's just a nagging feeling inside that they don't know how to address and have long ago learned to ignore.

If you are reading this, I'm guessing that's you. If so, I have good news. This program is going to help you with that.

My promise: If you go through this program, listen to the audio, and do the exercises I promise that you will have a clear idea of what it is you really want to do, be, or have.

"What you really want to do, be, or have," could be a massive career change. It could be a subtle job shift. It could involve picking up a new hobby, starting a business, or championing a cause. It will be different for each person. The important thing is not **what** exactly it is, but that you go through the process fully so you can truly figure it out.

Quick Start Guide

Your greatest value will come from listening to the whole program and doing all the exercises. However, for you over-achievers that just want to jump in, I suggest you do the following:

1. Prime your creative pump (Page 15, MP3 Track 5)
2. Answer the “Powerful Questions” (Page 21, MP3 Track 6)
3. Go Through the Good, the Bad, and the Ugly (Page 26, MP3 Track 6)
4. Create and answer your own custom question (Page 29, MP3 Track 6)
5. Put it into action (Page 31, MP3 Track 7)
6. Select an Idea (Page 33, MP3 Track 7)
7. Take your next step (Page 42, MP3 Track 9)

If Time is an Issue For You

Chances are that you are busy. We all are. If you start to find that you are too busy to even start this program, relax! You don't need to do it all at once.

Here are a few simple steps you can take to get this done, even if you are strapped for time:

- Commit to listening to just one MP3 a day. Do the exercises covered in that MP3, but once that track is over, take a break until tomorrow.
- When you get to the section on “Powerful Questions,” don't try to go through them all in one sitting. There are quite a few, and you'll want to take some time with each one for maximum effect. Commit to fully answering just one or two a day. Not only is this ok, it may even be better. By taking a break, you give your creative subconscious a chance to “mull things over.”
- Load the audios onto an MP3 player and listen to them while working out or driving. Just make sure you come back later and actually **do** the exercises. Otherwise it's all a big waste.
- Use the Quick Start Guide (above) to jump into the content you need the most right away.

Bottom line: you don't need to do this all at once, so there's no excuse not to get started. Take it one step at a time, move at your own pace, and you'll get it done. The important thing is that you get started!

Self-Assessment

Do you suffer from any of the following challenges? Check all that are true for you:

- ☐ I have a nagging feeling that something is missing, but I can't quite put my finger on what that is.
- ☐ I don't think I'm particularly creative, or I don't know how to access my creativity, or I don't think it's all that important for me to be able to access my creative power.
- ☐ I have too many things I am interested in doing and I don't know which one to choose.
- ☐ I have thought about what I really want before, but every time I start, something holds me back
- ☐ I have been working on a dream for a while, but now I am lacking motivation for it.
- ☐ I am wrong for wanting more. I should be realistic and just be happy with what I have.
- ☐ I have invested too much time and/or money into my current career path to make a change.
- ☐ I tried this kind of program once before and it didn't help.
- ☐ I don't think I'll be happy doing just one thing.

If you checked any of the boxes above, then continue on – those issues (and more) are about to be addressed!

Resistance and Fear

Before we get too deep into figuring out what it is you really want, we need to take a look at what may be holding you back.

Below is a list of common fears that people face when trying to figure out what they really want. They may not be obvious; you probably won't be sitting there working through an exercise and then think to yourself, "Hey, I have a fear of change!"

Instead, you'll find yourself subtly veering off task. You'll procrastinate. You'll find yourself coming with answers that don't feel true or right for you, but for some reason they make you feel "safe."

Until those fears are addressed, you can't really figure out what you want. Every time you try, your subconscious will sabotage your efforts.

Think back over the various times you have tried a program like this, or have taken steps to pursuing a big goal, or felt defeated before you began. Check all the boxes below that you think may have been an underlying fear that you had or have:

- ☐ Fear of unworthy goals
- ☐ Fear of wanting something (wrong to desire)
- ☐ Fear of change
- ☐ Fear of throwing away time and money
- ☐ Fear of facing the truth
- ☐ Fear of risk

- ☐ Fear of success
- ☐ Fear of letting go

Unsure of what's holding you back? In the space below, write your first instinct answer the question, "what's holding me back?" Don't think about it, don't wait, just start writing and don't let the pen stop moving (more on this in a bit):

What to Do About the Resistance and Fear

If you have done the above exercises, then you should know two things:

1. The wide variety of fears that can undermine anyone
2. The specific fear(s) that undermine you

There are many techniques for overcoming fears. For the purposes of this program, you don't need to completely remove those fears. You just need to be able to put them aside long enough to properly do the work.

Here are a few ways to do so:

Awareness – The first step is simply being aware of what's holding you back. The very act of noticing a limiting belief can in and of itself allow you to take action in spite of it.

Acceptance - Too often we think of fears and limitations as things we need to “overcome,” “crush,” and “destroy.” Those are options, but sometimes when you simply accept reality of resistance it loses its hold over you.

Pushing Through – If the fear still exists, by taking repeated action despite the fear it will lose its hold over you over time.

Deep Breathing – When the thought of figuring out what you want or taking action on it starts to freak you out, take a few deep breathes. Breathe in, sucking the air into your lower belly, hold it for a few seconds, then slowly breathe out. After a few breathes, you should grow calmer and feel the fear subside.

Logical Self Talk – If you are a logical person, then you may be able to talk your way out of the resistance. You can do this in written form or out loud. It's a simple technique: start with your fear, and then have a conversation with yourself about all the reasons why that fear is invalid. Make as big a list as you can, and then refer back to it whenever the original resistance rears its ugly head.

The Pink Balloon – This is technique from Shakti Gawain's book, Creative Visualization. Think of the thing that you are afraid of or is causing you stress and imagine putting it inside of a soft pink balloon. Then visualize the balloon floating away with your stress inside of it. Sounds weird, but it works.

The Parking Lot – Some people are unwilling to let go of a fear because they have had it for so long it feels like a part of them, or they think it is useful. If that's you, then don't fight it. Rather, write it down in a journal or a computer file, or on a post it note which you stick somewhere. Tell yourself that you are not eliminating the fear altogether; you are just "parking" it off to the side for a little while. It will still be there when you go back.

Energize – It is much easier to push past fear when you are feeling positive and energized. If something is holding you back from taking action, take a break and get energized. Workout, do something fun, talk to a friend who lifts your mood and motivates you. Then return to your task and see if you are more able to handle it.

Keep in mind, the above techniques are not designed as cures for major phobias and anxiety issues. Rather, they are simple techniques to help you overcome the underlying fears that are blocking you from accessing your creativity and doing the exercises.

Myths and Perceptions

Society is not designed to support you figuring out what you want, especially as an adult. Think about it: what is one of the most common question adults ask children?

“What do you want to be when you grow up?”

Amazing! We make kids believe at a fairly young age that they need to start figuring out what they want to do with the rest of their lives!

Then, in high school, students have to pick a career path so they can pick a college, and a major, and a life plan – all between the ages of 16 and 18! How many 17 year olds do you know that are capable of making such a momentous decision that they need to live with for the rest of their lives? Have they even experienced a fraction of all there is in the world to be able to properly figure it out?

No, of course not. But most of us have been through this process. We picked a career, picked a major, found a job, built a life, and then, at some point, started to feel like maybe something wasn't right – but we didn't know what it was or how in the heck to fix it.

The myths and beliefs you have ingrained in your mind can hold you back as much as any of the fears from the previous section.

Put a check next to any of the myths or beliefs below that you were told, that you have heard, or that you believed to be true:

☐ I need to pick a career and stay with it

- ☐ Changing jobs or careers is flaky.
- ☐ It's bad to be a "Jack of all trades, master of none."
- ☐ Work isn't supposed to be fun
- ☐ You can't make money doing what you love
- ☐ Picking a path should be simple and easy (other people seem to do it!)
- ☐ I need to make a lot of money to be happy
- ☐ If I change I will have wasted time/energy/money/skills

Write down your own myths and perceptions here:

Once you have identified the myths and perceptions that may be holding you back, you need to let them go in order to be able to move forward in this process.

The techniques from "What to Do About Resistance and Fear" work here as well. Specifically:

- Awareness
- Pushing Through
- Logical Self Talk
- The Pink Balloon
- The Parking Lot

Also, you can try **rewriting** your limiting belief:

Rewriting – For each myth or perception you have identified for yourself, re-write it in a positive, self-affirming way. For example, if you believe, “changing makes me flakey,” you can re-write that as “by changing I am moving closer and closer to what I truly love and what will make me happy and successful.”

Then, whenever the original thought creeps up in your head, you can instantly replace it by saying (out loud or in your head) the new one.

You can also use the new statement as an **affirmation**. Every day, say the new, positive version out loud 10-20 times to yourself. Say it with full conviction, as if you are 100% true (even if you have some doubt) and soon **that** will be your new belief.

Priming the Creative Pump

Let's get this out of the way right now: you are creative. Yes, **YOU**.

Think about it: "Creativity" is simply "the ability to create." You create every day. You may not create paintings, music, stories, poetry, etc. but that's ok. Those things are "artistry," which is a subset of creativity, but not the whole thing.

When you come up with a new idea, you're creating. When you daydream, you're creating. When you write a report for work, you're creating.

All people are creative. The problem is that most people have learned over the years to suppress their creativity. From the time you are a child through your teens and into adulthood, you are constantly taught to "watch what you say." In order to be creative you need to remove those filters and let ideas flow out of you.

Your best creativity comes from deep within you, from within your subconscious mind. In order to access your creativity, you need to access that tremendous subconscious power. The problem is that years of "watching what you say" has taught your conscious mind to filter everything you not only say, but also everything you *think*.

When it comes to figuring out what you want, you need to bypass those conscious filters and dig deep inside of you and find out what your true desires are. If you have been working on some dreams or goals for a long time, you need to dig deep to find out if those dreams still really matter to you. If you are doing what you think you "should" do, or what others expect of you, you have to dig past the conscious, critical part of your mind and discover what **you** want, regardless of what others say or think.

Free Writing

Free writing is one of the most powerful ways to access your subconscious and creative power.

Free Writing is simply recording your thoughts in a notebook or journal. The method I'm going to talk about is the one that Julia Cameron describes in her book, 'The Artist's Way.' It's something she calls morning pages, and I think it's really useful.

With morning pages, you wake up in the morning and, before your mind has had time to start getting filled up with all the thoughts that it has, you sit down and write in a journal. You write your thoughts for three straight pages, filling them up. It doesn't matter what you write.

If you're like me, then when you first start doing this you'll start out by writing things like, 'I don't know what to write, I don't want to do this, I don't want to be here, why am I doing this, I don't know what to write.' You can write that for as long as you want. Whatever comes into your mind, you just write. The key is to keep the pen moving.

What you'll probably find is after a little bit, maybe half a page or so of rambling, your thoughts will gain a little cohesion. You might start writing about your day or about what's going on in your life. Eventually, as you get later in the pages and as you do this for a few days, you'll start writing about your feelings about things. It could be how you're feeling about what just happened or it could be how you're feeling about what's coming up.

Note: It's ok if your thoughts don't gain cohesion. Don't force it. Just let ideas flow naturally.

As you continue to do this, things will come out. You will start to push past those critical filters and really dig deep into what's going on in your head. As the pages fill up, you will get back in touch with what it is that you want that will make you truly happy.

DON'T SKIP THIS STEP!

Practicing your free writing is critical to your success with this program. Many of the following exercises require you to access your creativity and let your thoughts flow out of you. If you haven't practiced that before hand, your results may be greatly reduced. Take the time to practice this right now!

Free Writing:

[illegible]

[illegible]

Powerful Questions

BEFORE YOU START THIS SECTION: Grab a pen or pencil, and either print out these pages or grab a notebook, notepad, or stack of paper.

Once you have developed the skill of Free Writing, you are ready to focus and apply that skill. Below are a series of questions. Answer them in the same way you did the free writing exercise. Don't think, just start writing and don't let the pen stop moving.

If I only had a year to live, what would I do?

If I accomplished nothing more from now until the end of my life, what would I most regret not doing?

If someone paid me double my current salary and the only stipulation was that I *had* to do something productive for 20 hours a week, what would I do?

What did I used to love doing?

What do I want to do that I am afraid to try?

What do I want to do but think I can't?

How do I spend my free time?

What do my friends think I should do?

What activities/work do I get lost in?

Overcoming limitations: Listen to the excuses that you are giving yourself (now and also the ones you have in the past). For every one of those, fill in the blanks: "If only I had___, then I would___."

Dig Deeper: If you are stuck on a small number of ideas, dig deeper on each one. Think of every idea you can, and then follow it with, “and not only that, but also ____.” Write down the new ideas here:

The Good, the Bad, and the Ugly

You may find great value in simply analyzing what you do and do not like about various jobs and activities you have participated in.

Think back to what you have liked about your current and past jobs. Write those elements down here:

Think back to what you have not liked about your current and past jobs. Write those elements down here:

Think back to what like about various activities you have enjoyed and excelled in. Write those elements down here:

Think back to what did not like about various activities you have enjoyed and excelled in. Write those elements down here:

Find Patterns: Chances are the above four answers are a mish-mosh of elements that don't make much sense. Your goal is to find ***patterns***. It's important that you do the above for more than just one job or one activity to get enough data.

Once you repeat the above for a variety of jobs and activities, start looking for the patterns. What elements keep popping up on the “like” and “do not like” lists?

You may not get a definitive answer about what exactly you should be doing, but you’ll be telling your creativity which direction it should and should not be looking.

Right down your common elements here:

Things I like:

Things I don’t like:

Your Own Custom Question

The above questions are universal ones to get your mind going and help you figure out what you want. However, you can repeat this process as many times as you like with more customized questions. Your question is just the starting point for your creativity to run.

For example, rather than just asking, “What do I really want to do?” you may ask, “What could I do that would pay well and allow me to express myself creatively without requiring me to travel?”

Note: Start broad first, using the questions above. Then, and only after you have done that, use custom questions to further refine your search.

What question do you want an answer to? Write it here:

Now write your answer to that question:

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Putting it into Action

At this point, you should have a big list of ideas that you could possibly take on (if you have done the exercises and don't have a list yet, don't worry – check out the “Common Challenges and Mistakes” section below).

From those ideas, you should have the base material to start understanding what it is that you really want to do.

Analyze: Go back through your answers to all the questions and circle every idea that sounds appealing to you.

Brainstorm: You can also brainstorm a new list with the big question, “What do I really want to do?” Now that your idea pump is primed, your creativity should give you some good focused answers. Brainstorm your ideas here now:

Compile: From the two exercises above, write down every possible option here:

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Selecting an Idea

From the list above, narrow it down to just a few, or even one. You don't have to get it down to just one. If you do, that's great, but not all people are wired like that. If you can get it down to three, that's great.

To decide which one(s) you should select, use the following methods:

Instinct – It will be quite possible that one of the ideas will jump out at you. On some level you'll just **know** that that's the one.

Excitement and Passion – Ask yourself, "Which of these ideas excite me the most?" "Which ones I am the most passionate about?" The answer to those questions is a strong contender for your "big idea."

Fear – This is the flip side of excitement. If there is an item on the list that makes you afraid to think about, pay close attention to it. Sometimes the things we most want to do give us the most fear when we think about doing them.

Simplicity and Ease – Some items on the list will take less effort and involve less preparation and risk than others. If you are very torn between ideas, there's nothing wrong with going after the easier stuff to build some momentum. Just make sure you're not choosing the easier stuff **only** because it's easier. That's a quick way to finding yourself right back where you started in short time.

Think About the Day to Day Process – When figuring out what they want, some people only focus on the end goal, and only on the most positive elements of their path. For example, some people want to be movie stars but they don't want to "beat the streets" going to audition after audition, or take classes to work on their craft, or face rejection, or work on low-paying non-glamorous shoots to

get started. They want the end result, but the day to day stuff to get there doesn't appeal to them at all. As you decide from amongst your ideas, think not just about the end goal but also about the path and process that's going to get you there. Your best bet may be the answer that let's you do what you love and are good at every day, not necessarily the one that has the most glamorous or most lucrative end result..

Observing the Obvious – Your short list may end up with a “no-brainer” item on it that is screamingly obvious for you to pursue. Don't overcomplicate this. Just because an answer was easy to come up with and seems obvious, don't make it wrong.

Get Help – Talk over your options with people you know and trust. Friends, colleagues, family, etc. Your decision may impact some of these people, so get their thoughts.

Research – Do you have an idea on your list that sounds good but you're not quite sure how to make it work? Don't feel you have to figure it all out on your own. Do a little research – online, in books, through contacts – and see how others have taken similar ideas and made them work for themselves. Once you find others who are making it work for them, you can not only learn from their example, but you can also learn from them directly. Just drop them an email and see if they would be willing to chat on the phone with you for 15 minutes. Not everyone will say yes, but some will, and those conversations can be invaluable in helping you figure out what you want.

Let it Go – If you are really stuck, the step away from the process for a few days and try not to think about it for a while. During those days off, one of those ideas may keep popping up in your head. That could be an indicator that that is what you should be doing. If this doesn't happen, then returning to the process after a few days away should give you some new perspective.

Ask Another Question - Just because you have your narrowed down list of ideas, you don't have to stop brainstorming! You can use the Powerful Question format to ask a new question: "Which of these ideas do I truly want to pursue?" or, "If I could only do one of these three things, which would it be?" As always, start writing and don't let the pen stop moving. Also, if you are really stuck, keep free writing and doing the morning pages every day; it's amazing what good stuff can come out of that (especially when you've got your subconscious primed like this!)

ROI - Otherwise known as "**Return On Investment.**" Which one of the ideas is going to give you the most happiness, the most money, the most fulfillment, etc.? And which will give you the most "bang for your buck?" ROI can combine a few of the above ideas. I sometimes rate my ideas on a scale of 1-5 on three factors:

1. The possible payoff (5 being highest)
2. The ease of implementation (5 being easiest)
3. The interest I have in doing it (5 being very highly interested)

Once I have done that I add them up and I can see which ones seem to be the best bet for me to pursue. Also, feel free to add your own criteria. Take whatever's important to you and create a rating scale out of it.

Using the above methods, write down what it is you really want to do, be, or have (try to keep it to no more than three):

Congratulations!
You have now figured out what you really want!

Common Challenges and Mistakes

If you have gone through the exercises above and still have not figured it out, don't despair! Struggling with this process is not uncommon.

At this point, you have one of two issues:

1. You haven't generated any potential ideas
2. You can't pick from amongst your ideas.

The first is an issue with the creative process. The second is an issue with the selection process.

Here are a few of the most common challenges and mistakes for both and what you can do about them:

Mistakes in the Creative Process (For when you haven't generated any potential ideas):

Expecting a giant a-ha! – If you're like me, then why you start in on a process like this you are really hoping to come out of it with a "so obvious it smacks you on the forehead" answer. While that may happens sometimes, usually the results are much more subtle than that. Instead of an a-ha, you're much more likely to find a slow realization that builds over time that, yes, this is what you should be doing.

Not persisting – Similar to not looking for an "a-ha!" answer, you should not expect to go through this process once and be done with it. When I did this myself, it took me a week of doing the exercises over and over until I started to

see the patterns emerge. It shouldn't take years, but don't expect to get it all figured out in 20 minutes.

Evaluating as you go – Throughout the entire creative process, whether you are free-writing, answering the Powerful Questions, or just brainstorming every possible idea for what you could do, the worst thing you can do is evaluate as you go. That means that when you think of an idea, rather than just writing it down and continuing, you pause, think, “no, that’s stupid, it will never work,” and don’t write it down. To make this work, you can not evaluate as you go. Write it all down, even the stupid stuff, the obvious stuff, the wrong stuff, and the stuff you are afraid to face.

Pre-supposing an answer – Some people enter this process “hoping” that they end up with a certain answer. The problem with that is that it will skew your results. Rather than ending up with an authentic answer to “what do I really want to do?” you’ll end up with a false one. If you really want to come up with a specific answer, skip this process and just do whatever that is. Otherwise, let it all go while you engage in the process and see what comes out.

Mistakes in the Selection Process (For when you can’t pick from amongst your ideas):

Looking for one answer – This will be a tough one for a lot of people. Remember, we are conditioned to figure out the one thing we should be doing. However, many of us (myself included) aren’t wired that way. We want to do more than one thing (and we feel bad about it because we’re taught that that makes us “flaky”). Admittedly, your life will be a lot easier if you can narrow it down to one. However, if that’s not you, it’s not you. You may have to prioritize and put some things off, but you don’t have to pick one at the expense of all the others.

Feeling you have to commit forever – This goes hand-in-hand with “looking for one answer.” You may be unwilling to pick one answer and run with it because you are not sure you’ll want to do it for the rest of your life. That’s ok – nobody said you had to! Yes, in the world today somebody who changes careers every few years is a flake, but who cares? Would you rather have a few people called you a flake while you found what you really wanted, or have everyone think of you as “consistent and solid” while you lived in misery? You can pursue what you come up with in this program for two years, one year, six months, ninety days, or just a month. Trial and error is your friend...

Not having enough ideas – If you’re having trouble picking a good idea, then maybe you just haven’t generated enough good ideas yet. Go back to the Creativity and Powerful Questions sections and generate some more ideas.

The Money vs. Passion Issue – You may have one idea that you love and are excited about but that won’t make you money, and another idea that can make you good money but that you’re not super excited about. This can result in quite a tug of war between the two. Here are a few things you can do to resolve it:

- Repeat the creative process, and ask yourself, “how can I do this idea I love and make money doing it?”
- Do both. Make money with one, treat the other as a hobby or side business for now
- Research. Find others who are doing your “passion” idea (or something similar and making money from it. Can you do something similar?
- Prioritize. Make some money now, and save the passion on later. Be careful however that you don’t put your passion off forever.
- Do the passion idea on the side, but rather than pursuing the money idea as well find another way to make money that will leave with the time and creative energy to pursue it.

Looking for perfection – The motivational industry may have got you to believe that you can be happy and excited 100% of the time. As such, you may be looking for a “perfect” answer. A path that lets you do what you love, earn millions, and never have to deal with anything you hate. The truth is, every job, every career, every dream has it’s downsides, annoyances, and setbacks. Stop looking for perfection and start looking for the “best fit,” that excites you and lets you do what you love.

Getting stuck between ideas – What you may find is that two or three ideas sound equally appealing, and as you lean towards one you start to feel yourself pulled back to the other options. Don’t feel bad, this is natural. When this happens, you have two options:

- Find a way of pursuing more than one at the same time. Be careful with this however, because you’ll be splitting your energy and resources amongst options, which means each will be more difficult and take longer than if you focused.
- Pick one (use the selection methods above) to work on first, and keep the others listed in “future projects” journal or file. Give yourself a time frame after which you will evaluate whether you want to continue or move on to another one.

Mistakes in Both the Creative and Selection Processes

Skipping Steps - If you are still struggling, then I would advise you to revisit the section on Fear and Resistance. Chances are you have an underlying resistance to generating ideas or a fear of making a selection.

Take a break from the process and just focus on free writing for a week or two (everyday, write three pages without pausing or stopping). Then, when you are ready to try again, review the techniques on getting past your fear, and try again..

Your First Steps

Congratulations! You've reached the end of the program!

However, if you're like many people you went through the audio and worked book and just listened and read along without actually doing anything.

Don't worry, I won't chastise you for it. However, I will remind you that very little will happen until you take action.

So, if you haven't done anything other than listen and read so far, then your first steps are simple:

1. Print out this workbook (if you haven't done so already)
2. Go back to page 1.
3. Restart the audio
4. Go through the program again, only this time, **do the exercises!**

There, that wasn't so hard, was it?

Your Next Steps

Congratulations! You've reached the end of the program!

This time, however, I am assuming you made it through the whole program and came up with a solid idea of what it is you really want to do.

Now that you have this idea in hand, you may be wondering, "What do I do next?"

Well, the answer to that is a little outside the scope of this program. However, here are a few things you can start doing right away:

Research – Start learning all you can about the path you've chosen. Read books, watch documentaries, talk to people already doing it, etc. The more info you gather now, the easier your path will be in the future.

Prepare - If your new idea requires a pretty big shift from what you are doing now, you need to prepare yourself. Start saving up money. Go out and meet people who may be able to help you in the future. Have conversations now with key people in your life so your change doesn't come as a huge shock to them. Find the holes in your resume or experience that you may need to fill before you apply for a job, a loan, or to grad school.

Plan – Start building your own step by step plan to take yourself down your new path. Think through all the things you will need to do, buy, learn, change, etc. If you are planning a big change, your plan may be pretty involved, so don't rush it. I hate over-planning and "analysis paralysis," but a good plan can help you immensely.

Do something! - Find some small action you can take as soon as possible. You have a new idea, and you are excited about. Do something, no matter how small, to start the momentum and keep your excitement going. Make a phone call, get an application, have a conversation, whatever! Take some action. Remember, the people who do something beat the people who do nothing, every time!

Resources

Here are a few resources to help you further with this process or to help you take the next steps:

Smart Ass Success! Learn the 7 Steps to Getting What You Really Want – Even If You Have No Idea What That Is!

Free E-book

This program is a very in-depth, expanded version of Step 1 from the Smart Ass Success! E-book. If you haven't gotten your copy yet, go download it now so you can continue on with the next step!

Get your free copy here:

<http://www.motivationalsmartass.com/index.php/free-ebook/>

Smart Ass Coaching

One on One Coaching Session with Avish

If you could use a little additional help, then a coaching session with Avish may be just the thing for you! Some people just work better talking through their thoughts and questions with another person, and Avish is very good at asking questions, brainstorming, and helping people get to the root of the matter.

The coaching session is broken up into two 45 minute calls. You can use the time for a in a variety of ways:

- **Discovering** what it is that your *really* want to be doing
- **Crafting a plan** that maximizes your strengths, minimizes your weaknesses, and sets you up for success

- **Identifying your blocks** and sticking points, and helping you develop strategies to work around (or through) those.
- **Brainstorming** slogans, titles, names, website ideas, , etc. for your small business or solo practice
- **Developing strategies and tactics** to keep you motivated and on track as you pursue your goals
- **Figuring out** what your message is, who your market should be, and how you should go about approaching them
- **Structuring**, writing, or tweaking a presentation

Or more!

For more information, or to sign up now, visit:

<http://www.motivationalsmartass.com/index.php/smart-ass-coaching/>

Professional Speaker and Motivational Humorist

Having an event? Want it to now be boring? Then bring Avish's unique humor, insights, and approach to your next meeting, conference, convention, or retreat!

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For more resources, article, videos, products, services, and damned funny personal development blog, be sure to visit:

<http://www.MotivationalSmartAss.com>

About the Motivational Smart Ass



My name is Avish Parashar, and I am the creator and owner of

MotivationalSmartAss.com (the head "Smartass," if you will). I have a business as a motivational humorist, but I realized that I was a little different from other humorists, and very different from other "motivational speakers." Rather than sharing warmed over inspiration coupled with corny jokes, I like a little bit of an "edge" to my approach.

I like to:

- Observe day to day stuff
- Make a lot of fun of it
- Pull lessons out of the humor and observations that people can immediately apply to their personal and professional lives.

If you're looking for a place to laugh and learn, then MotivationalSmartAss.com is it! The site is devoted to people who like to think and learn, but also who realize that learning and laughing are not mutually exclusive.

Next steps:

- If you've never been to the site, check out the [Start Here](#) page.
- If you want a free audio on How to Think Quick, you can [download it here](#)
- If you want to jump in and start reading, check out the [Archives](#)
- If you're planning an event and looking for a high-energy, funny, and content filled presentation, check out my [Speaking Information](#)