

DANI JOHNSON®

# Conditioning For Success™

TRANSCRIPTS



*Overcome  
Anything and  
Start Living  
Your Future!*

*“ This training increased  
our income, changed  
our marriage, and gave  
us a millionaire mindset. ”*

*- Gina Alexander*

FIRST STEPS

*Dani*  
JOHNSON®

# **Conditioning For Success™**

**Overcome Anything and Start Living Your Future!**

## **TRANSCRIPTS**

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# Conditioning For Success™

## Disc 1

Well my name is Dani Johnson and prior to becoming here on this stage I actually started in business when I was 19 years old. Starting in business at 19, I did not have a lot of confidence. I was not one of those people that was born to do some great and wonderful things, that had big dreams and, 'I'm gonna go do this and I'm gonna go do that.' I wasn't one of those people that knew all the right people in all the right places.

In fact I grew up on welfare and my parents were drug addicts and my father was 6'10, 350 pounds and violently abusive. Growing up I heard every wicked thing you could ever imagine that could ever be spoken to a young person - actually to any person. Every foul name you could ever imagine was called out ever since I was a little baby all the way until I was 16 years old when I got the heck out of the situation.

My parents were very dysfunctional so I wasn't one of those people that, you know, had the right town that I grew up in with the right people and that had all the ed-ja- ma-cation and had a good resume when they went to go get their first job. No college education. In fact I dropped out of high school my senior year due to deciding to get pregnant instead of going to college. Anyone do that?

So growing up in the house that I did, I didn't have a lot of confidence. I wasn't somebody that because of the environment that I was in, I didn't think that people like me succeeded in anything. I was one of those that hoped to maybe someday get married and have a couple of kids. I did do that. I have five children and two grandchildren. Which is completely outrageous!

So growing up I didn't think I was gonna get a big corporate job. I didn't think I was gonna have money. I didn't think I was gonna be one of those that were, you know, someday

on a television show or on a stage talking to people - never in a million. I was a complete loner all the way through high school. In fact I have no friends from high school at all. How many of you still have friends from those high school days and growing up days? I have none. I have a couple enemies.

I started at 19 and I don't even know how or why I ever got started in business. I was actually backed into the whole thing and really got started on a failure equation. I had seen people, men, they were all men, who were making a ridiculous amount of money and I thought to myself, "Whoa. If it takes me 20 years to figure out what they know and if I'm really, really bad at it and I mess up their income by 90 percent, I still would be doing better than I'm doing working at JC Penney's or working as a waitress or whatever."

And so on a failure equation I actually got started in business thinking that if I fail their income by 90 percent I'd still be making a six-figure income. And there is no way that someone like me who grew up in a small town with no education that had dyslexia that had no contacts to succeed in any way, shape or form, I could fail at what they do and still do better than if I stay at this job that I'm doing right now.

And so I quit my job like a fool. I came in full time and started to work a business that I had no experience in at all. And I failed miserably! How many of you have ever failed at something before? Well, I was a professional at failing. I'm sure I was the biggest failure that organization had ever seen. I'm sure I was the biggest failure that industry had ever seen in their entire life. They probably were just having compassionate prayer for me. Oh, help her 'cause she needs it really bad.

I was terrible. I couldn't figure out anything. I couldn't figure out how to market the product that I was marketing. I couldn't figure out how to get anybody to want to have anything to do with what I was doing. And you know that happened in high school too so I guess there was something wrong.

I didn't like people. That was the truth. I did not like people. I didn't trust people. Growing up in an abusive home, having all these horrible things spoken over me, all of this trauma and tragedy that I experienced, I didn't like people, I didn't trust people and

wanted nothing to do with people. Yet being in business, guess what you're in. People.

So there was a lot of work that had to be done on the inside of me. I met somebody that was just four years older than I was. He's 24. And he was making all kinds of money in business and I begged him, "Please teach me how to crawl, walk, then run." He did so but he gave me some guidelines that I'm gonna give you this morning. And those guidelines massively formed my life and I don't even think he realized he gave me those guidelines. But he gave me what I call no wiggle room. He gave me no room for failure and that's what had to happen.

And that room for failure that I had before made me no money and made it a \$25,000.00 debt and then when I started making money it started growing rather excessively. So long story short, I wind up - and you guys this is so amazing. You have no idea how significant the very place you're sitting in right now is. You have no idea. This is so crazy.

So I start making money. I start getting all this recognition and everything starts going great and now I meet a guy on June 9 in Los Angeles, California at the Westin LAX. This hotel. This hotel. Coming up man. 1990. So 18 years ago. Okay? This summer. In this hotel in the lobby. I'm now making money. I'm in a lobby. I see this tall, dark and handsome man that would never in a million years look at someone like me. Mind you, I think I'm fat, ugly, good-for-nothing like my father told me. I'm stupid and I can't do anything right. Here's this man in front of me. He is beautiful. He turns around and he looks at me and he smiles and I of course shiver.

Long story short, we were at the same event that same weekend. And he winds up inviting me back to Canada. I jump on a plane. Instead of going back up north I go to Canada and we get married in seven days. I met him June 9. I married him June 16. Followed him up to Canada.

Well, we get married June 16 and within just a couple of months we wind up deciding I'm not gonna live in Canada. I'm a California born, bred girl. I am a native here. There is no way I am moving to rain. Can't do that. I grew up 12 years here in Southern California, the rest up in Northern.

So I get married to this guy. We decide we're not gonna live in the places in which we were living in so he says, "Why don't we move to Hawaii?" So I do. I move to Kona, Hawaii with him August 1 and by October he took off to Japan on a business trip. Never came back. Drained my bank account, maxed out my credit cards and left me with a \$35,000.00 debt, \$2.03 to my name.

My friends I am here to tell you it is not an accident that we are here at the Westin LAX 18 years later. It is not an accident. I'm here to tell you that there's a promise over this weekend and it's a promise of redemption. It's a promise of vindication. It's a promise of honor and boldness and acceleration because look what else happened in my life did I ever imagine that the very hotel that my life turned the turn for the worst I wound up completely homeless.

From making all kinds of money, over \$20,000.00 a month was my income, to having that business embezzled from me and it started in this hotel. It started in this hotel to now all these years later, in fact from completely homeless, no joke. Sleeping in the back of my car, sometimes on public beaches. Showering in public places. Not knowing where food is gonna come from, money for gas, nothing.

This is Christmas time 1990. So I am homeless the whole month of December. Not knowing how I'm gonna get out of the situation that I'm in. Seeing no possibility of anything moving in a better place or moving forward.

How many of you have ever been in a situation where you have felt there is no way your life is gonna turn around and get better? I have been there. I have been in that place where nothing, nothing, there was no possibility of things turning for the better. There was no possibility. There was no one that I knew that could help me out of my situation.

All I knew was that I had a \$35,000.00 debt that at the time seemed so massive. Come on, this is almost 20 years ago. Inflation doubles every ten years. That's like almost \$100,000.00 debt. So this huge debt, no family around to help, my parents had disowned me years before because of a pregnancy and not getting married. I have nowhere to turn, nowhere to run, nowhere to go and no help coming in from anyplace.



And there I am looking at my wrists trying to figure out the best possible way to knock myself off the fastest way with the least amount of pain. I'm homeless that whole month. Because on June 9 at the Westin LAX, I met somebody and I took a turn for the worst.

But I'm here to tell you it doesn't matter what your past is, it doesn't matter how big the mistakes are that you have made, it doesn't matter the roads that you have been down, it doesn't matter the wisecrack stupid things that you have done, it doesn't matter how many times your head has found your backside. And stayed there. And it doesn't matter how long it stayed there. It doesn't matter.

Because I'm living proof that your past does not equal your future. I'm living proof that whatever hindrances you have in your life and how stupid you may think you are, it doesn't matter how big the mistakes you've made. None of that matters. Because I'm living proof standing here before you in the same hotel that I chose to do something stupid with my life. Meet and marry a guy in seven days because he was cute.

But mind you it was in the state of Hawaii that I met my current husband. We've been together 17 years. Seventeen years May 21. It's been 17 years that Hans and I have been together.

How many of you would say you're hardheaded? You're in the right seminar. 'Cause so am I. Or was I so to speak.

So anyway, homeless, completely homeless. I had to bootstrap and I had a powerful experience one day. After December 24 I did the most unthinkable thing for me. My parents were drug addicts, they did cocaine in their later years. The first part of my life it was pot and more street drugs and then my mom broke her neck and they got some money so they started doing cocaine and lots of prescription drugs and I watched my parents drool a lot and I watched them fight a lot. I watched them stay up all night long a lot. This is what I saw my entire life.

I watched my father with me, grab me by the throat, bring me up to eye level and scream every wicked thing, every word, sick, sick, disgusting words at me. Kick me around like

I was a football, do the same to my mother, do the same to my sisters. So here I've got all this stuff going through my head as I'm living on that beach and here on December 24 I'm at a party.

I had gotten a job as a cocktail waitress and while I'm at this party the bartender comes and says, "hey, come out to the car with me and this cocktail waitress," and so I did. She opens up her glove box. There is a mirror with cocaine and a straw and a razorblade. And because I was so loaded and stoned... Now don't look at me like that. I did that. So did a lot of you.

Who in here has a past? Well let's go ahead and cast self-righteousness out of here along with stupidity and denial and let's be honest with each other. So here I bend over, I snort the one and only line of cocaine - something I said I would never do. Something I judged my parents for and here I became what my parents were.

That next morning I was fiending for it with everything I had, everything in my body wanted more of that cocaine. To be honest with you I would have sold my body for it. But I couldn't find any. Thank God I couldn't find any. I was upset and that very next day at a beach party with the same amount of people I get mad. I go into the ocean and mind you I am fiending for that cocaine again. I dive into the water, I come up and I heard a voice that said, "Pick up your mat and walk."

The cocaine desire left me. The drug desire left me. I went and I picked up my mat and I got in my car and I had a conversation in my head running through my head for the next 45-minute drive to the beach I had lived on. And that 45-minute drive was, "You idiot, you failure, you loser, your father hated you, your husband hated you, you're never gonna amount to anything. You might as well just slice your wrists now."

The other side saying to me, "This is not the life for you. God did not intend you to be mediocre and average. That you know better than to hang out with these people. It's time to step up. It's time to rise up and do something with yourself. Turn now from the ways in which you are going and head in the opposite direction and clean up your life."

This other side saying all this negative stuff. This other side saying, "Yes, you can. Yes,

you can." Well, I made the decision to go in that direction of yes, I can. I started a business the next day. Made a quarter of a million dollars that first year. Made my first million at 23. Have made millions and millions of dollars since then.

In the midst of that started companies, sold companies. Started trading companies. I had nutritional companies. Did all kinds of things. Sold that company in 1996. Retired in '99. Pregnant with Baby No. 5. Retired for four years and became absolutely miserable. I loved my children. I loved being a wife and a mother but I was miserable because there was something in me that said there has to be more to life than what I'm doing backing pies, rolling out pasta and backing bread and making everyone fat around me.

Now mind you that I enjoyed being a mother but the thing that was in me for all those years I had groomed up people to go from nothing and becoming millionaires. I had groomed up people that went from nothing to paying off debt and making hundreds of thousands of dollars. Who had no talent and skill prior to getting started at a First Steps to Success. And that thing that was in me that was saying, "I've gotta groom something."

How many of you understand that a tiger has to go hunt? Right? And a dolphin has to go swim. Well, Dani had to go and groom people because that's what was in me to do and why? Because here I was a homeless woman who became a millionaire and it was so simple for me to do that, that I was compelled to let every other Tom, Dick and Harry and Sally and Sue know, "You can do this. It is not that difficult."

And so because it was simple for me to cross over from that 98 percent line of failure over into the 2 percent, I felt a compelling thing in me to say anybody from anywhere, no matter who you are, what your background is, it doesn't matter because you can rise up and change your life. And so I wasn't doing that changing diapers and wiping up poop off the walls from my fifth baby.

No joke. Twenty-three times he painted the walls with poop! It was a war. Naptime. Absolute war daily. But I wasn't getting that fulfillment in that place and I didn't realize it because I had to die to what I thought my vision was and once I died to that vision then something rose up in me. And almost five years ago this April my God, I don't know

who your God is but my God stirred in me to get back out there and take my message of First Steps to Success and equip people wildly to succeed out in the marketplace. To equip people to succeed in their marriages, with their parenting, paying off debt, making all kinds of money and being able to solve problems that they haven't been able to get over for many, many years.

So he did that 4½ years ago and this is what's happened. In 4½ years me on a part-time basis. We went from zero to over 100,000 clients all based on word of mouth, zero advertising, zero marketing. Why? Because we came out of the marketplace to create results for other people. Not because we were selling this, you know, speaker that like is all intelligent with a Ph.D and a whatever D and a da-da whatever. No, here's this homeless broad who knows how to help people and here's the results.

In the first 2½ years along 10,000 testimonials came to our site. Letters and email. People's lives being massively transformed and some of those people are right here in this room. Our whole focus, and you need to write this down, our whole focus was who can we help to succeed? Who can we help to grow? Whose life can we impact? How can we make their experience with DaniJohnson.com so profound – and hear me.

I am giving you a marketing plan right now. One of the greatest secrets to our success. Who can we help to succeed and how can we make every person's experience with DaniJohnson.com so profound that they are compelled to tell other people about it? And that's what's happened 'cause how else can you fill a room with 1,000 people with no advertising?

With no television. No radio. No print. Nothing but a website and a conference call. How else? Why? 'Cause we went out to create results. Our whole focus was who can we help to succeed. Who can we equip to succeed? Who can we equip for them to rise up in their industry, for them to rise up in their jobs, for them to rise up in their business, for them to rise up in their homes and to succeed wildly in a way they never even thought was imaginable. That was the secret to what we do.

Well, here it is. Tens of thousands of lives from all over the world have been impacted.

Tens of thousands of lives. Some of those people are right here in this room. People who went from nothing. Some people that are in this room that had marriages that were on their way to a divorce. Divorce papers in hand or already were divorced. Went back and remarried each other.

People that found out why they had been stuck for so many years and getting unstuck. People right here in this room that went through the bottom level in their corporation to rising high up. Engineers that were making \$35,000.00 a year in a little box cubicle, now making a quarter of a million dollars a year. Why? Because there's some things that are inherent for success that I'm gonna share with you this morning because I came here to go to work.

I did not come here to impress you. I did not come here to make you like me. I did not come here to win a popularity contest. If I was here to win a popularity contest I wouldn't have worn white in February.

Anybody here into breaking rules? Good. We're on the right side. So I'm here to teach you not only this morning more importantly we're gonna go through some issues concerning you. We're gonna look at you. You're gonna look in the mirror at yourself to figure out why am I stuck. Why am I not where I want to be?

How many of you got some things in your life that you have not been able to overcome? You're gonna discover this morning why that is. How many of you want to see what it is so you can remove it? You're gonna learn how to communicate better with people. You're gonna learn how to solve conflict with other people. You're gonna learn how to make such an impact on people that they are compelled to tell everyone they know about you.

How can I teach you how to do that? 'Cause I've done it. Are you hearing me? There are children that listen to the CDs that are on that back table. Explain that. Why? Because the parents come home and go, "Oh my gosh. Where can I listen to this?" Isn't that crazy? So we are gonna show you how to make an impact in people's lives so that they are compelled to want to help you. They are compelled to want to tell people about what

you do. They are compelled to want to promote you up to the next level in whatever it is that you do.

Whether you're running a company or working for a company we're gonna show you how to start from where you're at and how to rise, how to rise, how to rise, how to rise. How do we have the right to show you? 'Cause we've done it. Don't go learn from people that haven't done it. How many of you have learned from people who haven't done it?

How many of you have been in those seminars where somebody just all of a sudden one day decided that he was gonna be a guru? And he read some fancy books and learned some good terminology and it cost \$1,000.00 to learn how to stay stuck. It was awesome. And did you ever go there and do that, yes. I promise you, you won't walk out of here empty handed.

This seminar is not designed to motivate you. At all. It is not designed to hype you up. I am not here to get you excited. I am not here to be your friend either. I am here to be a coach and a coach is gonna point out the things that have to change because if you don't change nothing's gonna change. Because if you don't get better nothing's gonna get better. And if you're on the ball court with your hands down and it's defense, I'm gonna say, "Get your stinking hands up." Do you hear me?

I'm gonna show you strategic ways of doing things that are gonna save you time and make you more money. I am gonna show you strategic things that are gonna save you time and make you more efficient. Where you're gonna get far more done in far less time. Anybody ready for that?

I'm not gonna sugarcoat anything. I'm gonna be bold and I'm gonna be myself and I'm gonna encourage you to be yourself as well. I don't want you to be here to impress anybody that is sitting to the right, to the left, behind or in front of you. I don't want you to try to impress anybody in this place. I want you to be you. I want you to try you on for size and see how you like it.

You might like it a lot better than the different masks that we put on when we're in different places. You know the mask we put on when we go to church. The mask that you put on when you go to work. The mask you take off when you go home. I want you to be you all the time.

Because if you're gonna succeed in this life you gotta be you because if you ain't being you you're being fake and how many of you can't stand fake people? Not only that you gotta remember who you're being to put what mask on. Oh, that's right I need this one for this group of people. No, no, no.

So let's get into some things right now. First of all, very important, there's something that you want to understand. 98 percent of the population is dead or dead broke by the age of 65 and 2 percent of the population is doing well financially. It has nothing to do - and please write this down - it has nothing to do with how much you make.

Did you hear me? It has nothing to do with how much you make. Many of you have been sold the bill of goods that if you make more than you'll become more successful. I'm gonna tell you right now that is a lie. That is not the truth. It has nothing to do with how much you make. It has everything to do with how much you keep. How much you keep.

But you see 98 and 2 percent. Why is it that in the greatest nation of the world - I know we have many nations that are here in the room right now. But why is it that in the most wealthy country in the world that we have more broke people? Why is that? Do you know that we share a \$33 trillion debt? As a nation. The nation of the United States of America shares a \$33 trillion debt. I'm not saying that's the government debt. Which is ridiculous. But as consumers, as consumers, as a people, as a culture, \$33 trillion debt. Sad and pathetic in a nation that has financial freedom.

Sad and pathetic that in a nation we have a free capitalistic system where we can do anything we want, we can decide where we go, when we get there. We can decide who we're around and yet we have a massive debt hanging over our heads. How many of you are currently in debt? There you go. Raise your hand and look around the room.



There we go. Well at least you're in good company.

And it's good to be honest with yourselves. 98 and 2 percent. We're gonna talk about these numbers and I'm gonna refer to this throughout the whole weekend because it's a mindset more than it is anything else. And see 98 percent of the population has been sold a certain thing; 2 percent of the population does things differently. And again financial independence has nothing to do with how much you make. It has everything to do with what you do with it.

You see it takes three different skills concerning money. Number 1 is it takes a certain amount of skill to be able to make money. Number 2 it takes a certain amount of skill to keep money. It's a different skill all together to learn how to make it than it is to keep it. And then to get it working for you. That's a third skill that very few people have ever figured out. In fact 2 percent of the population has figured out.

How many of you would like to know what that is? I'm gonna share that with you this weekend. But the bottom line is this. 98 percent of the population is there because of what they've been conditioned to think and because of what they know. You see what you know my friends is what you live. The skill sets that you have is what produces how much you earn in the marketplace right now. It's completely determined by what you know and what your skill sets are and let me prove this to you.

Look at two different doctors, a general M.D. and a specialist, call it brain surgeon. Okay. A brain surgeon is a specialist and then you have your general M.D. Who makes more money between these two people? The specialist. Why? Because he has the first thing that 2 percent of the population understands and that is specialized knowledge. Specialize knowledge.

You see most of us have gone through life hoping that somehow knowledge is gonna fall out of the sky for us. And we're gonna figure everything out and everything's gonna work itself out. It kind of works like this.

You gotta weigh your ego with your bank account. I heard this a long time ago. You



gotta weigh your ego with your bank account. You see, most people wind up trying to impress everybody else with what they know instead of learning from people that do know. And see there's some of us, we've got specialized knowledge and skill in some areas but when it comes to marriage or finance or children, when it comes to time or health we've got very little.

So if you look at - here's a prime example. How many of you know people that their marriage is on the rocks right now? Now here's what's interesting. What happens is we're in a country where we share a 60 percent divorce rate. In and out of a church. The divorce rate is exactly the same whether somebody is religious or not.

Do you know that the abortion rate is the same? Religious or not it's exactly the same. What does that tell us? That people don't know some things. There's some knowledge they have not yet encountered to be able to help them succeed in relationships.

And if we look back just 50 years ago, 40, 50 years ago, some things happened in our culture that changed the morality of our culture. Okay? And I'm a product of that change. My parents were parents of the '60s. I was born in 19 - I'm not telling you.

That almost threw right out there. I have a birthday coming up. Yeah! In like a week. That's not funny. Or exciting. But I'm having a party. Anyway. 98 percent of the population they are here. They are stuck in a rut and they are stuck in this place and have no idea how to get out. 98 percent of the population spends nine hours a day being indoctrinated by media. Nine hours a day!

Nine hours a day being indoctrinated by the media. Whether it's print media, Internet, TV, radio, they're being indoctrinated. They're being programmed. Have you ever wondered why they call television programming? Because that's what it is. It is programming.

And it is conditioning the mind for a certain way of doing things. And I'm gonna tell you what that is. People who are in debt are easy to control. Did you hear me? People who are in debt are easy to control. Why? You're controlled by fear. You're controlled

by fear. Fear of not being able to pay your bills.

How many of you have felt that fear? People who are broke are easy to control. And to corral into a direction of where a system wants you to go.

And so I will tell you the system doesn't like independent thinkers. Who figure out how to not work under that system but how to make that system work for them.

And so in 98 percent of the population Number 1 thing to understand is that there is a difference between 98 and 2. And it doesn't matter the background. It doesn't matter. They've done all kinds of studies. The educational background. Come on. I have known ninth grade education people becoming billionaires. Do you understand?

How many of you thought you did not have enough of an education in order to succeed? I did too. And how many of you have a thought or an excuse that you're too young to succeed? That was mine. How many of you have had the excuse that you're the wrong gender? I did, too. I had all those same excuses when I first got started and that's how come I failed. Because I thought like 98 percent of the population.

The biggest difference between both populations, my friends, has nothing to do with the educational background, the gender, the religious background, the geographical background. Has nothing to do with the age. It only has to do with one thing. And that one thing is the way they think. The way they think.

Because my friends what you know is what you live. What you know how to do is how you live. What you believe is the decisions that you make and the choices that you make with the people that you make it. And here's the proof.

How many of you have ever heard the saying that birds of a feather flock together? How many of you have heard this? And how many of you know it's true? Birds of a feather flock together. How many of you - look at this right now. How many of you are surrounded by people that earn around the same level of income you earn? Watch the same TV shows that you watch? Read the same kind of books that you read? In fact some of you are part of a book club and some of you actually get together and have book reading

nights.

How many of you hang out with people of the same faith? How many of you hang out with people with the same political views? How many of your friends shop at the same places you shop? Eat some of the same foods you eat? Do you know why? Birds of a feather flock together.

Pay attention to who you're flocking with. Because if you're locking with 98 percent of the population you're gonna stay in 98 percent of the population.

My friends, there's gonna be some things I'm gonna share with you that you're not gonna agree with. There's some things that I'm gonna share with you that you are not going to agree with. And I hope and pray you welcome that. Because if you and I agreed there's a problem. I'd be in the 98 percent with you.

Did you hear me? If we agreed on everything - and I'm gonna tell you something. I'm not holding anything back this weekend and I'm gonna share with you some inner, deep secrets that we have used. I'm gonna share with you some inner, deep strategies that we live by, some truths that we live, eat, sleep and drink by. And you might not agree with those. You might not agree with those. But that doesn't mean I'm not gonna hold back.

I hope I shatter the foundations in which you live by. Because if those foundations don't get shattered your life will not change. It will not change. Whatever it is that you cling to, whatever it is that you held on to from your past or past experience or knowledge, whatever that is will hinder your life.

My job here again is not to impress you but to shake you, to wake you, to hold you accountable and to make you take a long look at where you're at because - write this down. It's never the circumstances that determine your success in life. Never.

And many of you have been waiting for the right circumstances for you to succeed in relationships. You've been waiting for the right circumstances to succeed in your marriages. You've been waiting for the right circumstances to succeed in your jobs, in your

businesses, in your professions. You've been waiting for the moon and the stars and the sun and the planets and everything to perfectly line up and then it's gonna be, "Go!"

Come on, where are you? It doesn't work that way because if that was the case was the sun and the moon and the stars and everything lined up perfectly when I was homeless, doing drugs, in debt, suicidal. No. My circumstances did not change from December 25 to December 26. I was still homeless.

I still had a \$35,000.00 debt. I still had no friends. I still had my parents who had disowned me. I still had a husband that took off with another woman. I still was 50 pounds overweight. I still had no connections to get myself out of the situation I was in. I was still in the same geographic location. I was the same age.

Everything was exactly the same. But there was one thing that changed. One thing that changed. One thing that changed. One thing. And that was the decision to never return to that place again. Have you not made that decision yet? If you haven't made that decision I promise you by the time I'm done with you, you will make that decision.

You see I was trying to figure out my circumstances and how to change them. I was waiting for something to change and something to get better. Can I tell you a secret? 2 percent of the population has figured something out. And what they have figured out is that they cannot control their circumstances.

But 98 percent of the population tries to control their circumstances. They try to change everybody else in those circumstances. 2 percent of the population has figured something out. You can't change people. They can only change themselves. They can only make a decision.

And I don't know what your religious background is and if I offend you with mine, get over it. If I offend you with mine, get over it. Weigh your ego with your bank account and figure out which one weighs more. Do you hear me?

Because here's the bottom line my friends. I didn't get to where I'm at by accident. I got

to where I'm at by making a lot of mistakes and I thank my God that in October when I was 13 years old that my parents took me out of a public school and put us in a private one. The only one was a Christian one. And that's where I met my Lord and Savior Jesus Christ for the very first time.

That's where I gave my whole heart to Him and then my life turned to crap.

It's the truth. You know what it did? Because I met Christians. I'm being honest. I had parents that were snorting lines. I went to this Christian school. Come on, we've all seen those Christian kids right? Come on, you know what I'm talking about. You know? The deacon's son, the pastor's kids. They know how to say, "Hallelujah, pass the salt," to their parents and they know how to cuss and drink and have sex behind their parents' backs. Those were my friends.

There was not much difference between my parents and those friends. I was a little confused. But for many years I walked with Him and then I got pregnant by the deacon's son and you can imagine the horror story from there. But I walked away from God when I was 18 years old and I went completely in a whole other different place. And I'll talk to you about that later on tonight.

But if my faith offends you, you have to look at you because you're not gonna change me. You're not gonna change my faith. But if it offends you, you have to look at how you respond to other people's words. You have to look at how you respond to other people's faith. You have to look at how you respond to other people's belief systems because you cannot change other people.

98 percent of the population is walking around offended. 98 percent of the population is walking around looking for a, "Serve me up now the way I want it. Dani, you need to be what I want you to be for me." Sorry. I wasn't created for you.

And thank God. I'd be a mess if I was created for all of you. Could you imagine? You all have your opinions on how I should dress. I know the deal. I dress in a way that provokes some of you. "Those red shoes, there's just something about them; I don't like

'em." Okay. Here they are. They're red. Right there. See that? Dorothy slippers. Yes?

Some of you don't like the suit I'm wearing. Some of you don't like my hair. I didn't do it. Some of you don't like the way I talk. I rub you the wrong way and you're sitting there going, "I don't know what it is about her but she just rubs me the wrong way." And my answer to that is, "Good!"

Why? You've gotta weigh your ego with your bank account to figure out which one weighs more. Weigh your ego with your goal because your whole ego trip is what's keeping you behind right now because if you live in this kingdom of self, your man made kingdom of self, of, 'Serve me; I want you to be like me; I want you to think like me;' you will stay stuck in the same places that you have always been.

You can't change your spouse. How many of you found this out? Some people put two hands and both feet up. You cannot change your spouse. You can't. I can't expect him to change. I can't expect other people around me to change. All I can do is work on me and how I deal with those other people that drive me crazy.

Do you hear me? How many of you have been trying to change those people?

Let me tell you what 98 percent of the population does and they just change friends like they change underwear. And some change spouses in that way too. Why? 'Cause they don't understand that 2 percent way of thinking.

You see it's about personal responsibility in every area of your life. How many of you have found that you have no control over your circumstances? And how many of you know that the moon and the sun and the stars have not lined up yet? And they probably ain't gonna?

Can I share a concept with you? That is ancient. Is ancient. That concept is this. We reap what we sow. We reap what we sow. Now, I know that your Sunday school teacher told you that. And I also know that your mama beat you over the head with that.

But I'm gonna teach it to you in a much different way. And a bigger way. You see the

bottom line is this. Of those four things the first thing that I was told is I couldn't give any excuses. No excuses. You see the definition of an excuse is a well-planned lie. The definition of an excuse is a well-planned lie.

And this is what I hear all the time and this used to come out of my mouth. And it used to be, "If only I was smarter." "If only I had the right contacts." Can I tell you something? What if I could show you how to succeed with what your current circumstances are? And how many of you want to know how to succeed in a pile of dung?

That if you can succeed in a pile of dung you're currently in and you know when you're in a pile of roses you can succeed even more. Because I have watched people in the best of circumstances fail. And I've watched people in the worst of circumstances succeed. Why? All what happens in between their two ears. It all depends on how they see their circumstance. It all depends on what they are working towards.

And somebody in great circumstances trying to change everybody else, trying to make it even more perfect gets nowhere. But the person who goes, "Okay, I gotta make it work from where I'm at," how many of you want to know how to make it work from where you're at? Somebody says it doesn't matter. I didn't hear you. How bad - my circumstances are - it makes no difference - to my future. That's the truth. That's the truth. From this day forward you get to write what it's gonna be. If you are willing to walk away from what you cling to from your past.

If you're willing to walk away from what you cling to because this creates excuses and excuses are a condition of the mind and a condition of the heart. Because out of the abundance of the heart the mouth speaks and so if you daily have these tapes going through your head that say something like this, "If only I was younger." Come on, where are you? "If only I was older." Come on, where are you? "If only I was smarter." Come on. "If only I had wisdom."

"If only I had not married that man in 1977." "The Reaganomics. The Reaganomics. They messed me up! I still have not been able to get over the Reaganomics." "If only my boss wouldn't make me do 'x'." Come on. "If only my manager saw that I have



more talent." Come on, where are you? "If only the economy was doing better." Come on. Where are you? "If only my spouse would support me." Where are you? Come on. "If only my children were a little older." "If only my son was a little more responsible." Come on, where are you? "If only I had more money." Come on, where are you?

How about this one? "If I had more money then I'd be debt free." I will show you tomorrow that is a lie of the 98 percent. That is a lie of the 98 percent. My friends you've been conditioned and programmed to think a certain way because weak people are easy to control.

After this weekend there ain't no more weakness. Are you hearing me? No more being controlled, no more being led astray, no more being led out in a den of wolves. It is time that you rise up and be all that you were called to be. No more stupidity! No more numbness! No more ecstasy of the brain just out there going, 'I just don't know. I don't know where I'm going. I don't know where I've been. I just don't know.'

Come on. How many have been dazed and confused? So here's the deal. How many of you have been in this place of, "Well, if only I had a better education." "If only I had learned some other skills when I was young. Because now I'm older and you just can't change like that." I love that one.

"I don't believe success is for everybody. It's only for those lucky ones." Come on! Where are you? Liar, liar, pants on fire! There's a whole bunch of you with that tape in your head. "If only I knew the right people." Especially those of you that are musicians and we know we have actors and actresses here in the room. People of that whole profession. Authors. There's authors here in the room. They have this desire, "I want to go make it great but I don't know the right people," and what you're thinking you're supposed to do is go find the right people.

It don't work that way. But that's what 98 percent of the population's been sold. Come on. Haven't you been sold you gotta know the right people, have the right connections? What if I could show you how to know no people? What if I could show you how to with the people that you have right now to be able to turn that into something flourishing and



greater than anything you ever imagined? I'm gonna show you that tonight.

Tonight you're gonna see how that works. I'm living proof of it. I didn't have the right contacts. Our focus was never finding the big fish. Ever. It's always been starting with where we got. And turning what we got into something great.

How many of you can start with where you're at? And learn some skills on how to make it great? No matter what the situation is. "But Dani, you don't know what I'm going through." It sounds like you know it too well. And you can stay right there if you want.

But how many of you are done with where you're at?

Excuses are well-planned lies. But it blows my mind that there's a lot of people here in the room, not a lot but a few, that are here in the room that saw me on TV just last week and jumped on a plane, some from Maine, New York, from Canada, from out of the country, from London, from Australia, that jumped on a plane. No seven-day advanced notice on the ticket. Jumped on a plane and said, "I have to be there." That's no excuse. That is the sign of a 2 percenter.

That's the sign of a 2 percenter. Do you know how much money it cost to get a ticket? 14 hours on a plane? Some people 22 hours on a plane? That's no excuse. And there's people right here in Los Angeles County that had a birthday party to go to. Do you hear me?

Well, it's my seven-year-old's birthday. I gotta do the birthday party. Have any of you ever delayed the date or did it earlier? Do you understand? 98 percent of the population has been conditioned to look for excuses instead of results. It's reasons or it's results.

We have been conditioned and programmed to justify our existence of non-existence. We've been trained to justify our circumstances instead of creating results out of our circumstances. Brothers and sisters this is a thing that has to change in you more than anything. This is a thing that changed in me from one day to the next day that changed my entire life. Was I had a pile of excuses on the 25th, that whole month, all those months.

The first getting married to the 26th. No more excuse. I am not returning to this place again.

I'm not returning to this place again. How many of you have ever made a decision before? And how many of you in that decision made no room for failure? And what happened? You succeed. You succeed. But it takes sometimes two or more people to come together to figure out what's in your head because we're so busy on autopilot letting things run through our brains, in and out, in and out, in and out.

Not even realizing to say stop, pause, rewind. I'm not following that thought any more. I'm not going in that way anymore.

You see when it came time to register for this event, some of you my friends said, "I can't afford it." "I can't afford it." Or, "I have other plans." Or, "I need to talk to my spouse." "The timing's not right." This one's my favorite. "I'll wait for her to come to me." And they live in Kentucky. Not gonna be in Kentucky. Just came back from Tennessee. It was the first time I've ever been there. In 18 years of doing what I do. Probably ain't going back any time soon.

Do you understand? People are waiting for me to come to Wisconsin. Not going! Not doing it! But we have been such a self-serve society. And let me tell you what we've exchanged for the self-serve mentality, the self-serve, give it to me, I want it and I want it now. Therefore we have a microwave. Do you understand? Therefore we have drive-thrus on every corner. Why? It's a self-service, I want it my way.

I want it my way. My friends, that's the 98 percent way of life. You will never get to where you want to go with that way of living. You'll never get to where you want to go with that way of thinking. Let me prove something to you.

How many of you when you were younger you had dreams? You had things that you wanted to do? Places you wanted to go and things that you wanted to accomplish? Well, what were some of those things? Member when you were 18 and you couldn't wait to get out of your parents' house to go knock the world on fire?

Member that? What did you want to do? Oh yeah! She wanted to own her own island. Anybody on that one? Okay. Anybody else? You wanted to be an Olympic athlete? Yes. So can we put that – yeah. We’ll say that. Olympic athlete. Anybody in here wanted to become famous? Yes. Okay. Yes, ma’m. Wanted to be a missionary. Okay. Inventor. Someone wanted to be an inventor. Pilot. Some wanted to be rich! Mansion. Sports car. Boy, you guys are – travel. Anybody wanted a yacht? All right. This is a good base.

This is a good base of things that has this whole room accumulated thoughts of things that we wanted to go at and we wanted to accomplish. Okay. This is what I call a dream circle. And what also came along with the dream circle was another circle. And that was an income circle.

And I know that there are some of you that did go to college and you got yourself a further ed-ja-ma-cation which built yourself a nice resume-a-may and so your income circle was bigger than mine, you know. There you go. Yours was a little bit better than mine after four years of spending \$25,000.00, \$30,000.00, \$50,000.00, \$100,000.00, some of you \$200,000.00 in four years.

But you had yourself an income circle. And this is the likelihood of 98 percent of the population. Is that they had these things that they wanted to accomplish, were young and dumb. We’re ignorant; we don’t know. But man we want to go, we want to go, we want to do, we want to do, we want to do. And then came the job. The income circle. Whether it was your own job that you created for yourself mowing people’s lawns or what have you or you went out and you got yourself a job.

With that income circle after five years of working, now you’re married, you got a baby on the way, you got yourself a mortgage. You got yourself two car payments.

And you start looking at that list of dreams of what you want to accomplish and after five years you’ve only had one raise. And you look at those things and you say, “Wow. An Olympic athlete? Hah. Man, I’m married now and I’ve got a baby on the way and I’m not gonna get paid unless of course I win and then I get sponsored. And I get Nike

and these other places wanting to give me money to represent them. And the amount of hours it takes to train, you know, as an Olympic athlete and with the baby coming and all my wife's gonna need some help so I don't really know how that's gonna work.

"I mean it seems a little bit out of the question right now 'cause I have to put food on the table and everything so, you know, I really don't have the time to be able to do the workouts that I need to be able to compete and the amount of hours and the amount of time that I'm gonna be gone, you know, when the games come so, you know, eh. Maybe eh. Maybe I'll get lucky and somebody will invest in me and pay for all my expenses and then I'll be able to do that. So I'm gonna hope and pray that happens."

The mansion. "Well, you know, honey we've been in this house for 30 years and I know that the carpet is avocado green shag and we have marigold countertops and, you know, they don't make washer and dryers like they used to. We've had this thing for 30 years. I know it's orange but that's okay. And man, you know what? This foil, shiny wallpaper's coming back. So that's okay. And I know, honey, I mean it is only 1,300 square feet but there's a lot of love in these walls. Got a lot of memories here and I know that we can hear it when the neighbor flushes his toilet and all but a mansion? Gosh, could you imagine having six toilets? I mean if you had six toilets people'd flush them. They'd use 'em which means you gotta clean 'em which means, you know, who in the world would ever have time to take care of a house that big?

"Then you'd have to hire a full-time housekeeper and then of course you got the landscaping job. You can't just do all the flowers yourself. You gotta hire somebody else to take care of all of that and you can't have a bad landscaping job when you got a mansion. I mean what would the neighbors think? So, you know, a mansion? I think we'll just, you know, our house it would have been paid off about ten years ago had our son didn't want to get a further education so now we got a second, I mean a third mortgage on the house because of that health problem I had but it's okay. There's just a few more years. This house has done us good. We'll just stay right where we're at."

"Become a missionary? Yeah. Well, that's fine and all and that'd be great but I got kids and I have to support them and I have this really good job and we have to make ends

meet and I think I'd like to just give. And I do. I give as often as I can, you know, when they pass the Kentucky Fried Chicken bucket, I drop in whatever's left in my pocket. And I give it. And, you know, I could send somebody. That would be good 'cause maybe somebody else is called to do that."

"Want to be an inventor? Well, that takes time and that takes ingenuity and barely have my college education and, you know, I got all this stuff going on in my life. I mean maybe someday I'll come up with something great but then again I don't know the right people. Because if you're gonna invent something first you gotta pay legal fees to have it patented and I don't even have that kind of money. Not only that but the invention I have in my mind it would cost \$1 million to make it and then I have to know people with money that want to invest the \$1 million for that invention so, you know, I'll just hopefully some day that, you know, that might happen."

"Be famous? Well, you know, everybody when they're young wants to be famous. I mean I kind of sound like Garth Brooks in the shower and all but I don't know that I'm ever gonna – sometimes at my church they let me sing and sometimes I'm on key. And again you have to, you know, you have to have the time to practice and you have to know the right people and you kind of have to have money and you kind of have to live in the right area, you know, to get found out. You know?"

"Professional sports. Sure. There's a lot of competition, you know, there's a lot of competition with that and I'm getting older now and you know I no longer have an eight pack. I have a one pack and it doesn't quite work the same."

"Be a pilot? Well, man, yeah, that dream of being a pilot and the freedom of just being able to jump on my plane and go off to a foreign land and spend as much time in that foreign land that I want to. Man, that would just be so amazing and phenomenal and oh, but the cost to become a pilot and then you gotta have a plane. I mean that could be millions of dollars for a plane and so that just seems a little unrealistic and not only that I don't think my wife would ever trust getting in a plane with me. And I don't know if you noticed but Southwest sometimes has some great deals. \$49.00 one way. So, you know, that's just because I was young and I didn't know how much it was gonna cost. And I

didn't know how much time it was actually gonna take so.

"And owning my own island? Yeah. Could you imagine? Could you just smell the breeze and the flowers and the air? And hearing the water just ever so slowly and elegantly running up on the beach. Can you see the stars at night 'cause there's no pollution on your island. Just billions and billions of stars and quiet. Nobody around. Wonderful food and somebody serving you a coconut with a straw in it. But you know? How do you live on it? And I couldn't do without my TiVo. Or Internet. And I think I'd get bored. And do you know how much it costs to buy an island these days? I mean I should have done it 30 years ago but I didn't. I was too busy trying to think about inventing something instead."

"Wanna be rich? I've been at this place for 25 years and I have worked so hard and I've given it my best shot and I've been passed up for promotions again and again and being rich is just overrated anyway. In fact, we're the current charity case."

"Travel around the world? Yeah, you know, I do still think about that. Traveling around the world. I think that would be really fun and exciting but I only get two weeks' vacation every year and my garage is really a mess and that is the yearly vacation of clearing out the garage and not only that but you know every other year we all climb in the Winnebago and we head up to Wisconsin for our family reunion and we get to see Aunt Sally and Uncle Wilbur. And we have a great time with all our cousins and second cousins and third cousins and it's really just an awesome experience and you know, traveling around the world.

"I mean all the costs and then not only that if we saved our money all our lives to go to a place like Bora Bora, you know, when we got there we wouldn't be able to do anything, you know? We'd be living off of coconuts and fish and so, you know, that wouldn't be good. Because you know what I found? I found the greatest thing ever in the whole wide world. The Travel Channel. Right in the comfort of my own home. You can almost smell the food in Greece 'cause they show the chefs and they take you on the helicopter so you can see everything. Right in my La-Z-Boy chair. It's awesome. And all it costs me is my DirecTV and that's it."

“A yacht? Well, they don’t even insure those things and with all my job and all my responsibility, the kids they got soccer and they got piano lessons and dance lessons and I got a kid in college right now. I mean what are the odds that I’d even be able to use the yacht so it’s really stupid to have a yacht anyway so I don’t even really need that. You know? Not only that, I have this neighbor, Bob, and you know, Bob has got one of them aluminum boats and we go out to the little thing over there, that brown water thing over there. The delta and we go fishing. It’s really cool. You know what kind of boat I’m talking about. Right? And so like every other weekend sometimes my wife lets me go. It’s really awesome. And it’s his boat so it doesn’t cost me nothing. Sometimes I buy him gas. My friends, 98 percent of the population has been conditioned. To shrink this with excuses. Instead of figure out how to increase this. Instead of gaining the knowledge, the specialized knowledge, specialized skill on how to increase this. 98 percent of the population has been conditioned to look for reasons instead of results. 98 percent of the population it has not occurred to them that if there’s something you don’t know how to do, hire somebody to teach you how. Or find somebody that knows how and is good at it and has a track record of being good at it to show you.

But instead our egos are so big that all we do is try to impress everybody around us. Either that or we just complain about our current circumstances. Instead of looking to learn how to change who we are and how we respond and how to solve those circumstances that we have. And how to succeed in them.

You see, those excuses create this. My friends, in whatever it is that you do, whether it is an industry. Let’s say you have a profession, a job, whatever. Inside of that industry there is some kind of a product or service that you’re a part of. And inside that product or service that you’re a part of there’s compensation inside of this organization. Whether it’s you’re working for a company or you own a company.

How many of you know there’s other people that do what you do? If you’re in the hair business, there’s thousands of if not millions of hairdressers. Real estate, mortgage, you’re a phone operator. You’re a contractor, a roofer, you own multimillion dollar corporations; you’re a musician, an actor, a pastor, or a stay-at-home mom. Whatever it is that you do, that you identify yourself with, how many of you know that there are other



people that do the same thing? Yes, there is.

And whether it's a part of an industry or a profession, there's some kind of a product or service. A mother offers a service to her family. Are you hearing me? Okay. There's compensation for what we do. And in that, my friends, there's only one variable. Because if you take for example two hair salons. I'm gonna use that as an example.

You take two hair salons. I have personal experience with this. How many of you have experienced the blue hair salon? How many of you don't know what I'm talking about? The blue hair salon is the women that own the salon and have been there for 35 years. She went to cosmetology school 35 years ago. She's doing the same cut, color and perms that she learned 35 years ago. She may say, "Well, I have 35 years of experience as a hairdresser." My answer is, "No you don't. You have one experience times 35." You have one year of experience times 35. You've been doing the same thing over and over and over and over again and expecting a different result.

Well, in this case there is those other salons like a friend of ours that owned several salons throughout the San Francisco Bay area. He made millions of dollars in the same industry as the blue hair salon that barely gets by every single year. Are you hearing me? Same industry. Same service that he provides makes a whole lot more money with the amount of time that he has.

How many of you have noticed that we all have 24 hours in a day? So that means that people that are highly effective have 24 hours and so do you. So he's in the same industry, provides the same service but makes millions of dollars more than the blue hair salons. Do you want to know what the difference is in that equation? It's the same difference that is in your equation and that is the you factor. That is you.

You are the only variable, my friends at what you do. You're the only variable. You are the one that's gonna determine what you do and where you go. It is never your product or service that's gonna determine your success in life. Did you hear what I said?

Whether it is that you sing. Have you ever noticed – I'm gonna talk about this too. Pas-



tors, for example. Have you ever noticed right here in this city there's enormous churches and there's starving churches. Have you ever noticed this? What is the only variable? They serve the same God. They have the same 24 hours in a day. They preach out of the same Bible. What is the variable? Them. Them.

You are the variable at whatever it is that you do. How many of you have ever noticed there's some people that just have phenomenal kids? And yours are heathens. Brats. Right? She's like, "Don't raise your hand, mom." That's why she has you here honey. Because your mom's learning how to do things with you. And it's already working out. Beautiful girl, beautiful smile.

Okay. So listen. There's only you. You are the only variable in whatever industry it is that you do. Now the difference with my friend that has made millions of dollars in hair versus the blue hair salon that I went to when I was 16 years old and fried my hair in a tight little curly perm. I had an afro. It was awesome. But here's the deal. The deal is they have one year of experience multiplied times 35. Never learned a new skill. But Gary learned a new skill again and again and again.

# Conditioning For Success™

## Disc 2

There's one area my friends, and hear me out. There's one area that we all have in common. There's one area that every profession on the planet has in common.

Have you ever noticed that there are some doctors that get sued a lot and there are others that don't? Is it because the one that doesn't, doesn't screw up? No. Studies have proven. Studies have proven. It has nothing to do. No. The one that doesn't get sued isn't the one that doesn't screw up. No. They all screw up. They're practicing. That's what their profession is. It is a practice.

Same with law. It's a practice. It's a practice. So, is it the ones that get sued a lot are the ones that are better? No. But there's one area that they have mastered and studies have proved this. There is one particular area, my friends, that the you factor makes all the difference in the world. And I'm gonna tell you what that is. Write this down.

You see whatever it is that you do there are the basics. Whatever your profession is. There's the basics to what you do. There's basics to carpentry. There's basics to legal. There's basics to medical. There's basics to ministry. There's the basics to singing and acting and dancing. There's the basics to speaking.

There's the basics to cooking, raising children. There's basics. You know, feed them? That's good. There's the basics all right? There's the basics to marriage, you know? Love, honor and respect. There's the basics.

But then there's another level and you can only get so far on the basics. Michael Jordan was one of my favorite basketball players when I was in high school. I was a sports ridiculous person. My whole bedroom was covered with Larry Byrd, Magic Johnson, and Michael Jordan life-sized posters. Wall to wall.

Michael Jordan, beautiful to watch. Eloquent in the way he plays. Phenomenal as he flies through the air with his tongue hanging out. But see he had to master the basics first. He had to learn how to dribble, pass and shoot first. Before he could ever slam dunk and fly through the air. He had to learn the basics.

You're here to learn some basics. But the second area, my friends, is people skills. This is one area that every person on the planet has in common. The one thing that knits us together is people skills. You see you could take two people, two contractors.

And one may have better skill sets in the actual trade. He mastered the basics better but his people skills stink. People don't like him. He's arrogant. He's egotistical. He doesn't like to work with certain people. Either that or he doesn't like to talk to anybody. He doesn't return people's phone calls.

Then you have somebody else that has lesser skill sets in the trade but is phenomenal with people. Knows how to make people fall in love with him. And this man will make more money and get more jobs and more referrals and never have to advertise. Why? Based on people skills.

The third thing that comes into the factor concerning you and your income follows this. Your income follows this last and third final point in this place. Your income follows your personal development. Your income follows your personal development and I remember thinking when I heard that, 'That is really stupid. How does income and personal development go together?'

Because your level of personal development determines whether or not you use your level of skill. Your level of personal development - and let me prove it to you. Your level of personal development determines whether or not you live by design or you live by default.

Your level of personal development determines whether you live by reasons or results. Your level of personal development determines who you like and who you don't like.

Your level of personal development determines whether or not you get out of bed in the morning and work with a spirit of excellence or if you sleep in, hit snooze 17 times, show up late and give some lame excuse of traffic when you show up to work.

Your level of personal development determines whether or not you're teachable or unteachable. There are people in this room right now with a low level of personal development. They're still analyzing my clothes. There are people in this room still analyzing the way I talk and where am I really coming from. There's people in this room with their arms crossed, eyes crossed, legs crossed, heart crossed still trying to figure out when I'm gonna get to the good content.

And they missed it all together. Missed it all together. Can we get through this fluffy stuff, Dani? No. This ain't fluffy. This is hardcore right where you live and if you don't change nothing's gonna change. That's the bottom line.

So, your personal development, my friends, looks like this. There are some of you in this room that are teachable and there are some of you that are not. And teachable says, "Teach me, show me. I will do anything. I will obey. I will follow this and I will walk away from what has hindered me."

Unteachable analyzes everything first. Unteachable determines in their 98 percent mind whether or not what I'm saying has any value. If you're gonna size up what comes out of my mouth with your experience you're gonna stay stuck with where you're at. You will not grow. Unteachable has a hard time with the fact that I'm a woman. It's the truth. And that I'm not 75. There's some of you in this room you have a hard time that I'm not 300 pounds.

This is no joke. I know how you think 'cause I used to think that way. I know you're thinking. Some of you have a hard time because I'm a multimillionaire. You have a hard time with that because you have a judgment against people that are millionaires.

And when you have a judgment against people that are millionaires, you judge people who have money. Some of you are judging the satellite dish on my hand right here. You

are. "Well, Dani, you know that the love of money is the root of all evil." So is judgment.

Do you hear me? I am challenging you and here's why. Because your level of personal development determines how much you're gonna make and how far you're gonna go and whether or not your relationships succeed. It's all in the same boat. Because if your level of personal development is that if I am the wrong color you won't listen to me or I'm the wrong gender, you won't listen to me.

Or I'm the wrong age, you won't listen to me. Or because I don't; have the ed-ja-ma-cation with the Ph.D and the dot-dot this D and that D. There are some of you that have been sitting here the whole time saying, "What are your credentials?" My credentials are results. What's yours?

My credentials are the results that we have produced in other people's lives. The thousands upon thousands of marriages that have been healed, set free and delivered; the thousands upon thousands of people that paid off millions upon millions of dollars in debt; the thousands upon thousands of people whose businesses have grown, who have annihilated their competition and have become Number 1 at what they do. Our results are kids that have come home back to their parents to honor and to serve and to respect them.

And why am I passionate about that? Because your income is determined by your personal growth. Your marriage is determined by your personal growth. How you parent is determined by your personal growth.

And if you are unteachable, if you are analyzing me, if you are wondering when, if you are paying attention to the back of the person's head that is in front of you, if you are sitting here saying, "Well, all she's gonna do is try to sell me something," I know who you are. I was the same person. I was the same person.

I was totally judgmental. I was completely jealous of anybody's success, jealous of people's looks. I was jealous of people's relationships. It used to eat me up inside when I would see people succeed.

And now it eats me up inside if I don't see people succeed. It bothers me when I see people fail. I used to be happy when people failed. Hey, I'm being myself and I'm being out in the open and I'm telling you who I was. But I'm happy to say I'm not that person any more. No more.

And there will come a day where you will say, "That's what I once was but I ain't no more." Your income follows your personal growth. The success in your relationships follows your personal growth. Everything in life follows that. Because you may have some phenomenal skills but you might be crippled with the spirit of fear and do nothing with that talent and skill.

I'd much rather take somebody with a high level of personal growth and no talent and no skill because I can help somebody succeed that's got a teachable, willing heart and a desire to succeed. I can take that person sky's the limit far more than the one who thinks they know it all already.

The know-it-alls are gonna stay knowing what they know from their past, haven't learned a new thing in 25 years. That's the definition of insanity. That's the definition of insanity.

So your income follows your personal growth. And here's the biggest key I can give you when it comes to personal growth. We reap what we sow. We reap what we sow. If you sow excuses what do you have coming up? Not just one. A crop of excuses. So everyone you surround yourself with has excuses.

If you are in sales, you try to close that sale and they give you excuses. I can't afford it; I need to talk to my spouse; I don't have the money; I need to think it over. Why? Because in which the excuse you live under is the excuse you will reap. What you plant you will reap. What you plant you will reap.

I was in a situation 19 years ago where I happened to be in a private council meeting and I was around colleagues that I had worked with and the head of that organization was making about a half-a-million dollars a month. He was a multimillionaire. Every two months he made \$1 million.

And everybody was just passing around ideas and suggestions to the thing and so I said, "I've got a great idea." Just trying to fit in with the group. And he slammed his hand on the table and he says, "You are so stupid." And I was thoroughly humiliated. I am half Nicaraguan, a quarter Italian and a quarter Irish. All three of those blood lines boiled. All three of them boiled without any heat. Just checking! And I can imagine what I looked like when he said this to me in front of my colleagues.

He says to me, "How much money do you make?" And I said, "Well, I'm just getting started." He says, "How much do I make?" I said, "A half a million dollars a month." He says, "You know what's wrong with you 98 percenters?" He says, "You're so busy trying to size yourself up to people like me instead of sitting down, shutting up and learning what we know so that you can get what we have." He says, "So sit down, shut up and pay attention because if I listened to your ideas I'd be broke just like you. And I like my income. Thank you very much."

Now how many of you say that was humiliating? How many of you say that was cold and offensive? It was the greatest day of my life. It was the greatest day of my life. I was an egotistical kid trying to hide my past and trying to prove that I wasn't stupid. Trying to be somebody that I wasn't instead of going, "I'm really stupid but I'm really teachable. Can you show me how?" That was gonna get me a whole lot further. Being honest with where I was and where I wanted to go versus trying to pretend that I was something that I wasn't.

But 98 percent of the population has been trained and conditioned to pretend to be something that they're not. Instead of getting honest with where they're at. How many of you have some things messed up in your life right now? And how many of you want to get out of those things? And want those things to be behind you and not in front of you? Well, then, you have to be honest with you. How many of you are finding that out this morning so far?

So what this brings up my friends is this. We have reaped and we have sown. And there is some conditioning that we have personally had. We've been trained up by our parents. We've been conditioned by the media. We've been trained and conditioned by

our school systems. We've been trained and conditioned by our friends and colleagues. Siblings.

We encounter a line of belief systems and habits based on those that are around us, based on our environment. It's how we think the way we think. It's not even our own thoughts. They come from a different place.

I believe wholeheartedly and there's no doubt in my mind that every single person in this room was designed to succeed. In some way. Whatever that successful picture looks like for you. Some of you that successful picture, the biggest success you have is relationships. That's all that you want out of life. And to be honest with you, if that's what it is I'm proud of you.

Because I've had money and bad relationships and it wasn't worth it. My husband and I hated each other but we had lots of money. I didn't know my children but we had lots of money. I'm telling you right now it ain't worth it.

I am not here to show you how to make a lot of money and be successful in the marketplace to the sacrifice of your relationships. I am here and I think I'm the only person right now on the planet that shows you that. Oh, I will show you how to increase your income and increase your time but you're not gonna do it sacrificing your life or your health or your relationships. I'm gonna show you how to get it all and get it quick.

We have seen too many people destroy their marriages and therefore the wake that happens on the kids as the direct result. That's gonna stop and we are gonna build an army of people that do it and do it right with high ethical standards that have families that are models that people look at and say, "How in the world did you do that?"

You see that day that that man humiliated me in front of my colleagues was the best day of my life. Because I learned something and write this down. Find people who have what you want and do what they do. Find people who have what you want and do what they do.



Find people who are succeeding in an area that you want to succeed in and learn from them. And it doesn't even have to be a related industry. Success begets success. And failure begets failure. It doesn't have to be that if you want to run a technology company that you can only learn from somebody that runs technology companies. That's not the truth.

Do you know somebody else that's successful in another area? Because success begets success. And the biggest breakthroughs in innovation my friends has not come from related industries but unrelated industries. People taking an idea from something totally unrelated and using it in what they do.

Thus is Federal Express. That's how Federal Express came about. He used an unrelated idea from a totally different industry. The mistake that 98 percent of the population makes is they look at their competition and tries to copy them.

You will not have a breakthrough in business if you just copy your competition. You might be copying something that's currently failing. Do you understand? And if you're copying something that succeeded you're copying their past success. Not their current.

So what I learned that day was to find people who have what I wanted and do what they do. I'm so happy and blessed. I see my husband's aunt which I call my aunt as well here in the room. She's one of those people that I studied. Five beautiful children. I have five children.

I'm ten years younger and I'd watch her with her kids and I'd watch peace in her home and I would ask her every time we'd go up there for a family event I would say, "Beth, what's the secret to your success?" I love your kids. I think you have great kids." And she'd say, "I really don't know. I'm sending them down to your house."

You want to see what I learned there? It was a humble woman who realized that she could not be everything to all of her children. It taught me something. You see, in parenting we want to control our kids. What I saw in here is that she had enough freedom and personal growth to say, "I like other people to sow in my kids as well as me sowing

into my kids.”

Yeah, they did devotions at dinner time. They prayed with their families. There was peace in that home. She home-schooled. I modeled things that I saw her do with my children and it's working. So I pray for counsel for my kids that my kids if they're not gonna hear me, God send other people that will speak into my kids' lives that love you.”

Do you understand? I learned something from that success of that one mom. Find marriages that have – come on, my friends. Look at this. How many of you know people that have been married for 50 years and they're still chasing each other around the house naked? And if you don't like your spouse or you guys ain't getting along and you haven't had any wild, steamy, hot, passionate sex in a month, or a year, or five years, you might want to ask somebody that has a track record of years and years and years of being married.

We have modeled our marriage after that. Where we have asked people – now were they financially successful? It doesn't matter to me. They have a gold medal in marriage and that's all that matters to me 'cause I need to fix mine. And I hired a coach to teach me. She's here in the room.

Thirteen years ago hired a coach to teach me how to be a wife because the example that I saw of being a wife was a mother and a father who beat the snot out of each other. A mother and a father that dropped f-bombs every other word. All I saw was rebellion and division, zero unity. All I saw was any kind of love that they had was after a fight.

All I saw was adultery, mother and father both. Cheating on each other. So what did I learn? I learned how to beat children. This is the example I saw. The example I was taught on how to be a mom, how to be a wife and what a husband is supposed to be is drug addicts, abuse, verbal abuse, mental abuse, emotional abuse, spending your whole welfare check on some weed and calling grandma for some money for milk. That's what I was trained to be.

What were you trained to be? I was trained to cheat a system. My dad would lie about

his back to get checks. From disability. My mom and dad didn't get married so they could collect more on welfare. Corruption is what I was trained with. Your income follows your personal growth. How many of you know I had a lot of growth to go through based on what I was taught.

My friends, we are products of our environments. Here me loud and clear. We are products of our environments. You have got to control your environment. You have to change the environment in which you live in, sleep in, drink in, breathe in. That environment has to change and you're the only one that can change it.

You know what I got trained up to be concerning work ethic? None. My parents were lazy. Sat around and got stoned all day long. How in the world did I come out of that? I'll tell you how. I had somebody call me on the carpet and say, "You're stupid. Find somebody who has what you want and do what they do."

So I ask people that got great kids how. I ask people that have great marriages, "Tell me your secret to your success." When I talk to an Olympian athlete I ask him how. I have studied successful people for 19 years. For 19 years in unrelated industries, unrelated businesses. Do you hear what I'm saying?

We are plagued with this egotistical attitude of 'I have to prove that I'm better than everybody else'. That's 98 percent of the population. That rather than asking but we're so busy being intimidated by people's success and competing with people's success instead of sitting down at their feet saying, "Show me. Guide me. Help me."

You have people around you that have succeeded in your life all around you. You're just too busy competing with them or intimidated by them or afraid that they might think you're lesser than them if you ask for help. That's called an ego trip.

I believe you were designed to succeed. I believe every single person in this room was designed to succeed. You can't shake my belief but I'm gonna shake yours on this one. I believe that you were designed by a designer and that designer in all of His perfection designed you just as He designed the eagle to fly. And when He designed the eagle He

put beautiful wings that spanned so far. He gave him all the right parts to be able to soar higher than any other bird of its kind.

What followed the design was a desire to fly. When the designer created the eagle He planted a desire inside of the eagle to fly. The desire always reveals the design. The desire always reveals the design and the design reveals the destiny. You see, the eagle has the design of soaring. It also carries the desire of soaring and what is the destiny of the eagle? Soaring.

The tiger was designed with fangs and very fast feet and quite a nose that can pick up its prey miles away. And if it had a desire to fly would it hunt? No. The tiger does not have a desire to fly. Does it? No. It only has a desire to do what? Hunt. And what is the destiny of the tiger? Hunting.

But see there's things in the way, my friends. I believe that you're here because you want to succeed. Whatever that picture looks like for you. Whatever that picture looks like for you and there's not a bigger or better picture than somebody else's. I promise you.

If it's with your kids, that is awesome. And don't let anybody tell you that you're a failure because you don't want to become a millionaire. That's a lie from the pit of hell. Don't you size yourself up based on what your goal is because then our ego trip goes, 'Well, mine has to be bigger than his. In order for me to be important I have to have a bigger vision and a bigger goal than his.' No. That's nothing but an ego trip and that's gonna frustrate you here on planet earth.

You were put on this planet for something unique. You were so uniquely made that your thumbprint is different than every other human being on this planet. You are so unique and different that your DNA is only owned by you. Nobody else. And there's something unique and different that you're supposed to do. That's designed for you and you alone. Just as your handprint is yours and yours alone.

And you came to this workshop because you have a desire to succeed. How many of you would not have come to First Steps to Success if it was called First Steps to Basket Weaving? And why not? Why would you not come to this seminar if it was called First

## Steps to Basket Weaving?

Tell me why. How many of you are not interested in basket weaving? That's good because I don't know how to do it. So if this seminar is called First Steps to what:? What? What? And why are you here? You have a desire to what? You have a desire for what? So you came to First Steps to? First Steps to Success.

You have a desire for success. So what does that reveal? Your desire is success and so it reveals what? The design. Your desire reveals your design. Your design reveals your destiny. Your desire reveals your design. Your design reveals your destiny.

My husband came home with a book many, many years ago. I did not read the book but Hans pointed something out and that was what I just shared with you. And the way that he explained desire, design and destiny was like wow! He took like three pages of what I used to talk about and put it into one sentence. Awesome!

The desire always reveals the design. The design reveals the destiny. You were designed to succeed and I'm gonna prove it to you now.

You see when you were born out of your mama's womb, when you were knitted together I personally believe my friends that we were intelligently designed.

Now I understand that there's many of you here in the room that you believe that we came from a guppy. And that's okay. I understand how you got there. I really do. I understand how you got there.

And understanding that, I want you to just come on a little road with me just for fun. It makes me feel better to think that I was intelligently designed than I was an accident. Do you hear me? It just does something for my confidence I think. You might think that's shallow. Do whatever works.

Because if my life was based on chance, you don't have a chance to get to where I'm at. How many of you don't want your life based on a crapshoot? Based on a lottery? How

many of you want it by design? An intelligent design?

Well the truth is in my belief system I believe that we were fearfully and wonderfully made. I believe that we were designed in His image. Him in all of his perfection we were designed. And I believe that when He designed all of us we were given a few things.

Number 1, the gift of enthusiasm. Now some of you think that's not true. But I'm gonna prove it to you right now. Find me one two-year-old that does not have enthusiasm. Some of you are under the false teaching that your personality determines whether or not you have enthusiasm. That is not true. That is not true.

Are there more people that are more spastic than others? Yes. There is. However, the word "enthusiasm", the root word, "enthuses" means to be God-like. Enthuses means to be God-like. Find me a child with no enthusiasm. They all have it.

And if you're a rocket scientist as I've had many clients that were rocket scientists, if I were to call your mama and say, "Was George enthusiastic as a child?", what would she say? "Well, yes. Aren't all children?" Right? How many of you know that is the truth?

When you were knitted in your mother's womb part of your DNA was enthusiasm. Second was persistence. How many of you've heard that you need to be persistent in order to succeed? You need to persevere so that you may be mature, lacking in nothing. That's what it says. You must be persistent and persevere through those trials and hardships because perseverance when it has finished its work will make you mature lacking in nothing.

How many of you would like to be lacking in nothing? So, persistence. But how many of you quit halfway through? That's not what you were made to do. You have persistence. Come on, it's the truth. Look. I have five children. I have my own case study. Of persistence.

You know what it looks like. Come on, how many of you asked 17 times as a child for that chocolate? How many of you sold your mama on giving you a candy bar on giving

you a candy bar instead of a carrot? Persistence. It's persistence.

We all have it. So what you have to ask yourself is what did you do with it? 'Cause you were born with it. What did you do with it? I will tell you numbed out, dumbed out, 98 percent. Give up. It's not gonna work anyway.

Let me tell you what you did with your enthusiasm. How many of you have lost enthusiasm? Where are you? You've lost enthusiasm. You know what happens when you lose enthusiasm? You lose hope. You know what happens when you lose hope? You find depression. Oppression. Suppression. That's what you find when you lose hope. You know where you traded it? You traded it for 98 percent security.

Come on, you all know when it happened. 'Don't get your hopes up. 'Cause it might not work. Don't get too excited. Because when it doesn't work then you won't be too disappointed.' So you need to go for the secure way. Go after that secure thing. Because then there's a guarantee on the other side.

My friends, no successful person I have ever known has ever looked for a guarantee. But 98 percent of the population jumps at a guarantee. Searches for security. No millionaire I've ever interviewed ever looks for security. No. Never. But 98 percent of the population is conditioned for, 'Call now! 100% guaranteed!' And that's what you jump for.

Some of you came to the workshop because we said it's 100 percent money back guarantee. That was your breaking point. All right. I'm going. Why? Because you've been conditioned that. You've been sold that. So that's the bait we put on the hook and yes, this seminar is 100 percent money back guaranteed. Why? We got results.

So enthusiasm. You traded enthusiasm. You traded that exhilaration of enthusiasm for security. For a guarantee. For safety.

My question to you is it really safe? Think about this my friends. Is it really safe?

Can I tell you there's only one guarantee in life? Dying. And paying taxes. That's it.



There's one guarantee. You ain't getting out of this life alive. That's the only guarantee. So create all kinds of havoc between now and then. Seriously. You ain't getting out alive.

Next. The gift to get over it. You were born with the gift to get over it. My son Cabe when he was younger I had done a very unusual thing and that was clean the sliding glass door. And in cleaning that sliding glass door he went tearing through from the living room into the kitchen and he met the glass head on. Thought the door was open. Came back, fell down and his lips turned blue. He was more mad than he was hurt.

He screamed. Wah! Turning blue. I did this little thing with my kids. Had them calm down instantaneously and had them stop crying instantaneously. I teach that in the "Grooming the Next Generation to Success." But it was instantaneous. My kids were not like screamers for hours. But it was instantaneous. No. It was instantaneous.

And he got up and he ran again. And he still runs. In fact just won a championship basketball game, scored the highest points. Great athlete. However, if that was an adult, the adult would have blamed the sliding glass door company and sued it. Do you know why? 98 percent of the population has been conditioned to blame and take no responsibility. 98 percent of the population has been conditioned to blame and take no responsibility.

We've all heard about the man who spilled coffee at McDonald's on his leg and sued McDonald's for \$4 million and won. So what did that do for the rest of us? Oh, take no responsibility. 'Somebody's gonna pay for my life.' That's a 98 percenter. That's a 98 percenter. That's a 98 percenter. That's a 98 percenter.

An adult wants to blame somebody for their mistakes. A child gets up and gets over it. You were born with the ability get over it. Every child has it. You are holding on to things in your past that are keeping you stuck with it. Get over it. Get over it. 'But so and-so said that I.' Get over it. It doesn't matter what somebody said. What matter is what you're gonna do moving forward. That's all that matters.

Next thing that you were given, something that you must have to succeed, something

that you will fail with if you don't have and God knew this when he created you. The great designer when He designed you knew what you needed to be able to fulfill the destiny that He planned ahead of you before the beginning of the foundations of the world began.

And that was the same thing that you used when you were young December 24 depending on what religion you're a part of, you were peeking out the window to see if you could see Santa and his sleigh. You even put out cookies and milk unless you're a product of the '60s you put organic carrots out. And some soy milk.

But that faith. And some of you had such an advanced measure of faith that your imagination kicked in and you even saw him in the sky on his sleigh. Who here did that? That it manifested? It manifested itself right before your eyes. You believed that he knew whether you were naughty or nice. You believed that he was coming with a bag of goodies just for you, that he knew the desires of your heart.

You believed that he was coming down a chimney you did not even have. Didn't even occur to you. You live in the Bronx in an apartment. Or you live in San Diego, California where there's no chimneys. But you believed.

You also believed that some fairy way out yonder knew when your tooth started wiggling. You tied some dental floss around your tooth and you rolled it around the door, slammed the door, bam! All to get five cents. Depending on which generation you live in. Up to a buck. Now it's five bucks. You believed that bunny lays eggs. Chocolate ones. Hollow. Waxy tasting.

You believed that. Why? You were born. It was knitted in you. When you were knitted in your mother's womb. A risk-taking, faith-walking, obstacle-moving faith and now you trade it for guarantees. What's the guarantee? How many people fail doing that?

Can I tell you the truth? It is impossible to please your designer without faith. It's impossible. And so now what happens is this. We get sick. We worry. We wonder. We lose our job. We freak out. We fret. We watch the news and see the economy is crashing we

worry. We get anxiety. And we get depressed.

The Number 1 drug in America prescribed is anti-depressants. Anti-depressants. That is a man without a vision will perish. And how in the world did we get here?

I'm gonna tell you how we got here. We reap what we sow. You see there were things that were planted in you. There were things that were planted in you. When you were growing up you had things that were spoken over your life. You were labeled a certain way. You were told certain things. Like me, for example. "See what happens when the abortion lives." That's what was spoken over me.

I believe that when you were born, I believe that we came from the dust. I believe that our head is potting soil. I do. We were blank when we were born and everything you think and believe has come from some other place to start you off and then you either agreed with that belief system or you didn't. And in most cases you did voluntarily believe what was said, what was done.

If you heard things like, 'Oh, working is just terrible. I hate my boss,' I promise you, you have said those same exact words that you heard your father say. 'Men are all the same, you heard your mother say. I promise you that same thing came out of your mouth. 'You can't trust anybody.' I promise you that same thing has flown out of your mouth. 'Them people just get lucky on TV. We ain't like that. My daddy was poor. I'm poor. You're gonna be poor.' And I'm sure those words have come out of your mouth.

'Nothing's ever easy son so just grin and bear it.' 'Nothing ever works out for people like us. Just the way it is.' These are seeds that were planted and these are belief systems that come out of your heart and your mouth and your body follows your mouth and your heart. Did you hear me?

Your actions, your behavior follows what you believe and what's planted in your heart. Because somebody that believes that they will fail will not succeed because their actions will do things that will cause them to fail. Just like for me my mother with men. Okay? With me with that. I have this belief system that they're just gonna screw you over, use

and abuse you. So guess what I attracted into my life? Use and abuse and took advantage of me financially.

That's what I had. And why? Because. That's what I was taught. That's what was in my heart. Therefore my body went to the first user and abuser I could find. Do you understand?

How you were trained to think about work. How you were trained to think about marriage. How you were trained to think about the economy. How you were trained to think about politics. How you think about God. Is how you live today.

I'm here to challenge what those beliefs are because there's a great chance they came from 98 percenters. But let me tell you something. Just as the dolphin was designed to swim out wild in that deep blue sea, the ones that are stuck in a pool at SeaWorld, that are sitting there performing for all the onlookers, they have their meals delivered to them the same time throughout the day, they jump up and do a little twirl and there are the people. Another spin. A back flip. Jumping as high as they can.

It's just like us. We've limited ourselves to a tiny little pool. We get some recognition and a couple kudos. A couple raises. And we settle for that pool.

But there's something deep down inside of us that cries out for our destiny. There's something deep down inside of us that says there has to be more to life than what I'm living. There has to be more to this design than what I'm doing. There has to be more to this life that I am going through every single day just grinning and bearing.

There's something inside of you that calls out and it is your destiny saying, "Come on! Get out of the pool! Quit settling for less! Quit giving up! Come on!"

How many of you can feel that? That's why you're here. That's why you're here. You were designed with everything it takes, everything it takes. The only thing you're lacking is some skill. And everything that was planted in you, the things that I just mentioned, that's why you're at where you're at.

Those things have to be left behind in order for you to move forward. They have to go away. You have to turn and head in the right direction. It's impossible for you to have one foot over here and one foot in your destiny. You gotta do an about face. And say, "No more. I don't care what was."

And even if success was in your past, you gotta drop it. You gotta drop it. Because your past successes are gonna be your future hindrances. Your past successes are gonna be your future hindrances. There's some of you in here that are still talking about your big success in 1995. You are a current has-been.

If you keep your focus on what was you'll never get to what is to be. You'll never get to what is to be. I don't care what you did good or bad in the past. It ain't gonna help you get over there. You have to make some decisions today.

So how many of you know you had some things programmed into you that are not gonna help you with your destiny? And how many of you have had some things that were programmed into you that can help you with your destiny?

You have to sift the wheat from the tares. You have to sift the wheat from the tares. You have to sift the good fruit from the bad fruit and you gotta get rid of the bad fruit. You have to prune yourself back. Either that or allow the designer to prune you.

It's much easier. It's much easier to let the designer prune you. It happens really fast and produces great fruit. Let the designer prune you over the next two days. And you're gonna walk out of here with some great new juicy fruit that is filled with seed that will grow more fruit.

# Conditioning For Success™

## Disc 3

This thing that is hindering your life is what I call an ego. Earlier I dropped a seed and I said you have to weigh your ego with your bank account and figure out which one weighs more. You see, ego holds grudges and animosity against people that have wronged them. Ego looks back into the past and blames everybody else for their lack of success.

Either that or ego has a self-condemning spirit. You condemn yourself all the time. And tell yourself how stupid you are. You tell yourself all the mistakes that you've made. You tell yourself how you have no right to think that you will ever amount to anything.

Ego is fear. Ego is fear. Afraid to take a step. Afraid to trust people. Afraid to help other people in fear that they might mess you over. Fear of taking a risk in a new direction because you might fail. Afraid of making mistakes and afraid of rejection. Afraid of what people might think and the people include perfect strangers.

How many of you are in some kind of sales? Of some sort. But how many of you fear rejection? How does that work? And if you're in sales you are selling to somebody that you don't know and you're afraid of what the someone that doesn't know you thinks about you.

And then there are some of you that are afraid of what your friends might think of you. You are so conditioned by the fear of man that you have recreated yourself 17 times. And don't even know who you really are because you've been busy living for so many other people. Trying to be what other people want you to be instead of being their original design that you were created to be for your destiny that is only for you.

So, this thing called an ego is a hindrance. It's an obstacle. And it must be removed. Ego consists of unforgiveness, resentment and bitterness. Ego trips. Jealousy. I talked about that earlier. Jealousy. Being jealous of other people's success. And if there's anything in you that gets a little ha-ha when you see someone fail.

Ego is wanting self-vindication. And seeking it out. Ego is argumentative and wants to constantly prove that you're right and everybody else is wrong. That's destruction of a marriage. Ego has to prove that it's good. See, look at me. I meet people all the time that regurgitate their resume the minute they shake my hand. No joke.

"Hi, I'm so-and-so. I'm the current next guru. Glad you could meet me. You're gonna hear my name soon. In fact you're gonna see me all over television and you're gonna be glad you shook my hand some day. You might not want to wash that hand." I have had people do that to me. I have had people do that to me and they're broke. They're broke.

Why? They went to some other seminar that taught them how to speak it. How to speak it. How to speak it. You're speaking arrogance and haughtiness and pride. You're not speaking truth. Know the difference between the two.

If you are having to prove who you are, you got an ego trip. If you're having to prove yourself to yourself, you got an ego trip. If you are seeking recognition, you got an ego trip. It's the kingdom of self that you're serving.

And if you battle with self-pity, condemnation, and criticism and shyness, that is an ego trip. The escape into depression or escape into pornography, the escape into drugs and alcohol - and I know there's people in this room right now that struggle with alcohol, drugs, pornography. There are people in this room right now that struggle with adultery. I know it. There are people in this room right now that struggle with idolatry. They love things more than they love anything else.

There's not too many things I have not done when it comes to all the things that I've mentioned. There's not too many things. And I'm not proud of it. I'm simply saying



that if I can come from all of that and get to where I'm at, then so can you.

If I can come from the pathetic, egotistical failure that I was, and I can get to this crazy life that puts me on the floor crying daily. That everything that was hidden in me that I had desired to do I'm now doing. Never imagined that it could ever happen. But I will show you what we were diligent with and why it has happened.

I was horrible and I hated people. Now I have love for them. People I don't even know. Why? Because my heart has been changed. My life has been transformed. My mind has been renewed.

But if you don't know what's in your mind you can't get it renewed. Because you live in denial that everything's fine, that everything's great. Really, everything's a mess. And when you can see the mess then you can clean it up. But we live in a mess.

Denial is an ego trip. Shyness is an ego trip. Pride is an ego trip. It's all an ego trip. It's all putting something else on the throne. Instead of the designer who's supposed to be there.

How many of you've got an ego trip? How many of you focus too much on your past successes and failures? And who in here, you are your worst enemy? Can I tell you something? You're never gonna be done. 98 percent of the population is looking for the magic pill and potion and lotion. They're looking for the get rich quick deal.

Did I get wealthy fast? Yeah. I did. I did. I mean within two years to become a millionaire in my 20s? I did. But I also lost it as fast as I got it. I actually lost it faster than I got it. Because of some ego trips.

Your income really does follow your personal development. Don't ever stop learning. Don't ever stop growing. Any time you come to that place where you think you're done, you are about to have the greatest failure of your entire life. You're about to encounter the greatest failure you've ever had. You're never, ever going to be done. Never. It's a daily thing. It's not a one-time deal.

The perfecting that's gonna happen in you and me is gonna happen over time and it's gonna happen by working on it. It's not gonna happen falling out of the sky poof! You're done. It doesn't work that way.

So I want you to take just a minute here and I want you to think about what we've talked about all morning from the programming to the personal development to the hindrances that you know that you have in your life. Things that are standing in your way.

But the question I want you to ask yourself is this. What has to change in me for me to get to where I want to go? Because you're the only one stopping you. Did you hear me? You're the only one stopping you. I'm not stopping you. The economy's not stopping you. Your boss ain't stopping you. Your husband ain't stopping you.

You just lack knowledge and understanding and have an ego trip and that's it. That's the only thing that's stopping you is complete ignorance of the ego trip and some skills. That's the only thing standing in the way of you growing and getting to where you want to go. That's it.

No one can stop you. Did you hear me? No one can stop you because how many of you know there's people flourishing in a bad economy? Do you know that I made money when the economy crashed? I became a millionaire during a war. Yes. My first time. The Gulf War. Lived in Hawaii. Occupancy went from 99 percent down to 33 in one day. Thousands of layoffs all over the island and I was making money.

So there are people flourishing in real estate right now and there are some blaming the economy for their failure in real estate right now. That's the truth. All have the 24 hours in a day. Same industry. Difference? They're the variable.

How many of you are tired of your variable? That means you're tired of your ego. I hope you are very uncomfortable with that thing right now. And if you think for one minute you don't have one, you are the most deceived person in the room.

We have all fallen short and if we could look at where that's it for a moment then we can remove it and be empowered to move forward stronger, wiser, and go at it again. So what has to change in you in order for you to go after what it is that you desire?

How many of you want to be free? Then we have to take off this ego. What you discover today, it has to be removed. You can't take it with you into your destiny. It's one or the other right now.

So I'm gonna move you into groups of ten and what we're gonna have is that every other row is gonna turn and face each other. So the first row, the third row, the fifth, the seventh, the ninth, the eleventh, the thirteenth. Is gonna turn around and face the two, four, six, eight, ten, twelves. So, we have a team that's on the rows right now. Where are you guys? Oh. You're planted. If they touch your row that means you turn around.

Now listen carefully. Something that I want to share with you is this. So much of success is about following directions. This is no joke. I have watched people fail because they refused to follow directions. I've watched people fail because they want to recreate how they think it should be done instead of just following directions.

A sure way of failure is to have a lot of excuses, have a lot of opinions and suggestions, and to not follow directions. Those three things will cause you to fail. So right now I want you to follow directions.

How many of you have a hard time following directions? Mm-hm. I understand. I was one of the recreated girls. Now it's about just show me and I will do it. I don't need to invent anything. Just let me copy you.

So, follow these directions. When your row gets touched everybody in this room's gonna be standing up. Do not introduce yourself to each other. You will do that in a moment but don't do it now. But you're gonna split up so you'll be in groups of ten. Not 12. Groups of ten.

Just stand up quietly. Do not talk. Please. Get in that group of ten. Grab hands. Y'all are in the same boat together right now. You got nasty, smelly egos. And we're going to remove them as a team. One person in each circle raise your hand. Keep your hand up. You're the first person that's gonna begin.

And this is what you're going to do. Listen carefully. You're gonna say your name and where you're from. You're gonna say what has to change in you. What you just discovered that has to change in you. The power of confession brings it out to light, that shutting denial out of your life.

What has to change in you in order for you to go where you want to go? We don't need to hear right now about where you want to go. Do not try to impress the person from your left or to your right or the one in front of you. This is about you and being real with you and where you're at. You can't go to a new destination unless you know where you're starting from.

So what has to change in you? Is it criticism or condemnation or judgment? Is it jealousy? Is it holding on to things in your past? Bitterness, resentment, animosity? Is it blame? Is it you have no confidence? Is it that you failed so many times and you don't know if you can get back up?

This is time to be real. You may know the people that are around you. You may not. It doesn't matter. It's time for you to be real. Your ego's gonna want to rise up and say, 'Try to impress these people.' Your ego's gonna rise up and say, 'Try to fool these people. Because if you say something bad they might think different of you.'

Who cares? Quit living your life according to what people are gonna think about you. You can't be used mightily for your destiny if people are your hindrance. It will prove to be a snare. That's the truth. The fear of man is a snare and it has snared most of this room most of your lives.

Right now it's time to look at that fear man in the face and say, 'I'm done. For this moment I am done with you.' And you just be real with yourself. This is confession time.

Then you will make a declaration. 'I promise I will not hurt anyone.' The reason, my friends, why we have all of this ego stuff is because of pain, past hurts. How many of us have been hurt with a nod? Everybody.

We've all been hurt. We've all been misled. We've all been betrayed. We've all been wounded. Some degrees more than other. It doesn't matter. Same size ego. Same size ego.

So we've all been hurt and what we do is we try to hide the hurt with a false protector called ego. Ego's nothing but a false protector. It really doesn't protect you. It hides the real you and screws the rest of your life up.

So if we promise not to hurt anybody do we need our egos on for the next two days and nights? We do not need our egos on if we promise not to hurt each other. Y'all just be yourselves. If someone wants to show up tomorrow with a Mohawk, you know what? Be my guest. If you want to show up with green hair because you've always wanted to, go do it.

You're not gonna get judged here. This is a place of freedom. This is a place of acceptance. A high level of personal growth can say, "Wow God! That's how you made that one. That's so interesting."

A low level of personal development is, "You don't dress right. You don't cut your hair right. You don't talk right. Sit down and shut up." That's a low level of personal growth. Someone that cannot embrace the individuality of another is someone who's got a fat ego.

And unfortunately that's everywhere. People trying to make everybody look like everyone else. None of us were designed like that. Not one. There's nothing on this planet that's designed exactly the same. And here's man in all of our ignorance and frailty trying to make everybody dress the same, look the same, act the same, talk the same, walk the same. It's not supposed to be.

Everyone of us carry something individual from the designer. And our judgment blinds us from seeing that beautiful, magnificent, unique creation. So, what your name is, where you're from, what has to change in me. I promise I will not hurt anyone.

Then you're physically going to take off your ego. You're gonna bend down and you're gonna pull it off. You're gonna reach down and you're gonna pull it off and throw it out the door and you say, "I promise I won't hurt anyone. I take my ego off and I throw it out the door." Cast that sucker out. Where it belongs. Because it doesn't belong in you.

What your name is. Where you're from. What has to change in you. You say, "What has to change in me is," and then you say it. "I promise I will not hurt anyone. I take my ego off and I throw it out the door."

If you will not take your ego off, you're still wearing it. 'But Dani, I'm gonna look stupid.' You're still wearing it. Do you understand? If you're worrying about being embarrassed and humiliated, that is ego. Do you hear me? You take that sucker off and you throw it out the door. You're not here to impress anyone just as I'm not here to impress you.

Now I know there's some of you with physical limitations. I understand that but don't you use that as an excuse. You reach with all you got. Don't say, "Oh, my back's hurting me so I can't do that." No. That is an excuse. Did you hear me? That's an excuse. You bend as far as you can bend. You do what you can and you say, "I take off this ego and I throw it out the door."

I'm gonna demonstrate first. My name is Dani Johnson. I'm from Northern California. And what has to change in me is not being afraid of looking even deeper of what is inside of me that would hinder me. What has to change in me is truly trusting that who is sent is supposed to be. I will not hurt anyone and I physically take off my ego and throw it out the door.

Next person to that person's Number 1's right is next. Go around the circle. Do not

clap. Please listen. Do not clap. You'll be compelled to. Don't. After you're all done, quietly write what you heard because you are learning about people right now and who they truly are and where they truly live.

This is the only way you can learn how to lead people is if you know people. You can't lead people unless you know people.

So you're about to go through a case study about where people live, what's in them, what needs to change in them. So write down what you heard and what you learned. We don't need any dissertations. No life stories. No past stories. No future. We're not asking you to share what you do. All we want to know is what has to change in you.

Those of you that are seated I so appreciate you being quiet and writing, processing. What has to change in you, you need to write that down for yourself. You're making a declaration today. Who walked in here this morning is not walking out. I'm really proud of you guys. I heard some phenomenal truth.

How many of you really got real with yourselves? I'm so proud of you. You know that's a sign of a 2 percenter. 98 percent of the population will live in denial and will not get real with themselves. But you did just now. It takes a lot of courage to do that. A lot of courage.

What I want you to do now is the way that we seal this up. And this works so powerfully that the medical community is studying it right now because they have linked bitterness, resentment and unforgiveness to cancer, heart disease, stomach problems, hypertension. They've linked it to unforgiveness.

And what they have found in these medical studies is when they walk people through a process of forgiveness the conditions go away. Cancer gets healed. Hypertension is gone. Heart problems are gone. Stomach problems are gone. It's all gone. Why?

Because unforgiveness takes root and rots your soul. It rots your soul. It opens the door for worry and anxiety. It messes your whole life up. It opens the door for de-



pression. For some reason you don't want to get out of bed. You don't want to take a shower. I know. I've been down the road.

So the only way to seal this thing up – remember I said the ego is present because of hurt? I want you to write your name down in big three-inch letters. Write your name down. Because you need to forgive yourself for those things that you hold yourself and you remind yourself about.

We're gonna take out of the hands of that ego the reminder of the permanent and stationary failures and past bad things. That's condemnation that doesn't belong in your life. So we're gonna destroy that condemnation because you raised your hands earlier saying that you're your worst critic.

So you need to forgive yourself and you need to release yourself. There's a great freedom that comes when you forgive yourself for doing stupid things or saying stupid things and making mistakes. That you've held over your head for a long time.

Next I want you to close your eyes and I want you to think of someone that you know that you need to forgive. I can link your current circumstances to past unforgiveness issues.

And when you go to creating a dynasty we're gonna look at the current fruit and I promise you it all links back to an experience that you had when you were young that you've held onto that you've not let go of. And we're gonna get rid of all of them. That we can in that two-hour time. We're gonna get rid of 'em. And they will be gone. Therefore they cannot produce more fruit again in your life.

The whole reason why people can't trust each other. For some reason you just can't trust that person and you don't know why. But when you deal with that inner man and you get rid of this stuff, whoa! Look out. That's how you're hearing the stories that you heard. It's a big look out because now you have come into freedom instead of bondage.

So, my dad did not deserve to be forgiven. In my mind my dad didn't deserve it. He

molested me from the time I was 12 until I was 16. He didn't deserve to be forgiven. We had bruises all over our bodies and our heads. Knots on our heads weekly. He didn't deserve to be forgiven. But I was held captive to my unforgiveness. I was in bondage because of the hatred I had towards him. Then spilled over towards the hatred of all men.

The church that betrayed me and rejected me, called me a harlot, falsely accused me, they didn't deserve to be forgiven. They chased me out of that world and chased me straight into the metaphysical world. They didn't deserve it. In my mind. But it held me captive. It held me in bondage. And made me miserable.

The people that manipulated my firstborn daughter out of my hands to give her up for adoption, they didn't deserve to be forgiven. I hated them. But I was held captive.

I'm no longer a captive. I love men and women. I love people of whatever their faith is. And I no longer judge in that place. I'm free. The people that sold me a bill of goods about my daughter saying that I'd be able to see her, saying that there'd be two mommies and I'm one of them. That I'd see her walk and talk. That I'd be a part of her life.

And as soon as the adoption papers were signed they disappeared. Cussed me out. Told lies about me. Never gave what they promised. Never gave her the gifts that I sent. But instead told her I was a prostitute and a drug addict and I had 11 children and gave 5 up for adoption. They didn't deserve to be forgiven. In my mind. But I forgave and my God delivered my baby back into my hands when she was 14 years old.

Why? Because I had a choice. To try to seek my own vengeance and vindication or to forgive. And I chose to forgive and I chose to bless and to bless and to bless. That whole relationship's been reconciled. Me with my daughter and her with them.

There are people in your life that you in your mind think that they don't need to be forgiven. And that what they've done is unforgivable. But the truth is you're the one held captive. And it hinders your life. Not theirs. They have long forgotten about what they did. In fact they're probably lying about what they did as many of the villains in

my life have done. They're justifying.

That's their problem and that's between their heart. But I want to encourage you to step up in another courageous place and I want you to release and forgive yourself and the person that you know that you need to forgive. And if in your mind you're thinking, "I already forgave them a long time ago," trust me.

If their name still pops up, there's still animosity or bitterness or resentment of some kind. It took me a long time to fully forgive my dad. And why? There was so much that I saw. Every time I closed my eyes and asked who should I forgive, one time I saw my dad grabbing the towel bar and beating my sister's head into the sheetrock. I had to forgive him for that.

I had to forgive him for the time that my handicap mother's standing up against the wall and here he is 6'10 and he grabs his arm and goes and blood shoots everywhere. On my mother. I had to forgive him for that. It wasn't a wrong done to me. It was a wrong done to someone that I loved.

But once I fully forgave my dad for all the words, all the verbal, all the emotional abuse, all the hell that I saw as a baby, I saw my dad as a young little boy hiding under his bed from his mother who used to beat him with a broom and I heard those stories you know what I used to say? "Good! He deserved it."

But that day when my heart had fully been cleansed I wept like a baby for my dad. I wept like a baby for him and my heart now can love the man who was my perpetrator. That's forgiveness. I couldn't have the relationship that I have with my husband today had I had not forgiven the men in my life who betrayed and took advantage of me.

I am blessed with an amazing marriage but it would not be amazing had he and I both forgave the people that were in our lives and forgiven ourselves for things that we had done. That's the only reason why we could come together truly as one and be blessed.

So I encourage you. You take care of this business right now. You write that person's

name down and you just sit there with yourself as I did and I say, "I forgive you dad for molesting me. For coming into my room and touching me. I forgive you for calling me a blankety-blank-blank." I had to forgive the past boyfriends. All that stuff. But that one person that's on that list, I forgive you. I bless you and I release you. You say that. I forgive you. I bless you. And I release you. And if you're a praying man or woman, you pray that God blesses them. Ask that He blesses him. Do it now.

I'm gonna do something a little different than what I normally do. Animosity is a very interesting thing that the Lord just shined on my heart just a few days ago that I had in my heart. I had forgiven some people and renounced judgment and bitterness and resentment towards them but there was still some people that I still wanted to get in a dark alley with.

I'm honest. There are some of you in here you carry that towards some people. I know why the light was shined on animosity. On me. Right before I came here. Because I can talk about it now that I've dealt with it. I can't talk about things that I haven't done. I can't talk about things I haven't overcome. I'll never give you advice on things that I don't anything about.

I'll point you in the direction where you can get it. Maybe. If I know. But if I don't know I'll tell you that I don't know.

If there is somebody in your life that you have slandered because of animosity, I want you to write their names down. Five names right now. Five people because what we speak is a seed. It's a seed that is planted and you will reap what you have spoken. If you have spoken badly about people, about your brother, about your sister, about your pastor.

If you've spoken, judged, your boss, and spoken badly about your boss, that is the very hindrance for why you are not getting promoted. You see, it's what you do in secret that gets you promoted. Not what you do in public. But it's what you do in secret that gets you promoted. Or keeps you stuck.

So we're being real with each other. What I'm telling you is that I had to ask for forgiveness for all of the words I had spoken about. And mind you that some of it was justified. But justified does not give it a right. And no matter that whatever you speak will come back to you. Do you hear me?

Write down five people that you know of that you have, whether it's your boss, some leader, your sister, your wife, your brother, five people. Write them down right now. There's not any one of just that has fallen short of that. None of us. So don't walk in denial here.

This is serious stuff. Because if you're speaking against somebody else, that's the hindrance against you. We reap what we sow and you are sowing death over somebody else's life. You've got death coming back to you. Do you hear me?

How many of you don't have enough people encouraging you in your life? It's because you have not sown encouragement into other people's lives. Do you hear me? The only way to receive encouragement is to sow encouragement. Your mouth is doing something. If it's not sowing encouragement, what's it sowing?

If your mouth has been used to sow dissension and division and discord against somebody else. So write those names down right now. So who have you defrauded, dishonored, disrespected? With your words or even your actions. Sit there right now. Forgive yourself. Ask for forgiveness.

If there's somebody in this room you need to make things right with concerning that, you can get up out of your seat. If you know you said something behind their back, you had a certain attitude about them, you need to go to them. You don't need to say what you said. You say, "Please forgive me for I was wrong." Get up and do it now. Find the person. Some of you that have co-workers here in the room.

And if your person isn't in the room, you sit right there and you ask for forgiveness for defrauding people, for holding animosity against them. The very same way you judge others you'll be judged in the same way.

If you are a man and you have been hurt by a woman, betrayed, gossiped about, lied to, pushed, controlled, and this is your very first First Steps to Success with us, I want you to stand up. Men, I'm really proud of you because you knew that the woman on the website was gonna be the main speaker. And you came anyway. It takes a lot of courage when you can't trust women.

You will not be able to have flourishing, phenomenal relationships with women, business relationships or personal relationships, nor will you be able to raise daughters to be who they should be if we have unforgiveness in our hearts towards women because unforgiveness brings judgment and bitterness and we wind up running into every bad relationship that we could ever find.

I'm gonna have some women come up to you and ask you to forgive them on behalf of all females in the entire human race who ever wronged you, betrayed you, lied to you, controlled you, manipulated you. Women, especially in this generation, have become real good at that. And then they blame you for where they're at.

Some of you had controlling moms. You need to forgive that mom. Those school teachers, those girlfriends, those sisters, those cousins. I want your life to flourish with both men and women and it cannot if you have this unforgiveness in your heart. So women, if you are around any of these men, please go up to them and look them in the eyes and say, "Please forgive me on behalf of the entire female human race for everything we have ever done to you." Make sure he says, "I forgive you." Go ahead.

Women, if there's any of you this is your very first seminar without any snickering, without any laughing in judgment, this is your first seminar and you've been wounded by a man, betrayed, stolen from, controlled, belittled, suppressed, mistreated, not honored and not cherished, please stand up now.

We are of a generation today that gets on television and blames and it's us that's doing it. We've hated each other. And we've hated men. What's come out of this hurt is control and manipulation. I'm not saying that's you but I'm saying explore it.

We need a breed of women that will rise up free from this hatred that's in our hearts and bitterness and resentment. I believe that there's an army of women that will be raised up that will know how to honor and to respect. That will know how to come alongside a man whether it's your boss or your spouse or your son and will be able to love them and honor them and respect them. In wisdom. Not in a messed-up dysfunctional way. But truly from our hearts and wisdom.

We've all seen it. All the hatred all over the place. And justifiably so but there has to be a remnant of a breed of women that will rise up and say, "I forgive and I will trust again." In wisdom.

Ladies, this generation has emasculated men. In all of our hurt and all of our shame and in all of our guilt. We have emasculated men and it's wrong. Men were born to be wild and free, risk taking, history making. And their shoulders are bigger than yours even if you want to fight that statement.

We've got to raise up our sons to be wild and free. We've got to raise up our sons to honor and to respect. We've gotta raise up sons because it scares me to think about those of the graduating class of 2008 that somewhere, someday there's a president that's gonna come out of that and it terrifies me and it's partially because we were led wrong and we have led wrong.

We were hurt and we hurt. We were not trained to raise up a president. We weren't. Instead, out of hurt we just survived. Something has to change. I need you to go up to these women who have been wounded, they've been disrespected. They have not been cherished. They've not been cherished.

They were designed to be cherished. And instead they've been rejected and abandoned and hurt. Men, I need you to stand in proxy for every man that has ever hurt them. You look that woman in the eyes and you say, "Please forgive me on behalf of the entire male human race for everything we have ever done and said and everything we haven't done and said that we should have." You make sure that she looks you in the eyes and says, "I forgive you." Go.



Well, my friends, you successfully got over your excuses of having to pee. And your butt falling asleep. You successfully held back your opinions and suggestions and you prostrated yourself with humility to listen and to learn. You also successfully just followed directions.

I just led you down a course to the other side. I am really proud of you because what you just went through takes a lot of courage. It takes a lot of courage. Give yourselves a big hand. You did a great job.

What I just led you through was a process. It's a way of life. It is not an event. I live this way. I search my heart constantly, daily. Who do I need to forgive? Why? Because daily you can get hurt. That's why.

I daily look for fruit in my life that's not right and search that fruit out so it doesn't hinder my future. I just let you down something that you can use as a tool I put in your hand that when you respond in a way to certain people you can go, 'What is that from? And let me search that thing out.'

When you feel like you gotta prove something you search that thing out. Jealousy rises up, you search that thing out. Judgment rises up you search that thing out.

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Ladies, this generation has emasculated men. In all of our hurt and all of our shame and in all of our guilt. We have emasculated men and it's wrong. Men were born to be wild and free, risk taking, history making. And their shoulders are bigger than yours even if you want to fight that statement.

We've got to raise up our sons to be wild and free. We've got to raise up our sons to honor and to respect. We've gotta raise up sons because it scares me to think about those of the graduating class of 2008 that somewhere, someday there's a president that's gonna come out of that and it terrifies me and it's partially because we were led wrong and we have led wrong.

We were hurt and we hurt. We were not trained to raise up a president. We weren't. Instead, out of hurt we just survived. Something has to change. I need you to go up to these women who have been wounded, they've been disrespected. They have not been cherished. They've not been cherished.

They were designed to be cherished. And instead they've been rejected and abandoned and hurt. Men, I need you to stand in proxy for every man that has ever hurt them. You look that woman in the eyes and you say, "Please forgive me on behalf of the entire male human race for everything we have ever done and said and everything we haven't done and said that we should have." You make sure that she looks you in the eyes and says, "I forgive you." Go.

Well, my friends, you successfully got over your excuses of having to pee. And your butt falling asleep. You successfully held back your opinions and suggestions and you prostrated yourself with humility to listen and to learn. You also successfully just followed directions.

I just led you down a course to the other side. I am really proud of you because what you just went through takes a lot of courage. It takes a lot of courage. Give yourselves a big hand. You did a great job.

What I just led you through was a process. It's a way of life. It is not an event. I live this way. I search my heart constantly, daily. Who do I need to forgive? Why? Because daily you can get hurt. That's why.

I daily look for fruit in my life that's not right and search that fruit out so it doesn't hinder my future. I just let you down something that you can use as a tool I put in your hand that when you respond in a way to certain people you can go, 'What is that from? And let me search that thing out.'

When you feel like you gotta prove something you search that thing out. Jealousy rises up, you search that thing out. Judgment rises up you search that thing out. the entire male human race for everything we have ever done and said and everything we haven't done and said that we should have." You make sure that she looks you in the eyes and says, "I forgive you." Go.

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