

## Chapter 1

### You Can Have It All

Everything you've ever hoped for ...

Everything you've ever dreamed of ...

Everything you've ever desired ...

Everything you've ever imagined ...

Can be yours. You can have it all.

In all likelihood, you picked up this book because you're thinking about a change in your career or business. You'd like to find an easier, softer, more natural way to make money, and you'd like to be a whole lot happier doing it. You'd really like to have a career you love.

Perhaps you've picked up this book because you're experiencing a crisis in your life. You may have been laid off because your employer has downsized, or you're sick and tired of the corporate world and want a career that feels more fulfilling. Perhaps a change in marital status has thrust you into a place where you need to make more money.

This book isn't about making \$40,000 in two weeks or becoming a millionaire in six months. It isn't about the '80s notion of "having it all" where you're trying to wear so many hats you don't know which one is really you. It's not about compartmentalizing your work from the rest of your life.

This book is about creating a business or having a job that is in complete alignment with who you are and what

*This book is dedicated  
to my dad, Tom Utley,  
my very best friend,  
closest confidant,  
and the greatest appreciator  
I know!*

you enjoy most in life. It's about fully integrating work, play, family, friends, and your overriding life's purpose. It's about how to use a powerful universal law, called the "Law of Attraction," to create a career or business you love.

### Is the universal Law of Attraction a new idea?

Wise men and sages have known about this universal law for eons. The ancient Egyptians and Greeks called it the "Law of Vibration." Other early and present-day scholars call it "Cause and Effect." It's the law of "Sowing and Reaping."

Quantum physics set the scientific community on its ear by suggesting that thoughts affect the outcome of experiments. David Bohm, a noted physicist in the 1980s, explained the phenomena: "Consciousness is much more of the implicate order than is matter ... Yet at a deeper level matter and consciousness are actually inseparable and interwoven just as the computer game, the player, and the screen are united by participation in common loops."<sup>1</sup>

During the early 1900s, the Law of Attraction was re-discovered by people such as William Walter Atkinson, who wrote *Thought Vibration or the Law of Attraction in the Thought World* (1906) and Wallace D. Wattles, who wrote *The Science of Getting Rich* (1910).

Today, the Law of Attraction is becoming more of an everyday commodity. It's the topic of many television and radio talk shows, and people are chatting about it with friends and co-workers.

## What is the Law of Attraction?

Simply stated:

*The Law of Attraction tells us that we become a magnet for whatever we give our attention to—whether it's wanted or unwanted.*

By understanding how the Law of Attraction works, we can begin to deliberately attract more of what we want and less of what we don't want. By *briefly* examining the events that displease us, we can determine precisely what we want. Clear thoughts and statements about what we want draw those people, events, and opportunities into our lives, thus bringing us joy and fulfillment.

### What's the scientific explanation for how the Law of Attraction works?

Everything that exists vibrates. On a subatomic level, the protons and neutrons (elements of the atom) are really microscopic packets of energy bursts. These energy bursts keep the atoms in a state of constant motion (vibration), although we can see this movement only through the most powerful microscope.

Our thoughts contain energy (vibrations). The effects of our thoughts can be observed in the following ways:

**In our body:** Our thoughts evoke certain emotions that cause glands to secrete chemicals or hormones. These cause us to feel either good or bad.

**In our environment:** Our thoughts send vibrational signals into the atmosphere, much like radio signals, which draw to us people, events, opportunities, and things that match the vibrational frequency of our thoughts.

### **How is the Law of Attraction different from “positive thinking?”**

While “positive thinking” focuses on only positive things, the Law of Attraction encourages us to examine events that feel negative for several reasons:

The negative feeling lets us know that something we are thinking about or observing is not in alignment with our desire.

Ignoring negative feelings doesn’t really change our vibration—we are still offering a negative vibration, even when we’re not paying attention. This usually causes the negative event to increase in intensity until we *must* give it attention.

Describing what is bothering you, and writing it down, then deciding what you would rather experience, changes negative feelings into positive desires, allowing you to offer a purer positive vibration.

### **A subtle shift can lead to a whole new way of thinking.**

All it takes is a series of subtle shifts in the way we think or feel to easily begin to attract more of what we want. It could be as simple as switching the dial on your radio from jazz on 98.5 to classical on 99.3.

***A series of subtle shifts add up to a “paradigm shift,” a change from one way of thinking to another.***

A subtle shift could occur by writing a list, or placing objects that symbolize your desire in your living space to help keep your focus positive. It may be a powerful insight or an “a-ha” moment that alters the way you perceive an event. A series of subtle shifts add up to a “paradigm shift,” a change from one way of thinking to another.

If you’re a seeker of truth and study philosophy or religion as I do, the Law of Attraction can be the key that makes everything click into place.

### **Are you ready to learn a new way of living?**

Unprecedented stress in the workplace is preparing millions of people to look for a better, gentler, softer, easier way to live.

If you are one of the 40 million American adults<sup>2</sup> suffering from stress or stress-related illnesses, you’re probably more than ready to learn a new way of living.

Traditionally, stress is defined as:

*The adverse reaction people have to excessive pressure. It isn’t a disease. But if stress is intense and goes on for some time, it can lead to mental and physical ill health (e.g., depression, nervous breakdown, heart disease).*<sup>3</sup>

It’s important for our health, both physically and spiritually, to have work that we love, that truly fulfills us, gives us a sense of purpose and uses those gifts and talents that truly distinguish us from others.

According to a 1999 U.S. Surgeon General’s report, lost productivity and absenteeism due to untreated mental health disorders (with stress as the leading cause) cost American businesses \$70 billion annually.<sup>4</sup>

From my personal experience with prolonged stress, I would suggest that the “excessive pressure,” to which we react, comes from within ourselves. When we are performing tasks we don’t like, or we force ourselves to work in a situation that feels hopeless, we put extraordinary pressure on ourselves to do the impossible. My most serious “burnout” occurred after years of relentless, round-the-clock motherhood—caring for our five children, two of whom had special needs. My daughter Sarah has Down’s syndrome and my adopted son Matthew is autistic and also has Down’s syndrome. Since my husband’s career as a physician kept him away from home most of the time, I was the primary caregiver. I needed a “stress leave,” but how could I have taken one when I was caring for family members?

Eventually, my children grew up and began lives of their own. I was proud of the years I had spent as a wife, mother, and caregiver but now it was my turn to discover what life had to offer me, and what I had to offer it. My husband and I divorced and I began a journey of exploration that would lead me into a fascinating career in information technology. Two years later, I would learn about the Law of Attraction through a new friend. I have not experienced “burnout” since I applied the Law of Attraction to my life, and my stress-induced fibromyalgia has been completely reversed. It was stress, however, that made me willing to try the Law of Attraction.

I first learned about the Law of Attraction because of a crisis that occurred in 1999 as I was establishing my web design business. I attracted a client (I'll call him David) who very much wanted me to partner in his—potentially lucrative—business.

We began working together on a trial basis. David was a very driven man and he really needed to have a team of people working with him. However, he was reluctant to let go of any aspect of his business, so while I started out as his webmaster, I was becoming something of a secretary. He worked from his home on the east coast of the United States, while I worked from my home in central Canada. The fact that we both worked from our homes and were perfectionists meant we did not have regular business hours. Soon, I was doing things for David that had nothing to do with my passion for web design, but which promised to provide for my future financial needs. I tried my best to be all he wanted me to be but I was feeling the effects of stress (overwhelmed, frustrated, and exhausted) about once a month. The third time this happened, I asked David for two weeks off from all communication, thinking that a break from his intense energy would give me time to make up my mind about whether I actually wanted to have a business relationship with him.

I wondered:

*What should I do? Should I go ahead and go into partnership with him? But what if I keep burning out? I don't think I have the strength for this. If I walk away, will I miss my golden opportunity?*

These questions cycled through my mind. But at the end of two weeks, I was no closer to making a decision. So I decided to get away from it all by leaving the city for a brief stay at a bed-and-breakfast.

The hour's drive out of the city, though normally relaxing, barely took the edge off my tension. The quaint little B & B, set on the crest of a hill overlooking a spring-fed lake, was full of "old world charm" with lovely antique furniture, plenty of wainscoting and period wallpaper. Despite my lovely surroundings, everything felt unfamiliar to me and my room seemed cramped. Someone had been smoking in the house and the cigarette smoke irritated my throat and disturbed my rest. I'd planned to sleep a lot that weekend, but I woke up often during the night in turmoil. On the last night there, I was tossing and turning between my luscious 400 thread-count Egyptian cotton sheets—still uncertain about why I felt so stressed out and no closer to an answer about going into business with David. In the dark, I searched for a pen and wrote this on a little slip of paper:

*I need a new framework from which to make decisions. This one doesn't work any more.*

When morning finally came, I gave up trying to figure out what to do. I had only a few hours left before checkout time at the B & B, so I decided to listen to a cassette tape a new friend, Michael Losier, had sent me. I'd just tossed the tape into my suitcase at the last minute and not given it a single thought until right then. It was a teaching tape and

the subject was the Law of Attraction. Coming from a very religious background, I would normally be leery about listening to that sort of message, but since my old framework had not provided me with the help I needed, I plugged the tape into my Walkman and listened with an open mind. What I heard resonated with me:

*If it feels good, it is. If it doesn't feel good, it isn't.*

I recognized this as a simple, clear and clean way to make decisions. This was the new framework I'd asked for and it helped me make a decision about working with David.

Working with David felt like trying to harness a tornado. His ideas were both numerous and scattered—and completely unfocused. Trying to follow his thinking and find a thread that made sense to me was an impossible task and I was worn out. Frankly, it didn't feel good working with him. As I decided I would not become his business partner, I noticed an immediate release of tension from my body. I could breathe easier and my stomach relaxed. Then I wondered if I could continue to work with him in some smaller capacity? But since I seemed to have no boundaries with this fellow, it felt better to sever the relationship than try to tame it.

The message I heard on that tape also advised me to make a list of everything I did want in a business partner. My list looked like this:

I want a *true partnership* where ...

- Everything is shared 50-50 (the good times and the hard times).
- I am treated as an equal.

***If it  
feels good,  
it is.***

***If it doesn't  
feel good,  
it isn't.***

- I have the freedom to use and develop my gifts and talents.
- We both honor and respect each other.

Eventually, the list grew longer, but it was a start in the right direction. And I did attract such a partner—Michael Losier—the friend who had introduced me to the Law of Attraction by sending me the cassette tape.

Michael and I first met when he did a search on the Internet for “TeleClasses” (classes conducted using a telephone bridge system) and “Canada.” My name was the only one that came up on the search engine. Michael had just discovered how easily he could reach a broader audience through teaching TeleClasses. He liked this new distance educational format, yet he felt as if he was the only Canadian teaching this way. Once he connected with me, we started pooling our talents—his for leading TeleClasses and mine for developing websites. In 1999, we started our business as TeleClass Canada. Soon, so many Americans wanted to do business with us that we decided to change the name to TeleClass International. We incorporated the company in 2002.

It took a lot of years of stress and disappointment in my old belief system to prepare me for this new way of thinking. How ready are you?

### **What would it look like or feel like for you to have it all?**

What if *having it all* meant you could have every aspect of your life the way you want it to be? What if instead of trying to please your boss, your spouse, your children, the creditors,

### **Did something you read here resonate with you?**

Lay this book down for a few minutes and make yourself comfortable. Fix yourself a cup of coffee or tea and put on some gentle, relaxing music. Using the exercise below or your journal to write on, complete this sentence: “If I had it all, I would have (be, see, feel, do, hear, taste and smell).” Use all your senses to imagine what your life would be like if you *had it all*.

#### **EXERCISE:**

“If I had it all I would have ...

“I would be ...

“I would see ...

“I would feel ...

“I would do ...

“I would hear ...

“I would taste ...

“I would smell ...

“In short, I would ...

and anyone else who wants a piece of your life, you could live in a way that honors who you are, respects your likes and dislikes, fosters your personal growth, and provides all the means with which to do so? Would a life like that feel like you could *have it all*? I asked a former client and a student to share how it would look or feel if they *had it all*.

Peggy, a TeleClass student wrote: “If I had it all, I would be doing everything in alignment with my values and priorities. I would have the time to be there for my children. I would bring to my counseling and coaching clients an inner peace and presence, unencumbered by financial or practical concerns. I would live in an environment ideal to my family’s needs and lifestyle. I would feel secure, peaceful and able to experience the joy of life every day. Hey, you know what? I’m getting real close to this.”

Jen, a coaching client said: “If I had it my way, I would feel free to pursue my life purpose without anxiety about money. I would work in an environment that focuses on wellness rather than sickness. My supervisors and co-workers would look for the good in others. I would enjoy my work and feel as if I were contributing to the well-being of this planet instead of fixing what’s wrong with people.

“I would take time to enjoy some finer things in life, such as traveling to Fiji or Japan. I would take up golf or bowling and not take myself so seriously. I might even sign up on one of those dating services and have some fun trying to find the man of my dreams. If I had it all, I would be very grateful for

what the past had taught me, be thankful for what I have now, and look forward to the future.”

Regardless of how you arrived at this place at this time, you’re about to find what you’ve been looking for. The answer is here—simple and clear: **Through understanding and applying the Law of Attraction, you *can have it all*.**

*It’s never too late to become what you might have been.*

—unknown author

## Summary

The Law of Attraction provides you with a simple, clear, and clean way to make decisions based on what feels good. Ultimately, harnessing the power of this universal law will allow you to have every aspect of your life the way you want it to be.

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- 1 Will Keepin, “Lifework of David Bohm: River of Truth,” [http://www.vision.net.au/~apaterson/science/david\\_bohm.htm](http://www.vision.net.au/~apaterson/science/david_bohm.htm)
  - 2 Lori Widmer, “A Not-So-Hidden Workplace Cost,” *Risk and Insurance* (July 2002). Also available online at [http://articles.findarticles.com/p/articles/mi\\_m0BJK/is\\_8\\_13/ai\\_89018208/print](http://articles.findarticles.com/p/articles/mi_m0BJK/is_8_13/ai_89018208/print).
  - 3 Health and Safety Executive, *Work Related Stress*, a downloadable pamphlet, <http://www.hse.gov.uk/pubns/indg281.pdf>.
  - 4 *ibid*, Widmer