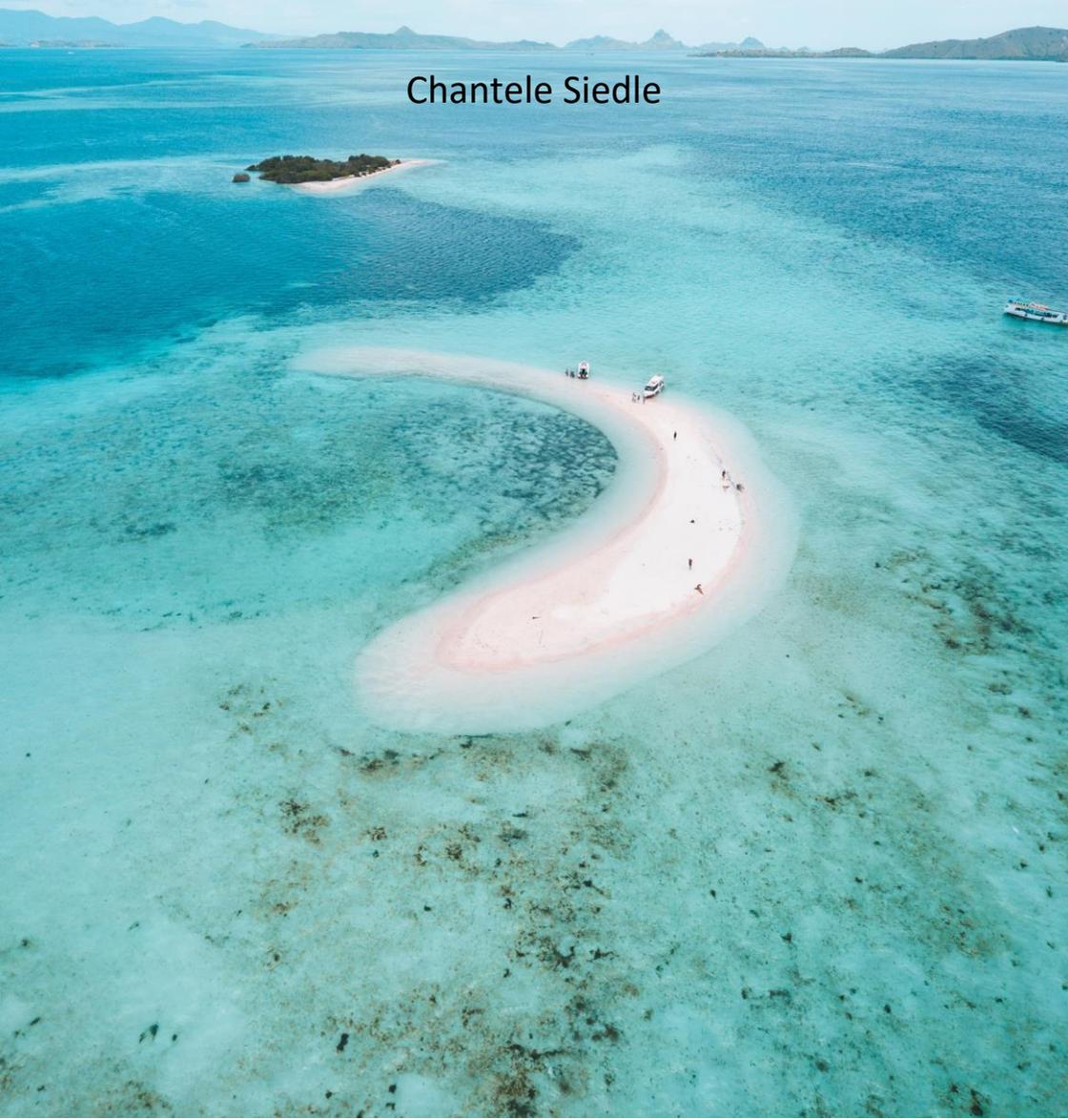


# **A CONVERSATION WITHOUT WORDS**

Discovering a Passion for Life

Chantele Siedle



*“Let my soul smile through my heart and my heart smile  
through my eyes, that I may scatter rich smiles in sad hearts”*

Paramahansa Yogananda

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## Introduction

I have lived a life most extraordinary; a life with challenges, hope and despair, opportunities discovered and sometimes lost and a journey that only life can take you on. I've learned that fulfilment happens when you least expect it. My life has recently turned around and everything I ever hoped for, is coming to life – recently I have crossed paths with extraordinary people, people who have shown such love and kindness and who have reminded me of the person I have always envisioned myself to be. I have been humble on this journey and I have intense appreciation towards each and every person who has been a part of this transformation.



Sometimes we as humans lose track of who we are in life and outside influences can have an effect on that. Sometimes we are thrown into the dark and it's really up to us to find the light, but with help and guidance, most of us are able to come out the other end unscathed. Others are not so lucky.

Recently I had the pleasure of meeting someone that helped me discover my asset – that essence of living that defines who I am, why I can enjoy what I do and how I can change the world. This was a huge turning point for me in my story, because without this realisation, I would never have believed in myself the way I needed to at this pivotal moment in my life.

We all hold assets and it's important to know how to use them wisely to compliment your confidence, to grow and flourish.

This book is about discovering your assets, investing your life with wisdom and learning to live a happy, fulfilled and exciting life achieving your wildest dreams. It's the story of love, hope, kindness, gratitude and discovering communication at an entirely new level. It's my story and it can be yours.

## Assets

We must all acknowledge that making our way through life, day after day, is a huge undertaking – it is riddled with roadblocks, unexpected difficulties, a relentless pursuit of money to fuel our living expenses, seeking relief from the mundane and boring day-to-day activities, ensuring those around us are safe and happy, constant decision making, enduring a competitive workplace and all the while trying to find a moment to rest and enjoy peace and quiet.



Furthermore, we are pulled from here to there by societal pressures – increasing costs, rampant housing costs, traffic congestion, workplace bullying, COVID ... this can be a never-ending list.

However, within ourselves we have a ready-made solution that can define the way we can lead a happy and fulfilling life. A mechanism which makes us who we are and powers the way we live with each other. It is a quality of spirit that we all possess but most often have never considered nor discovered and yet it can provide the key to riches beyond our wildest dreams.

These are your assets!



Assets are those life forces which define your character, give you a unique advantage, guide your personality and are the energy source of your existence.

Assets are not skills, like the ability to play a piano, speak a language, play a sport or build a house – they are the essence of your personality which can be used to affect change.

For me it was the discovery that passion and compassion were the two assets that define my character and I now know that armed with these I can conquer the world. The discovery of my assets were found in my eyes – I have



always been told that my eyes were different, they showed expression and people would always comment. But without a word being spoken, my eyes “revealed” my assets. They showed an intensity and subtlety which reflected passion and compassion and to those who noticed, saw they showed sincerity.

This discovery was made during a conversation driving along a quiet highway in the country with a friend, and will forever be a pivotal point in my life – that short moment, that discovery and that conversation has changed my life forever – it has given me such an understanding of myself and my capabilities. I am exploring new worlds, achieving the unachievable and having fun while doing it!

Take a moment to explore. Take a moment to understand your assets and engage them into your life and you too will discover the energy and excitement of achieving, beyond your ambition. This moment will establish a foundation for the rest of your life – it will provide you with a sanctuary from which you can find the strength to win life's battles and it will give soul to your relationships. Since finding my assets I feel liberated, enormously happy and am now prepared to face whatever comes my way.

## **Passion and Compassion**

Passion is a strong and barely controllable emotion – it is my feeling of intense enthusiasm towards or compelling desire for someone or something. My passion ranges from my eager interest in or admiration for an idea, proposal, or cause; to enthusiastic enjoyment of an interest or activity; to strong attraction, excitement, or emotion towards people.





Compassion motivates me to go out of my way to help the physical, mental, or emotional pains of another and myself. It is a force that motivates me to support, care for and protect those around me.

I now know that these assets give me the gift to focus on achievement, understand the lives of others, engage with determination and to be the best that I can. It allows me to rise above adversity and to aim for perfection. It gives me hope and provides me with heart. Most importantly it has established kindness and gratitude as my guiding principles.

## Kindness and Gratitude

I believe that there is no greater gift you can bestow than kindness and gratitude. Kindness is the quality of being friendly, generous, and considerate. Affection, gentleness, warmth, concern, and care are key attributes of kindness. It does not mean that I am naive or weak – to me being kind often requires courage and strength.



I believe that there are different ways to practice kindness. One way to be kind is to open my eyes and be active when I see people in need. A kind word, a smile, opening a door, or helping carry a heavy load. Celebrating someone I love, giving honest compliments, sending an email thanking someone, telling someone how they are special to me are some of the ways I practice kindness. Most importantly, kindness is my willingness to full-heartedly celebrate someone else's successes. Kindness includes being kind to myself.

Gratitude is the quality of being thankful; readiness to show appreciation for and to return kindness. The word gratitude is derived from the Latin word gratia, which means grace, graciousness, or gratefulness. In some ways gratitude encompasses all of these meanings. Gratitude is my thankful appreciation for what I receive. With gratitude, I acknowledge the goodness in the lives of others. To me, gratitude is strongly and consistently associated with greater happiness. Gratitude helps me feel more positive emotions, relish good experiences, improve my health, deal with adversity, and build strong relationships.



I am now more conscious of how I thread my life towards the future – now that I am aware of my assets and the power of kindness and gratitude, I now have an overwhelming sense of fulfilment, true happiness and an absolute belief in my ability to be a successful, caring and generous person. Without a penny in my pocket I am wealthy beyond imagination.

It takes only a moment of inspiration, a pinch of enthusiasm and an extension of a caring hand and you can affect a positive change in another life. My goal in life is to provide a pathway to happiness and contentment for me and those around me.



## **Support**

I am convinced that every journey is completed more successfully, more joyfully and with more security if it is undertaken with another person who cares. I am now on the greatest journey of my life, a transformational quest to experience the great things this World can offer, bathe in the wisdom of people I encounter on the way, reach and exceed my dreams and find fulfilment.

When you begin your new path in life I would encourage you to seek the companionship and faith of people who genuinely care and want to see you be the best you can be. I have had so many moments in my life that if I didn't have the support I did at the time, I do not think I would be here today. Something about me that I have always liked is that I am fearless, I am willing and able to try and do almost anything if I see benefit in it. When I was a teenager this was a very dangerous trait to have but I embraced it and did my best to stay out of trouble while experiencing almost everything that came my way. Back then you would have thought I was so fun, but that was not the case. I did get in trouble and I did have to pay for the consequences. As I grew into my adulthood I started to use my fearlessness a lot more cautiously and after having kids I was more than cautious.

My friends and family always thought of me as a jetsetter and someone who was not afraid to do crazy things and without the love and support of each one of them I would not be in a new country with a future that looks so bright I battle to contain the everyday excitement and I am loving that.



I am so grateful that the unconditional love my family and friends showed me allowed me to be wise in my choices and be the best version of myself I can be, while still being fun and fearless (in moderation)

## Eyes

Our eyes: from the moment we wake up our eyes are what guide us, they show us the way and we trust that our eyes will never lie to us. We use our eyes to communicate our thoughts and feelings every single day. Whether we're aware of it or not, our eyes can speak volumes about who we are and what we feel.

Shakespeare said that "Your eyes are the windows to your soul", a phrase which he took from the Bible - Matthew 6:22-24 that says, "The eye is the lamp of the body. If your eyes are healthy, your whole body will be full of light. But if your eyes are unhealthy, your whole body will be full of darkness."



We are all provided with attributes that define our physical presence - they might be long legs, a beautiful complexion, flowing hair, perky nose ... for me, I was gifted with extraordinary eyes. Hazel coloured eyes that have always reflected my personality and that can speak a thousand words without me saying a word!

My eyes reflect my sincerity, integrity and comfort when communicating with another person.

People remember only about 20% of what they hear, 30% of what they see, and 50% of what they see and hear.

I have always understood that I can make a more meaningful impact in life by actively using my eyes in conversation. By locking eyes with a person and allowing them the respect they deserve is a great sign of respect and good manners. This book is called “A Conversation Without Words” because it captures the concept of visual communication.

Eye contact is our first step in initiating communication drawing people's attention. We're attracted to faces and particularly other people's eyes. Looking at someone's eyes reveals information we automatically decode. We might perceive some eye gazes as welcoming and inviting, while others can seem uncomfortable or perhaps threatening.



Where we focus our eyes tells others about our interests, intentions, and goals. People are more likely to look each other in the eyes or at each other's faces when they feel love, respect, or admiration towards each other.

I believe that eye contact has deep connections to truth, honesty, attraction, connection and self-awareness. It is one of the easiest and most powerful ways to make a person feel recognized, understood and valued.

## Observation

It is such a pity that too many of our important life decisions are based on what we see and not what we feel. I've noticed through life that too many relationships founded on looks alone end in divorce or separation, too many opportunities are lost because we are put off by the appearance of someone – sometimes someone who could have made a powerful change in our lives. Our eyes make decisions and these decisions need to be managed with thoughtfulness, perception, experience and kindness.



Since discovering my assets, I have become acutely aware of the opportunities that are right in front of me – I now no longer judge by what I see alone – I now have the skills and thoughtfulness to apply experience and intuition to making healthier decisions. Age and beauty are no measure of integrity, kindness, worthiness and opportunity. I am learning that there is good in different packages.

Perhaps my greatest observation is that I can see a future. On the country road once again, our discussions centred on goals and ambitions. He said, “when you drive a car, your eyes are not focussed on the bonnet, they are looking at the end of the road”. He said life should be the same – set your mind on the ultimate goal, not your short-term issues. This is an important lesson. Living my life from one immediate problem to the next was a miserable existence – I could see no way out and I had little enthusiasm for believing there could be any better life. Now my energy comes from focussing on a long-term goal and I don’t drop my vision. Day-to-day issues are now handled quickly and efficiently because I’m now making immediate decisions based on my long-term goals.

The (only) job of a manager is to make decisions – I am the manager of my life and to be successful I now know I must make decisions. It is so exciting, since discovering my assets, I’ve been making big life-changing decisions and every one of them has lifted me, strengthened me and given me enthusiasm to reach my goals in style!



## Dreams

During my venture, my friend that helped me make a huge change in my life got me “Dream Catcher”. This was a really great gift to me because at the time, that is exactly what I was on a mission to do, catch my dreams. This showed significance that I was on the right track to achieving my dreams and when the universe throws signs like that at



you, embrace them and listen. These are signs that you are on the right track and that there are people out there who will play a huge part in your life changing story.

Throughout our lives we dream of many things, the scary, the wonderful, the fanciful and importantly, how our hopes for a beautiful life might look. Sadly, our dreams are often but a fleeting moment, soon forgotten or worse dismissed because we fear that we can never achieve them.

I have learned that it is important to catch your dreams, savour them and give them pride of place in the itinerary of your life pursuit. They should be the building blocks and nuggets of energy which fuel your enthusiasm for a brighter future. Dreams are important for everyone. Dreams encompass our goals and more. They give our life purpose, direction, and meaning. They shape our life choices, help us build toward the future, and give us a sense of control and hope.

They're an expression of our potential and give voice to our talents. They're a source of pleasure and help develop the self. And they can change the world. Dreamers are the ones who have the courage and creativity to see beyond "what is" to "what can be" to make a difference in our own life and the lives of others. The secret of living is giving, if we follow our dreams then we will have something worth sharing with others, hope, inspiration and a meaning to live, and that to me, is a great contribution. Chasing our dreams will develop our courage. Courage is my fuel to achieve amazing success in life, when I follow my dreams, I exercise courage.



In enough time I will be unstoppable. If I stop chasing my dreams, then I will forget how it feels to live hopeful and young.

Great dreamers grow to be independent, learning that they can make a difference all by themselves. Dreams can distract me from the negative events in my life. I can weigh up what is more important, my dreams or the drama. Drama seems obsolete when I am passionate about following my dreams.

It is fun proving the world wrong, so why would I follow the status quo? The more I chase and accomplish my dreams the more the lines of the boundaries that the world puts in front of me fade, as I learn that any and everything is possible.



## Stepping on Lego

I sometimes think that our progress in life is like walking through a room full of Lego blocks, we tip-toe around them looking for gaps on the floor and trying to avoid the pain when you step on a block. The landscape is a random field of multi-coloured drama and difficulties. Living without a plan is a never-ending process of dealing with issues, feeling pain when we step on a problem and never really achieving or celebrating success.



If, on the other hand, I had in mind the structure I wanted to build with my Lego blocks, I could move across the floor, picking up the pieces and assembling them into my dream construction. Problems then become the solution.

In almost any situation where there is a problem, that problem can be wisely used to solve whatever is the cause of the problem. If, for instance, I stubbed my toes on a mound of gravel and stones day after day, the solution could be found by using the gravel and stones with cement and laying a concrete path which would provide me with a safe and comfortable walkway.



I think in life we are repeatedly hurt and damaged by annoying and uncomfortable issues – it makes sense to look at those issues and find a way for them to become a positive influence in our activities.

I lead a busy and fruitful life now, however not so long ago I was under the pump to get to work, ensure my kids was ready for school on time and a million other daily tasks that needed to get done!. Pressure, pressure, pressure!

The solution lay in the problem ... I simply suggested to my family that they help prepare and do things like packing lunches ... solving the problem with the problem! At first it was a struggle and my son just got annoyed but once he got into it he enjoyed the opportunity to take pride in making his own lunch. He also learned new skills and had the added bonus that he was making something that he would enjoy eating.

The Lego pieces of life can forever be a pain in the foot or can become the building blocks of a wonderful creative existence.



## Goals

A goal is an idea of the future or desired result that a person envisions, plans and commits to achieve. Imagine a Netball court without hoops at each end, the ball would meander all over the playing field, passed from one player to the next but never ending up achieving a point on the scoreboard because there are no goalposts!



I believe that living without a goal is the same – moving from one issue to another, problem to problem or dealing with a never-ending sequence of frustrating and time-consuming tasks but never ever making progress. I used to wake up every day and I had to face the same issues I had to deal with the day before, the day before that and the day before that – a treadmill of frustration and a feeling of achieving nothing.

Since my epiphany, the day I found my assets, I have been focussed on enjoying life, achieving greatness, finding the good things in life, scoring success and ditching the mundane repetition of my previous existence. The secret has been setting myself goals – big, hairy and spectacular goals – and keeping my eye on the prize. This, on the face of it, may seem to be scary and daring but in reality it is exciting, energetic and fulfilling.



I have something to celebrate each and every day – attaining and exceeding my expectations. I no longer feel like a failure; I am a winner every day now!

There is an art to goal-setting. I believe that it is important to set myself grand, powerful, exciting and noble goals that are a little further beyond my comfort zone. I have learned that challenging myself stimulates my adrenalin, encourages me to be the best that I can and to relish the success of achievement. Sure, it's easy to momentarily consider the enormity of what I am setting myself to do, but I know that I have the support of people that love me and the knowledge that I absolutely have the ability to win.



## **Ambition**

My goals are stepping stones of my ambition – my desire to achieve, be successful, live life to the full, to wash my soul in happiness and furnish others with support, wisdom and kindness.

Ambition has its roots in the Latin word *ambitionem* literally meaning “a going around” and I like to feel that my ambition is paid forward, or goes around the community of wonderful people I encounter in my life. This book explores the foundations of my new life and explains the tools that can fuel your ambitions – they are my gift to you.



Much of life is there for the taking, but you have to reach for it. Sometimes we don't even know that we're good at something until we try. We may even discover unexpected passions by trying new things. It's all there for us. We just need to be willing to get out there and chase after our aspirations.

Deliberate action leads to skill. We can never know what great talents we might uncover until we courageously leave our comfort zone. When we're ambitious we're on a quest to achieve an objective. With ambition we develop a number of important characteristics – persistence, experience, discipline, determination and creativity.



## Life

For thirty-three years I have breathed the air and explored the wonders of our planet. In reality, I've stumbled my way through life trying to get what I can from a catalogue of experiences, making some small progress and making mistakes. I simply did not have the tools to know how amazing life could be. It was not from possessing a desire to be successful that I did not seem to be getting anywhere fast, it was more that I had not discovered the essence that powers my soul to completely enjoy the miracle of life.



My saviour, yes - the man on the country road, showed me how wonderful life can be. He opened the doors to let me travel in the beauty of living a happy and fulfilled existence and how I could discover the sheer force of nature and the satisfaction of possessing a kind heart. He showed me that with ambition and armed with the nuclear energy of my assets that I could finally and forever truly love life!

Life is a spiritual wonderland and provides us all with purpose. I believe we are often too weighed down with dealing with endless problems and issues to be able to lift our heads and smell the sweet scent of a beautiful life.

I have now and forevermore will no longer allow the irritating day-to-day trivial junk that I encounter spoil my vision – I have learned to take them and make them wonderful rather than let them chip away a piece of my soul. In other words, give glory to the beautiful things in life and reshape the destiny of the disruptive and negative stuff I encounter.



## **My Day – My Reward**

In the book of wisdom, it was said “That on the seventh day He rested.” In my endeavour to be the best that I can for those around me I have learned that I must work smart, not hard, plan carefully, not scramble, provide wisdom with measure, not lambast and dictate and take care of my body and soul, not burn to a cinder in the pursuit of excellence. I have learned to understand that for me to function with clarity, grow with abundance, provide with consistency and think with compassion I need to be the caretaker and maintenance officer of my body and mind.



I must reward myself with time – time to plan, time to recharge, time to explore and time to enjoy the fruits of my labour. What a difficult concept this was for me to accept – I felt that I have obligations to my children, my husband, my home, my work, my community, my chores, my family, my friends ... oh!, this list was so long.

If I was burnt out, drained of enthusiasm, tired and lacking the time to freshen my thoughts and time to plan then I was failing in my duty to give of my best to those around me. Being with myself for just a day does not mean that my long list of obligations will be any worse off ... they will all be there the next day and will almost certainly be looking forward with greater enthusiasm to re-engage with me.

I encourage you to set aside one day for yourself. There is no doubt in my mind that those around you will appreciate you more, you will be facing each new week with a fresh perspective and most importantly you will be taking the most wonderful care of your body and soul. It is in this time that you will discover new things, touch beauty, taste the foundations of success, hear the distant winds of tranquillity and smell the roses of inspiration.

Often as Mum's we have this overwhelming sense of responsibility to be present all the time. If we are not on top of our game, we have this illusion that everything will fall apart.



While this is not entirely an over exaggeration because us Mums know that taking care of people and a home is not a once a day kind of job, its every hour on the hour kind of job and if you leave for just a moment, your workload doubles and you find yourself regretting the ten minutes you left to go to the shop. This is sad. This is hard. This is the black pit of any hard working Mum.



However, there is hope, there is light at the end of the tunnel.

Once we are able to let go of this false illusion that the world will fall apart without us, we will have the freedom to enjoy our family and children...There has to be a day, a day where nothing else matters except for you and your wellbeing, a day where you focus on you and refresh your mind, body and soul. Although this concept seems simple, it's not ... This has been a really hard battle for me to come to terms with. How do you have a day to yourself when you have no money and everyone is expecting you to take care of them, cook and keep the house clean?

How, you ask? You book it! Book your day, if you give people a lot of time to wrap their head around “your day” then when it comes, it's a lot easier to walk out the door with a smile on your face. I did this once.



It was a really important day in my life where I realised the importance of knowing your assets and how they can affect each and every day of your life either in a positive or negative way. Positive if you know what they are and how you can implement them into your life and negative meaning you have no idea what they are and slowly you are squandering what makes you unique. The man that helped me realise this once told me; “protect your assets with all your heart”. This I will never forget.

I learnt more about myself in 1 day than I have in 30 years. I now am in a position to fund my own day and I will be taking many more in the years to come. It's good to be missed by the people you revolve your world around and to miss them, it's good to unwind and give yourself time to get to know you! I haven't really gone on many dates in my life, I haven't been wined and dined or shipped off for weekends away so this is something that I will be doing for myself in the years to come and I cannot wait to fall in love with me again. We all need one day - no one will give it to us, so be brave, take it!

## Induction

Induction is the process by which an object becomes electrified or magnetised when it comes near to a charged body. Until recently, I was not as aware as I should have been of the influence and impact that I can bring to those around me.



Of course, I notice that my children learn from my actions (or sadly, sometimes my lack of actions!), however, I now understand that I can affect my environment and personal community by becoming a role model – by demonstrating that the efforts I make to live an exciting and productive life can rub off on others. I believe that induction is a wonderful mechanism for change.

No one likes being told what to do, how to change, how to perform – indeed it can be quite unpleasant being harassed into becoming someone different. By allowing others to see and feel the joy I am getting, witness my successes and observe my new methods I am providing an inferred pathway for them to affect a change in their lives.



We all find pleasure in following the success of others. We hang on every word of the rich and famous, we follow fashion trends of the notable and we even occasionally name our children after them!

I am not seeking fame, but I am trying to set an example to others that success is fun, being kind is a fundamental value of a good person, being grateful is a gift to others and practicing compassion is bringing to the community a culture of love. Induction is providing an opportunity for those about you to enjoy the benefits of a great life.

## Why Me?

Many people walk around asking themselves this one challenging question, why me? Whether it be questioning the good, or questioning the bad, someone ALWAYS asks it.

Most of my life I had this gift of looking at the good rather than the bad. When things went bad I would never question myself, I would question my decisions and the things around me. I knew I was powerful enough to overcome anything so I never asked why me ... until ... I started manifesting such kindness and energy that nothing in the world could stop me from succeeding. After many years of staying positive and always believing that with focus and consistently working towards the visions and goals I have, something will give. And it did!



I remember when we made our big move to New Zealand from South Africa, myself, my husband and my two kids were excited about the opportunity ahead.

We did not know how hard we would have to work to get there and how much sacrifice would need to be made in order to reach the same level we were on back home.

My husband started working not long after we arrived and I had an open work visa. I could do anything and the world felt like my oyster! I started looking for work and quickly realised I needed to start at the bottom, and I did. After we had tackled finding a home, a vehicle and getting the kids into schools I started looking for work.

Who would have known a few weeks later we would be in a world pandemic and the whole country would shut down for four weeks, this time around! This caused a lot of uncertainty. The day we went out of lock down, I dropped the kids off at school, celebrated my new



found freedom to focus on my career with a hot coffee and got into it. I needed to work, we quickly found that we were not going to be anywhere near comfortable on one salary. I searched for work and found it really hard to get a response.

One night I lay in bed, scrolling through social media and I saw a post that someone needed help cleaning the local supermarket from 11pm - 2pm, 6 days a week for \$350 a week. This could feed my family, I couldn't say no. I did this for 2 months until COVID wasn't even a word anymore.



One morning I was so exhausted and I knew that although I had done a good thing, it was time to do better. After dropping the kids off at school, I got home and I pulled up “local magazines” on google and started working my way down this list. I called around 10 places before I got a hit. I had worked in print media in South Africa and this was my happy place. I really enjoyed the deadline driven industry and I was really good at it.

I wanted to give it another shot and I had hoped to get back into advertising.

I got through to a local newspaper and spoke to a gentleman who started asking me a whole lot of questions. I was happy to answer them because he sounded like he had a position available. I landed the interview and with passion in my eyes, I got the job. I was over the moon but little did I know that this was just another stepping stone to my dream.



I was there for a short while before I met the Director of a Local Magazine. I was always more cut out for magazine rather than newspapers, so with careful planning I did the right thing and moved over. This was a great step for me. I had a lot of flexibility to be with my children and met some incredibly life changing people along the way, this stepping stone was the one that took me to where I am today.

In a great position to have a really good life and help others, I finally have a story that ends well, I am able to prove there is a positive outcome.



I have my dream job, I am able to take care of my family, we live in a beautiful home and some of the best people in my life! Through this whole process I have learnt that in life we need to be flexible, we need to be willing to jump, with a calculated decision we are able to put ourselves months, if not years ahead in life.

Unfortunately, it's the same for bad decisions, one bad decision could put you back years. I have made many of those bad decisions and honestly, there were times where I was in the minus when it came to how many years I had left, but the hope lies in those good choices, the ones that can elevate you right back up with the stars.

Take a bit of that hope and add a strong belief in yourself, and you have a recipe for miracles. Being a good person attracts good people. We are the vessels that make good things happen for each other and if we are able to love people without any conditions, be kind without any expectation, we are changing the world.

The people in my life are some of the best I have known, my best friend Claire is someone that I always look at as a role model for being a great friend. She teaches people that life is all about being a good person, to people, the planet, animals and especially each other.



I love that and I do believe that if ever you are asking yourself “Why me” because things aren't going so great, then look at your plan. Look at your decision making, reach out and gather as many cheerleaders as you possibly can and believe that things can change for you, like they have for many others out there. Most of all, be courageous enough to make the leap when the time comes!

## Anxiety

Anxiety is our body's natural response to stress. It's a feeling of fear or apprehension about what's to come. The first day of marriage, going to a job interview, or giving a speech may cause us to feel fearful and nervous.



This change in my life was so unexpected, so different and has had such an impact on my comfort zones and I'll admit that at times I've felt nervous, unsure and I've given home to butterflies in my stomach! I didn't want to but my chemistry occasionally reacts and I need reassurance and need to remind myself that I do have support.

But every day on this journey I have been rewarded with the unexpected, been blessed with success, have had my doubts boldly disproven and discovered new wonders. People I've never met before have provided me with the gifts of friendship, my working life has soared, I am working alongside people that care and treat me with respect and I'm finally earning an income commensurate with my efforts.



Anxiety be damned! I am learning to treat it with contempt and have, God willing, assigned it to the trash can of the past! I am learning to seek the council and support of my new-found mentors and friends whenever I feel like jelly.

Anxiety was my companion through the tight years of struggle, the days of scraping by and it represents the wailing wall of my past. I have a new life now, I can and will survive because I'm not on my own any longer. I cannot express the inner peace that comes when you know that there is a team of cheerleaders behind you!

## Love

Love, something that can either be horribly complicated, or beautifully simplistic. Not many people have the ability to use this ‘word’ and others find great pleasure in reminding people that they are loved, they have no problem using the word “Love”. I personally love, love!

I feel like love was the foundation of my upbringing and the one thing I have always been very rich in. Most of my life I have experienced a healthy, unconditional kind of love. It was the love of my family who gave me the strength to be courageous and the love of my husband to give me the sense of stability and safety.

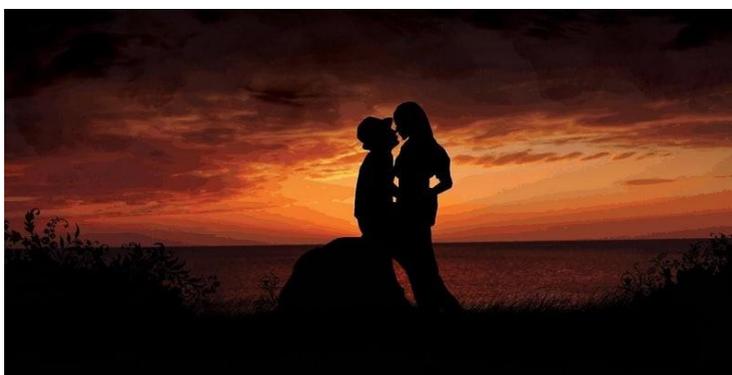


The love of my children has kept me going through hard times and keeps me going each day. It’s the love of my supportive friends who always believe in me and lift me up when I doubt myself, these are my personal cheerleaders and I could never let them down.

It's always been such a great feeling when people believe in you. I have learnt to be a cheerleader for my husband and the people close to me, it's a life changing gesture that was shown to me, so I will do this for as many people as I can.

I have also experienced the destructive, damaging, toxic kind of love and my heart bleeds for people who consistently attract this. It can be totally soul destroying.

I believe that any person going through this needs to reach out to kind people and learn how to find people that can love you, with no expectations! There are people like this out there. It's just a matter of not settling for anything less. Sometimes it can be hard to escape a toxic situation and we find ourselves having Stockholm Syndrome, but if you choose this path, it will never end with an abundance of love, joy and a future that looks so bright and everyone deserves this.



I was lucky enough to experience 'love at first sight' my husband took my breath away and I always smile knowing that I got to experience a deep, unconditional kind of love and I will always treasure this. The love for my children is unexplainable, I am so grateful and I believe I was blessed with my little family because of how much love pours out into our home and it is priceless.

I would want this for every person on earth. A loving family is something that can set a solid, confident foundation for any person.



Love for yourself is one of the most important kinds of love, this is the kind of love that not only allows you to be the best version of yourself, but it oozes off into the hearts of the ones closest to you and no one can resist a loving person around. It's not always easy to love yourself, but if you are making good, healthy decisions,

you will find it easier to appreciate and take care of yourself. I have learned to stay away from things that make me feel bad about myself, that includes people. Love for yourself will show in the way you start your day. How much time do you spend on yourself in the morning on your appearance? Who you spend time with. I believe you are able to see how much a person loves themselves by what they eat, drink, how they speak or mostly, how they speak to and treat others. Be mindful of this, "Learning to love yourself, is the greatest love of all" Whitney Houston.



## **A Wobbly Walk - A Stroll Through My Life**

When I think of my life, the decisions I've made and the actions I've taken that have led me here, I think of Bambi. So weak and wobbly in the beginning but once the realization set in that one will not survive in the world without the courage and confidence to walk tall and stand strong, that's when being strong is no longer an option, it's mandatory.

Growing up in a very loving home was a really solid foundation for me. This is where I learnt the value of a kind word, a loving hug and unconditional support.



Having older twin brothers taught me the value of standing up for yourself and fighting back, which is not in my nature at all but at least I hold the confidence within knowing that should I need this quality, it's there.

At 14 my loving home was torn apart and my parents divorced. I often think that it wouldn't have been so bad if I saw it coming, unfortunately I didn't. Either I was very naive or my parents managed to hide it really well (as a parent, I am overwhelmingly impressed that they handled it the way they did)

At the time, I thought I was 'Fine', little did I know that I was far from it. I fell into a deep depression, I had no direction and I was so LOST! This was not a nice place to be.



From the girl who had a power couple for parents, beautiful homes, laughter, love and routine, now had very little, even hope seemed like a big ask.

It wasn't long and my inside started matching my outside - I was no longer the innocent, fun loving little girl. I was at war with puberty, fitting in, handling depression and school was a literal nightmare. I was bullied and shamed, I was a loner at school with no friends, at this point (not long after my Dad left) and my mom now moved in with her new boyfriend.



It wasn't the greatest situation to be in, I rebelled. I missed MY family. As one would guess. I quickly latched onto kids who were going through the same thing, I then started doing things totally out of my character but I needed to fit in, somewhere, somehow.

I started experimenting with marijuana, drugs and alcohol. I gave away something very precious to me out of desperation for acceptance - my virginity.



After that I really felt like EVERYTHING had been taken away from me. It took me a very long time to love myself again.

This was a very pivotal moment, it shaped what “love” meant to me. It wasn’t long and my parents moved me back to Johannesburg, there was nowhere for me to go other than to go live with family on a farm and it felt like it was in the middle of nowhere.

By now I was almost 16 with no friends, no hope, no home and now no Mom, Dad or brothers. SHATTERED. I did my best, I was grateful for a roof over my head.

I remember my room being a little passageway that separated the lounge from the sunroom with a curtain as my door, a bed in the corner and a small dresser that could barely fit, but it did and I was grateful.



I could not go to school when I moved to the farm, that was hard! The days took years but I helped with the cooking, cleaning and housework till there was enough money to send me to school. My Dad quickly made that happen and a few months into my stay at the farm, I was able to go back to school. I never did well, I was always so insecure, unsure and intimidated by the popular kids with money who had the world of confidence. That was not me! (Yet)

My Dad worked hard, he literally broke his back to start over and rebuild a life, I can't imagine what he was going through now that I am an adult but I admire him so much and all that he did to get us back on our feet.



Unfortunately, as grateful as I was to have a home again, I was still lost, angry and depressed. It didn't just go away. I was still relying on substances to numb any and all emotion that I felt, I didn't like feeling.

Bless him, my Dad worked so hard to put me through college, school was not an option for me anymore. I got my certificate and I passed which was really amazing considering I hadn't had much interest in school but slowly things were starting to feel "normal" again.

I passed my 2 years in college and started my very wobbly walk into my career.



I was never really sure of what I wanted to be but I was really sure I meant to make a difference and help.

I jumped from job to job hoping to find my feet, it was not easy. I felt like a failure most of my working career simply because my passion was not nurtured or even noticed at most times. I did my best to try and build a career - when I got an opportunity to work in media sales, I embraced it and low and behold, I was exceptional.

I found myself being handed some really great tasks such as setting up exhibitions from scratch and working on projects that excited me, fuelled my passion and lit up a fire inside me that no one could put out. It was here that I realised I found my place.



I always feel that anyone can really live and enjoy what they do when they are working in a space that lights up a fire within you.

I always felt like my path was not the most stable but looking back - maybe it wasn't the worst thing, I never settled, I was always willing to explore and make the necessary changes to be the best I could be.

30 years into my life and I was still finding ways and means to catch a break. I was about to make the biggest move of my life and I was ready.

South Africa had no opportunities left and I knew it, so we packed up, sold everything we had and moved to NZ. It wasn't all peaches and cream, after landing in the land of opportunity, I felt rich ... rich in vision for the future and opportunity.



I did not have the greatest start, I found myself scrubbing floors from 10pm - 1am in the local grocery stores just to take home minimum wage, I knew I would have to start at the bottom, so I did, gracefully.

I never complained - I kept my head down and knew something would come out of this.

After a few months and many calls, I got a job in media again and I just knew that this was the start of my journey into making my dreams come true.

I found myself working for a really bad paying position but again, I knew this could be the stepping stone - and it was.



This is where I found a door, a door that had a very kind man that helped me remember what I was set out to be.

It took only a few months and I am now living my dream!

With dreams comes hard work and dedication, it takes full commitment and out working even yourself!

Waking up and jumping out of bed is one of the perks of being happy about where you are in life. It's something that happens when your fire has been ignited and you find yourself living the life you had always dreamed of.

I am now 34 and my life has only just begun! I am now a successful marketing advisor and I am finding the greatest joy in helping those around me, my job allows me to live my passion by showing compassion and love to every person that is put in my path, nothing is coincidence, nothing is a mistake, the people put in your path have been put there for a reason and I urge you to show love and kindness to each and every person you have the pleasure of meeting, you just never know who is going to play a pivotal role in making your dreams come true.



## Problem Solving

Often problems seem to have no solution. The colleague that cannot seem to adapt to a particular situation, a growing sense of unproductiveness, working with people who cannot or will not change bad habits and a host of other situations where traditional problem-solving methods just don't seem to work. My mentor has taught me that the problem itself can help find a solution. He told me of a real-life example that illustrates how this method can be very effective (and sustainable):



The persistent phone user!

He told me that he owned and operated a large production laboratory employing 80 people. It was in the years prior to wide-spread cell-phone usage. A wall-mounted telephone was provided for all to use in moderation.

One technician used the phone to excess, she was calling out regularly and her productivity was suffering as a result. Many attempts had been made by him and his business partner to reign in her use of the phone – always to no avail. She just ignored their pleas to reduce her use of the phone and continued unabated. Eventually his partner decided enough was enough and discussed with him the need to terminate her employment. My wise owl thought for a moment and decided that there was a better solution – Use the problem to solve the problem. He discussed his idea with his partner and to say he was sceptical would be an understatement!

They called the lady into the office and she arrived with some deal of apprehension.



My mentor then said “We have a problem!”, at which point she looked worried, he said “the telephone was being overused and that was affecting productivity” ... now she was very concerned! He continued and said, “We would like to promote you to the position of ‘Communications Supervisor’ and ask you to take responsibility for those who use the phone”. He added, “We would like you to manage the phone, advise anyone using it too long or too often to reduce their usage”. He produced a badge saying “Communications Supervisor” and she was quite taken aback. She thanked them and proceeded to watch that phone like a hawk ... she controlled the usage as if her life depended on it ... she NEVER herself used the phone again! Her productivity went through the ceiling! What’s more, she was delighted to have the power and responsibility and to be recognised for her contribution.



Try this method yourself – it works! ... Have the worst report writer take responsibility for proofreading all reports by others in the team, have the worst performing sales person run a training seminar on how to achieve great sales. Ask the person who always arrives late to meetings to chair the next meeting ... they will always be on time! Promote the most accident-prone employee to chair the health and safety committee.



## Wealth & Money

There is a vast difference between wealth and money. Wealth is more of an emotional feeling that money gives us.



Some people would look at wealth and say it has nothing to do with money, it's all about the emotion and experience we go through thanks to money. Some people feel wealthy in love and joy, others feel wealthy in fancy cars and nice things. Some people have no money yet they still feel wealthy on a spiritual or hopeful level, these are my kind of people!

I believe that once you feel something, for it to show up in your life would be almost expected, with the right mind-set. I have always liked to look good, feel good and have nice things, but my wealth does not lie in monetary value, it lies in the fruitfulness of my future but most of all love. When I am reminded that I am loved and needed, there is no amount of money in the world that could come close to that feeling.

Money is something tangible you obtain when you give your time, knowledge and efforts to a person who in return, gives you an amount that they believe is worth your time, knowledge and efforts. After years and years of being paid less than average (these were simply bad decisions I made and not valuing myself as much as I should have) you start feeling like your worth is less than average and over time, this will destroy you. Not understanding your worth can have a very negative impact on your self-esteem and the way you conduct yourself.

I grew up in a home where money had a lot of value. We were reminded of the value of a dollar more often than not. Money has always been a very tricky thing in my life, or lack thereof.



I worked, I paid bills, just to relive that cycle for another whole month. When this happens, you become despondent.

Waking up and enjoying your day becomes really hard. You reach a point where receiving your pay cheque is just another job to knock down by having to sit and pay it all away, it can crush you. Money is the product of hard work, lots and lots of it. You cannot have a poverty mentality when thinking about your future, you need to make decisions that are complementary to your goals. If you are the kind of person that likes simplicity and no stress and you are happy with just getting by then that's amazing, do that. But if you are a person who wants to take your life to another level and experience the freedom of money leading to wealth, whatever that might be for you, then do that!

One thing I've seen and learned is that you will not get anywhere without the RIGHT kind of people in your life. Not every glass that gets handed to you is there to quench your thirst, some people want you to drink the poison, don't be fooled!



## **Hierarchy of Importance**

In life, we are all taught from a young age to respect our elders and our peers. This is a great moral code to instill in our children, however I really don't feel like there is enough encouragement to love ourselves from a young age. We all grow up thinking that we need to be the best we can be so that people will accept us. Run fast, so you can make the team. Swim well, so you can be allowed to swim in the gala. Stand in a line and hope you will be picked for the team. We are always held up to standards that not all of us can achieve and it can leave a child feeling unworthy. What then happens is that a kid grows up thinking he or she was never good enough, they feel very little love for themselves and seek to fill voids that can never be filled.

As an adult, we then find it hard to commit to relationships, stand up for what they believe in because we have not been taught to get to know and love ourselves. This then becomes hard to put yourself first in life. We tend to constantly seek acceptance in every other area but our own hearts.

The importance of loving yourself is quite simply explained - when you are on an aircraft and you are going through the pre-departure safety demonstrations, they take out the oxygen masks and show you how to apply the mask in case of decompression in the aircraft. They ask that you please put your own mask on before helping your loved ones and others, the reason for this is that if you don't take care of yourself FIRST, you will die, what use will you be then? This is the same in your everyday life, we all have totally different ideas of what is most important to us, but one thing should always remain first and right on top, that's YOU!



## **Business Wisdom**

From a young age I watched my parents work hard and I loved how organised my Mom seemed when I went to work with her and I couldn't wait to be just like her. When I left college I quickly jumped into the working world. It took me a very long time to find what I was good at. It's hard to believe that some people just do not find happiness in a career till they are much older or sometimes never at all.

At school we are taught to think about what we want to be when we grow up, but how would you know if you haven't tried to be an electrician, accountant or doctor.

How are you supposed to make your mind up when you have zero hand on experience in these things, one is expected to reach deep within and dream, imagine what you would want to be and if it makes you feel good inside, that's what you go for. It's quite crazy to think that we are taught to dream about our future and hope we get it right. Then somehow that dream becomes a 9-5 job that you are hopefully happy with.



I found myself in no particular career in the beginning, I mostly did administration work and started heading into sales. I am really glad that this career path was something I chose because now, it compliments my two assets, passion and compassion.

I am able to use this in my everyday life because my sales career developed into an advisory position and I am now able to help people in business. It's really amazing if you can dig deep within and find out what assets you have and how they can complement your current position.



When you work with passion, you bear fruits that bring massive amounts of joy. Waking up in the morning becomes easy and your day feels like an accomplishment rather than a drag. I have found myself in jobs that do not compliment my assets at all, and needless to say, I was completely miserable and hated each day.

I watched the clock constantly and couldn't find the drive to excel and do things with my all. This was not good for my soul and if you find yourself in the position I urge you to explore your options, even if it might be moving to a different department in a company or moving companies totally, whatever you do, "Do not let the fire inside you die"



We are not good at everything, we can try many things, but some things we will be good at while others we will find ourselves struggling. It's important to know that failure does not mean you are a loser, it just means that you were in the wrong place. I have always been grateful for the many opportunities I took and hopelessly failed at because now I know where I belong and I have no doubts, or regrets.

It's important to take risks, just like in business, business cannot be conducted by people who cannot make decisions or take risks. In the business world, taking risks can lead small backyard companies into market leaders because one man decided to make a risky decision. We need to be brave in order to conduct ourselves and to conduct our future. If you are the kind of person who prefers to run a small e-commerce business from home, then do that. But if you are a lion who hunts, then get out there and do that. We all have special skills and if we are true to those skills, then we will change the world day by day.



## **Knowledge & Wisdom**

I have always enjoyed the thought of being knowledgeable. However, I find that I retain information that seems valuable or important to me. Things that I have no interest in tend to be harder for me to retain. I often wonder what it would be like to have a wealth of knowledge of almost everything. I admire people who are able to do this. I believe it is important to try and learn as much as possible.



Some people would believe that once they leave school they never have to study again, this should not be true. As we grow older we should take the time to learn something new every day.

We should read more books and keep up to date with the latest trends and technology. We are never too old to learn something new.

There is also the kind of knowledge that you gain that cannot be taught. This is the kind of knowledge that life teaches us and we can only learn through personal experience. This kind of knowledge gives you something that no money can buy - wisdom.

Wisdom is absolutely invaluable. Once you hold wisdom in any area of your life, you are set. It is your responsibility to give this away though, this is something that no man should keep to himself to hold it a secret. Once we are lucky enough to be given some form of wisdom, then it is our responsibility to use this information.

People go through many years of pain and suffering to have wisdom in these areas and if it is passed to you, it would be foolish not to try and use it for good in your life. Not everyone's wisdom will compliment in your life decisions so it's important to be able to evaluate what you could put to good use and what you should rather discard. We all know our path and if you connect with someone and aspire to live a life they do, then you will know that's your kind of person. Absorb their energy and advice, spend time with the people you would like to be like.

## **Value**

To learn the value of anything we really need to have a good understanding of its worth and what it can do to change our lives. Unfortunately, not many people value something until they have lost it. This is quite a sad fact for us humans. There are so many things in life that have such great value yet we throw it all away, time for instance, this has priceless value yet we all waste it and devalue the little that we do have. The value of a dollar means nothing to some yet to others it is the most valuable thing in life. Some people value spending time with others and enjoy putting their time and efforts into showing people how valuable they are, others couldn't care less. Again, it really all depends on the person and they see the world.

I like to think that I value my life lessons, I value the knowledge and wisdom that life has taught me. I know that without all the lessons and wisdom I would not be able to accomplish the things I do today. I would not value these opportunities the way I do, and for that I am forever grateful.

It's important to find value in something, if nothing is of value to you then you will find yourself squandering every opportunity that comes your way. Putting value in the things you love will give you the drive to nurture and take care of these things. If you feel like you value very little because something did not give, then I urge you to look deeper, try new things and build a foundation of things that you feel are important to you.



## Friendship

Friends are a really important part of any person's life. Having friends can be either really good for your soul or really damaging. As we grow up we learn that there are some good friends, and some bad. Those kids that your mom told you to stay away from, are the bad ones. These are the toxic ones, the ones that influence you in a bad way and then you get the BEST friends, the ones that truly care and make things in your life easy and happy. Growing up I never really had the greatest friends, I always liked to think I did but I quickly learnt that I was not good at defining people's characters and making decisions around that.





I always befriended the first person that showed interest in me. This is quite a damaging perception to have and I urge the young people of today to really try and be fussy with your friendships. Recently I learnt that we are nothing without people. We need people in our life to inspire us, lead us, lift us up. We also need people to make businesses successful and organizations to operate efficiently.

The energy that one exudes when excited, happy or joyful is so contagious and this is why it is so important to choose the right people to call friends. Because as much as happiness and joy is contagious, so is misery and destruction. You need to be wise in choosing your network of friends, there are really amazing, loving and caring people in this world, FIND THEM! Your life will change.



## **Family**

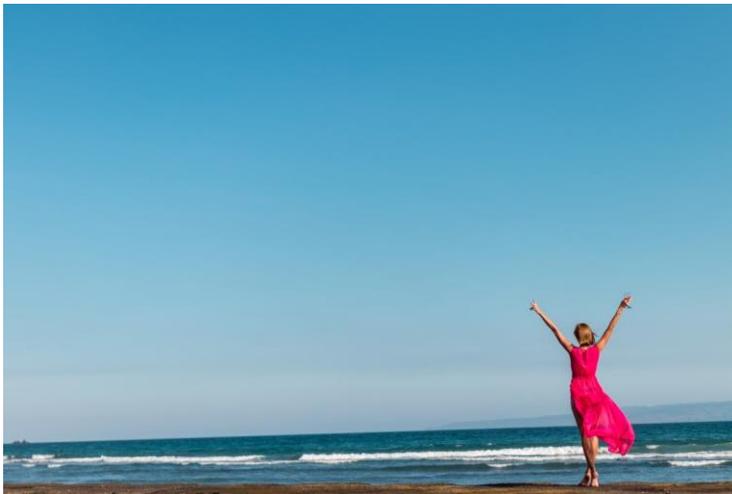
Family has always played a huge part of my life, I have always known the value of the love of my parents and brothers, uncles and aunts, cousins, nieces, nephews. I have been blessed with it all. Having this love surrounding me from a young age has taught me how to love, and be loved. I feel sad for those who don't have close relationships with blood, it makes me feel really grateful for the relationships I have. Both my brothers are my best friends, we speak so often and I cherish the bond we have as siblings. My parents mean the world to me and they have always portrayed a huge part of the person I am today. It's important to cherish your family. I can also appreciate that not everyone is as lucky as me. Some people are not as nice and children have chosen to go their own way and separate from toxic parents. If this is you, then I can tell you now that there is still such hope for you. There are a huge amount of good people out there who would be so willing to be there for you and become your friend, then eventually you become a family and some of the best relationships are friendships that transpire into family! You don't have to be blood to be family.

## Abundance



The most powerful way to increase abundance in your life is to be grateful. Be grateful for what you have, be grateful for your life experiences and the lessons that come with those, be it good or bad. We are all here for a reason, there is only one place on this earth for you and it's really important to make sure you are the best version of yourself you can possibly be. We all know right from wrong and if you are seeking abundance, in any part of your life, you need to start with gratitude and make the right decisions. A Lot of us are not sure how to define whether or not you are making the right decision, I'll tell you how you know...if it feels right, do it, if you know it's wrong and it feels wrong, simply do not do it.

Making these small decisions in life makes a huge difference in the long run. If you are seeking abundance in any part of your life, then pay attention to that area of your life. Look to improve and see if there are ways to change to make it better. Want a new house? Take care of your current one? Want a new job? go out and look for one, speak to people! There are certain things you need to do in life to improve the areas that you lack joy in. Change is not always easy but it sure is worth it!



## Revelation

It has taken me many, many years to finally reach a place where I am no longer scared, where I no longer look at my life and make excuses. It has taken me a really long time not to look at myself as damaged goods.

This all comes with the revelation of finding out what your assets are. I will never forget when I realised that I actually did have treasure inside of me and they were the things that made my soul what it is. My passion and compassion is something I will hold onto and will forever do what needs to be done to protect these.



Finding out what my assets were gave me a powerful insight into what makes me who I am and ever since then I am able to pursue happiness and success with confidence. I spend so many years not understanding what I was capable of and in a few short years I have come to see that every good person catches a break. Its not always going to be easy and there are many obstacles in life, but if one thing is for certain, we are all able to turn our lives around and be happy.

There is a time in everyone's life where the fire in hearts are slowly dying and the sparkle in our eyes are no longer shiny, this is the time to really open up your heart and look for someone who can support you, a friend, someone who can define your assets for you and give you wisdom and guidance into your own personal life.

Ian Handricks did this for me and he would do this for anyone who is needing and willing to change their life. He was a vessel in my life for a pivotal moment when I realised how powerful I actually am and I have done nothing but succeed since then. He is a great guy with a really special heart. And if you don't believe me, take it from the people who have written about him on his website.



Ian is someone who walks into people's lives and is not only their biggest cheerleader, but he makes a point of leaving you so much more believing in yourself than when you first met him. He is an inspiration and many people have some great stories of their successes thanks to Ian.

[www.ianhandricks.com](http://www.ianhandricks.com)

### **Author's Note**

I would like to thank my family for the unconditional love they have shown me throughout my life. I would like to thank my husband for never giving up on me, to my kids for keeping me grounded and driven.

I would like to thank Ian Handricks for giving me a stepping stone to be where I am today and to all the people in my life now who support and teach me, guide me and give me the motivation to be the best version of myself! Here's to you all.