

You *Are the* Best

Discovering the secrets within you
that will change the way you
live and feel forever!

SCOTT MAGER

SCOTT MAGER
empowerment

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*I dedicate this book to my Mom and Dad and
my three great brothers—I love them very much.*

*They are the most wonderful people,
and words alone are insufficient to effectively
express the magnitude of my great fortune
in having such an incredible family.*

*With love, respect and support, they have inspired
my life in such a happily productive way.*





“When I was five years old, my mother always told me that happiness was the key to life. When I went to school, they asked me what I wanted to be when I grew up. I wrote down ‘happy.’ They told me I didn’t understand the assignment, and I told them they didn’t understand life.”

—*John Lennon*



Preface

I was on top of the world. By the end of 2005, I had developed an extremely successful law practice, with high-profile cases that awarded huge verdicts and attracted international media attention. My work was typically on a large scale, like serving as National Coordinating Counsel for one of the largest insurance conglomerates in the world and representing the country of Ecuador in a multi-billion dollar mass toxic tort pesticide case. We were respected in the community and around the nation. Clients wrote incredible letters of praise and often quoted me as a genius. My friends, it was as good as it gets.

My level of success was profound—almost unheard of. My firm boasted 120 people and cutting-edge technology (we were the first to go completely digital throughout the entire office). My clients loved me, my employees loved me, and money was flowing in. We brought in \$20 million in three years—and were still growing. I couldn't hire lawyers fast enough.

It was extremely important to me to create a great working environment, and we dedicated resources to that endeavor. We tried to create an environment that would allow all staff members to improve themselves. We dedicated tens of thousands of dollars to specific training for every employee, and we were among the highest paying companies for all employees. Everyone in the office had the best technology.

Throughout the year, we gave out gifts and rewarded exceptional work with special awards and other public honors. We empowered team

members to continue to improve our great environment. We took the entire firm and family members to dinner. We spent time together outside the firm. We helped out employees when financial times called for assistance, supporting each other in a wonderful, familial environment.

One example was during the devastating hurricane that hit us in 2005. There was no power throughout the city of Ft. Lauderdale. Supermarkets were closed. Water and gas were hard to come by. To help my employees and continue servicing our clients, I took all the furniture out of my house and set up 18 full computer work stations (with printers) and 12 more stations in the house I owned next door, all run (along with air conditioners) by generators. We were able to rent a huge truck filled with hundreds of gallons of gas and filled up employees' cars whenever needed. We had hundreds of cases of water, canned food and other items for any employee that needed it. Employees could bring their kids or others in need of supervision to work with them. It was a total commitment to our employees—our family.

We were also great to our vendors, always paying bills on time and often ahead of time (vendors loved us). We made a similar commitment to the community, giving or raising hundreds of thousands of dollars to charities and people in need. Because of my friendship with well-known jazz artists, I even designed a special jazz concert, where we brought in renowned bands from all over the world to play a big charity concert event each year. We gave all monies raised to a chosen charity, and that charity was highlighted in local and regional media (television, radio, internet, etc.).

I was also devoting time to helping kids and adults through motivational speeches and training. People joked that “in his spare time, he breathes.” I had been putting in 18-hour days for years, but it was worth it. My dream of having a successful office with great people in a fantastic environment had become real.



Now, for this kind of success, you have to have good people around you. One of the best was my CFO, a Harvard graduate whose job was

to manage every aspect of my company's finances: collections, bill payments, cash flow—all the day-to-day operations related to a successful, significant, growing company. The CFO had been referred by a mutual friend. He regularly prepared and provided me with detailed graphs, charts and spreadsheets showing our financial position and our huge success.

One day a situation occurred that necessitated my taking a look at the firm's financial detail beyond the usual spreadsheets. I had had a one-year contract with my biggest client. However, we did such a great job, they kept renewing the contract. After three and a half years of faithful service, I had accomplished goals beyond their imagination. The time was now right to transition the duties to new counsel, which prompted the need for me to attend to important restructuring within my own company to accommodate the departure of my biggest client.

In order to make decisions about hiring and letting attorneys go, I needed to see where my money was. So I headed for the accounting department. But when I asked my staff about the money, they looked at me as if I were crazy. The money, they told me, was gone.

At first I thought they were joking. But then they told me that the CFO had taken the money to pay off certain items. "Impossible," I said. My last spreadsheet had shown \$3 million dollars in cash and \$3.6 million dollars in assets.

When confronted, my CFO denied that there was anything wrong—and I simply believed that my bookkeepers had made a mistake. But I called my outside accountant, who'd been handling the company's accounting for 20 years. "What's going on?" I asked. "I call you every month and ask 'How am I doing? What's our financial status?' and you always said, 'You're doing great, just keep doing what you're doing.'" You see, I had multiple layers of protection to ensure our financial success, relying upon the Harvard CFO and the outside accountant of 20 years. Thankfully, my accountant again assured me that we did have the substantial monies I was looking for in the bank.

Unfortunately, he was reading from the same spreadsheet as I had.

He checked the latest bank statement. No money. My accountant, one of the most significant of the checks and balances I had put in place to

protect my company, had *stopped looking at the bank statements*—so impressive and thorough had the CFO’s reports appeared.



How can you continue to run a successful large law firm without any money at all? And so began the unraveling of my firm, a financial nightmare I could not have imagined. While thankful that the truth was being exposed, I was overwhelmed, unable to fathom how I could stop the damage and turn things around. I had built my business by myself—no inside connections and not even a single law partner. I had always been good at hard work, marketing and winning. And I had put all of my life savings and the millions I was earning back into the firm and its growth. I was building something special for everyone.

My first call was to the bank, because I knew I had credit lines totaling \$2 million. There would be \$2 million immediately available for loan, and we needed this money now to help our employees and pay the outstanding bills coming in.

“What credit line?” my banker joked. “You’ve exhausted the whole \$2 million. You know, I was meaning to talk to you, because the recent payments toward paying down the loan haven’t been made.” Of course, I had not signed any authorization for release of any parts of the \$2 million. The CFO had forged my signature! When the bank had called to double check that I was authorizing the money to be withdrawn, the CFO had apparently answered the phone and pretended to be me.

I now had no credit line, no money in the bank, and, it turned out, about \$1.2 million in unpaid bills. With the bank loans, my debt now totaled \$3.2 million.

As a last resort, I turned to a personal stock brokerage account where I kept around \$300,000 in liquid cash to be used in case of personal or business emergency. If ever there were an emergency, this was it.

I called my broker and told him I needed to move the money immediately. He told me it had already been moved. Incredulous, I told him I’d never authorized any transfer out of that account; he sent me a copy of the authorization with “my” signature. A note on it read, “Manager

personally confirmed with client that he wanted money wired. Wired into business account December 16 at 2:14 p.m.” That was impossible, I thought—I had been in trial in Tampa that day. Another forgery and fraud.

Now faced with this overwhelming debt, it was impossible to get any bank to loan me money. While the vice president of the bank had fond things to say about me, he indicated that because no repayment efforts had been made over the past months, the bank was even threatening to call in my loans (meaning they would declare all \$2 million to be due at once and then perhaps sue me personally). And 120 employees’ lives were in my hands.

My accountant refused to accept responsibility and simply advised me to “just forget about it and move on,” showing no remorse for his failure to monitor the illegal actions that had taken place. My CFO disappeared (he was never found), and the police (while quite kind and sympathetic to the injustice that had occurred) said this type of crime was relegated to the lowest level of priority. My business insurance would pay me all of \$1,000; the CFO, it turns out, had not gotten the right kind of insurance.



The range of emotion that I experienced was extraordinary. I come from a well-known political and legal family. My father was once general counsel for the Governor of Florida and one of the best-known appellate judges in history. Even getting the results of my bar exam had reporters camped out on my doorstep. *This* was going to be front-page news.

But as horrible as it was, I have always believed you deal with what’s in front of you. And the best way to do that is to be intelligent, calm and deliberate—not hysterical. I constantly struggled with my own thoughts: *Have I failed? How did I miss this? What kind of a moron am I?* But I knew I had to overcome these thoughts.

I began seeking counsel about what to do next. Attorneys and friends alike advised filing for bankruptcy. *There’s no other way out* seemed to be the prevailing view.

Instead, I sat down and mapped out how I was going to deal with every

aspect of my situation. I had to figure out transition plans to cover payroll, pay bills, etc. And I had to share this nightmare with my entire team.

Everyone at the firm was devastated. Nobody wanted to leave. I made calls and got jobs for every single person who asked for my help. At least I still had credibility. I even found another bank that loaned me money against my house; I took every dollar and gave it to my employees.

The story of the implosion of my firm did make front page news—along with innuendo and rumors that we had been cheating clients. Because they weren't being paid, vendors threatened to sue me. As many later explained to me, we had been so good at making payments on time and ahead of time, none of them thought to call me personally when payments stopped being made. They had listened to the words of the CFO, who apparently had assured them they'd be paid, along with made-up reasons as to why they weren't being paid right then. And because no one called, I had no idea that past bills were piling up.

As you can imagine, there were people on the outside that wanted to blame me, to say that I must have known what was going on. Perhaps it was a natural first thought: How could a “genius” not know that he was being fleeced out of his life savings and his business dream? I continued to question myself about how I could not have known, despite the fact that both police and an outside forensic accountant said there was little chance I would have discovered the scheme had I not decided to personally revisit all of the financials in light of the transition away from the major client discussed above.

However, rather obviously, it would have been ridiculous to presume that I would be intentionally destroying 20 years of my hard work and throwing away all of my money for no reason. I wasn't buying waterfront houses and cars and yachts. I was taking all my money and re-investing it in the business.

Further explaining how people like me may be subject to such horrific schemes, federal and state authorities would later uncover that the CFO had used a sophisticated, complex scheme to siphon off the money in my business and personal accounts. He had spent it all on a lavish recording studio, computer equipment, televisions and other electronics, airplane-related expenses, and whatever else he chose to buy. And, like

the papers he had signed with my name, even the Harvard diploma had been forged. He had *never* been a Harvard graduate. The school had never heard of him.

How ironic that the departure of a major client, something one might think was an unfortunate thing, actually enabled me to discover the master scheme being visited upon me.



Disheartened as I was, I had to start rebuilding. We called every one of our 100+ vendors and tried to work out ways to pay them their outstanding bills. I brought in friends who agreed to work for little and helped me to start rebuilding. I filed claims to try to recoup the monies lost as a result of my brokerage and accounting firms.

But if you thought there could be no more bad news, the brokerage firm that had approved the fraudulent wiring of monies went bankrupt before I could reclaim the money they had wired out of my account without even checking with me. My accountant was forced to re-pay me a small amount of money, but could not legally be held responsible for the actions of my CFO. I considered going to court to try to prove fraud in the case of the bank loans, but I knew it would be difficult—it would take extensive time, stress, and lots of money in attorneys' fees. And the first rule when you find yourself in a hole: Stop digging!

And so I began working. Twenty hours a day, seven days a week. The sacrifices were enormous. I was rarely available to go to football games, concerts or any social event. I had no time for golf and tennis, two of my favorite sports, and I took no vacations. I was hardly ever able to go out to dinner, which I had always enjoyed so much. And I had to give up leadership positions in favorite organizations and charities because I did not have the time they required.

But the sacrifices proved to be worth it. Within two and a half years I had paid back 90% of my vendors (they've all been satisfied now). Then, in December 2010, four years after the disaster, I made my last payment to the bank on the \$2 million line of credit. After all this work, coming through the nightmares and paying back all of these debts—it

just brought me back to zero. But it was a remarkably powerful feeling.

People often ask me how I did it—how did I survive the trauma of such betrayal *and* pay back such a huge amount of money in such a short time? How did I cope with the overwhelming feeling of loss, the natural depression that can result from this sort of nightmare, the reality that my entire life savings was lost, and the fear that people in the community might view me as less than successful? How would I ever be able to overcome the waves of feeling that I should just give up because I would never make back what I had so tirelessly worked for over the past 20 years?

My answer is simple: I had faith in myself and my ability to create something out of nothing. I may have lost my fortune, but I was still Scott Mager, a good guy who refused to let the past dictate the future. I looked forward to the possibilities, not backward to the despair. Like Satchel Paige once said, “Don’t look back—something might be gaining on you.”

I never cried to anybody. I never wore the tragedy on my sleeve, never invited others to join me in a sympathetic chorus of “poor Scott.” Nothing had changed; I had just hit a bigger speed bump than normal. If I had made millions before, I knew I could do it again. This is the beauty of success and completeness within your own self.

The whole time I worked to bring my practice back from the brink of extinction, I continued to do free speeches and work with kids, one of my greatest joys. I continued to help charities and other causes. I derive joy from other people’s joy, and it was therapeutic for me as well as others. Friends I went to for help instead asked *me* for advice because they wanted to know the secrets of my survival and unfailing positive attitude!

These secrets are the central message of *You Are the Best*. I don’t believe we have to suffer in order to learn life’s lessons. But unexpected things can happen to anyone—and we have to deal with them. It’s not what happens, it’s what we do about it that counts.

So thank you for letting me share my secrets for happiness and success with you. Wherever you are in your life’s journey, if you choose to make these principles a part of your life, you will undoubtedly join me in what I call the “Revolution of Happiness.”

Together we will make this world a better place.

Introduction

An old story is told of a king in Africa who had a close friend with whom he grew up. The friend had a habit of looking at every situation that ever occurred in his life—positive or negative—and remarking, “This is good!”

One day the king and his friend were out on a hunting expedition. The friend always loaded and prepared the guns for the king, and on this day he had apparently done something wrong in preparing one of the guns, for after taking the gun from his friend, the king fired it and his thumb was blown off. Examining the situation, the friend remarked as usual, “This is good!” To which the king replied, “No, this is NOT good!” and proceeded to send his friend to jail.

About a year later, the king was hunting in an area that he should have known to stay clear of. Cannibals captured him and took him to their village. They tied his hands, stacked some wood, set up a stake and bound him to it. As they came near to set fire to the wood, they noticed that the king was missing a thumb. Being superstitious, they never ate anyone that was less than whole. So untying the king, they sent him on his way.

As he returned home, he was reminded of the event that had taken his thumb and felt remorse for the way he had treated his friend. He went immediately to the jail to speak with him. “You were right,” he said, “it was good that my

thumb was blown off.” And he proceeded to tell the friend all that had just happened. “And so I am very sorry for sending you to jail for so long. It was bad for me to do this.”

“No,” his friend replied, “this is good!”

“What do you mean, ‘This is good’? How could it be good that I sent my friend to jail for a year?”

“If I had NOT been in jail, I would have been with you.”¹



IN THIS STORY, THE KING’S FRIEND is a living example of one of the most important secrets to a happy life: *How you think controls how you feel.* This man refused to assume that adverse things are always bad; instead, he always looked for the good in them, for the opportunity that they provided. He viewed events for the positive he could take from them, and the result of his thinking was peacefulness, an evenness that did not allow him to react violently or give up when an experience seemed as if it might not be that great. In fact, everything was good in his belief system. He chose to view things in a positive way, to heighten the quality of his life by thinking positively and by being positive.

You, too, can increase your happiness immediately and profoundly by acquiring tools that will empower you to think better—and therefore

*How you think controls
how you feel.*

feel better. And when you feel better, you can accomplish your heart’s desires and experience the fulfillment you’ve dreamed of. You can make your life better right now. You can increase your happiness

right now. You can have better relationships right now. And you can make better choices than you’ve ever made before.

This book will help you acquire a forward-thinking mentality that is incredibly powerful. And it’s easier than you might think! Feeling better and achieving more does not need to take hundreds of days or 50-step plans. With *You Are The Best* as your roadmap to happiness, you will be able immediately to implement secrets that will show you how to feel

encouraged and empowered; how to create a mental thinking pattern that processes information and events in a more positive way; and how to use your past experiences as launching pads to more happiness, instead of having past experiences negatively affect your happiness.

By the time you've finished reading *You Are The Best*, you will think in a much different and better way, one that will eradicate the typical stressful or negative thinking that blocks happier times. You'll gain a greater understanding of how you feel and what you need for sustained happiness. And you'll experience an incredible and immediate feeling of accomplishment and revelation as you discover that you have the power to change your life.

*You can make your life
better right now.*

WHAT YOU'LL LEARN

You're going to take away many tools from *You Are The Best* and experience many wonderful results. Here's an overview of some of the most important keys and strategies you'll learn to help increase your happiness:



Happiness Is Yours—Now!

The teachings in this book differ from others in that they show you how to have IMMEDIATE happiness in your life. You'll discover the secrets to the way you think, and how to immediately enhance your life without having to spend months and months of any kind of mind training. You'll learn how to use your immense power to control how you live your life. I'll help you appreciate your power and how to utilize your experiences as weapons to strengthen your positive thinking patterns. You'll see how much easier your life becomes just by changing the way you think—and therefore feel—about your present and your future.

Living Forward: Using Your Past to Help You Move Forward

Our thinking patterns often keep us in situations and relationships that

are not productive. *You Are the Best* will show you how to identify these patterns and help you begin living today—without dwelling on the past. I will give you strategies to help you use your experiences as wisdom gatherers and recognize how valuable those experiences are to your immediate happiness.

You will see the joy of “living forward,” using your previous experiences as productive—not destructive—weapons to maintain and grow your happiness. You’ll experience how even small adjustments can create huge shifts in feelings. You’ll learn how your choice—today—to adjust your perspective will reap huge-long term rewards for you.

Eliminating Doubt, Worry, Fear, and Stress

In *You Are the Best* I’ll share with you a powerful way of valuing your life that will energize you while eradicating energy-depleting feelings such as doubt, fear, worry, and stress. You’ll learn how these feelings are generated and how to eliminate them by facing your misconceptions and developing a more positive way to process your feelings.

Mastering Your Relationships

You’ll learn innovative tips on how to communicate more productively, enhancing communication in any relationship. I’ll give you tools that will enable you to better understand people and how they think. You’ll discover the secrets to what your interactions with others tell you about yourself and the people around you. And you’ll explore how sharing your happiness encourages others to be the best they can be.

WE WELCOME YOUR FEEDBACK

We have enjoyed the wonderful feedback received from the many people who have read this book and shared how they were positively impacted by its teachings. So many people have utilized these secrets to immediately and profoundly change their lives in a way that is more fulfilling to them and those around them. Many have so appreciated the information they gathered from these teachings that they have re-read the

book and found even more techniques and information that continue to strengthen their new and happier way of thinking.

We also welcome your input on how the book empowers you and helps you empower others. We are all enriched when we learn how you (or those around you) have been positively affected by particular passages (or the book as a whole).

Additionally, with your help, we can expand our Revolution of Happiness: a culture that empowers you with control over your life, rather than one that rewards a person for controlling others; one that promotes “character” rather than creating “characters”; one that encourages rather than criticizes; one that guides instead of hides; one that places a premium value on goodness and generosity of heart, rather than destroying it through selfishness or verbal violence; and one that emphasizes happiness as the highest of priorities—where it again becomes “cool” to be a great person.

You Are the Best will immediately inject an incredible new wave of enhanced happiness into your life. It will provide a window to your soul, helping you to more powerfully move forward toward your chosen goals. It will show you how best to harness your power and make the best decisions to insure the greatest happiness. It will show you how much more successful and happy you can be when you create environments around you that are positive and encouraging, and when you use visualization and modeling of your desires to remind you how to stay on course toward achieving your dreams.

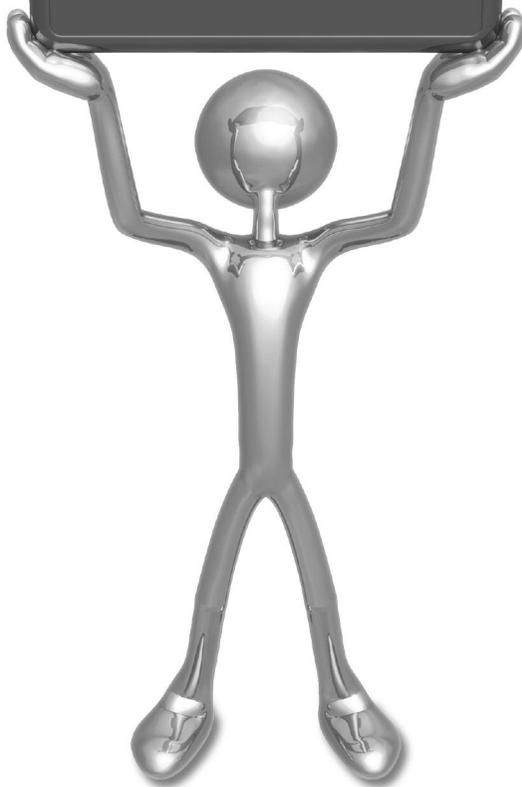
Happiness will abound as you become empowered and enriched at every level—whether you are the most successful person in the world or one that is presently facing some challenges that you perceive as obstacles to happiness and success. You’ll feel a new empowerment that will change your life!

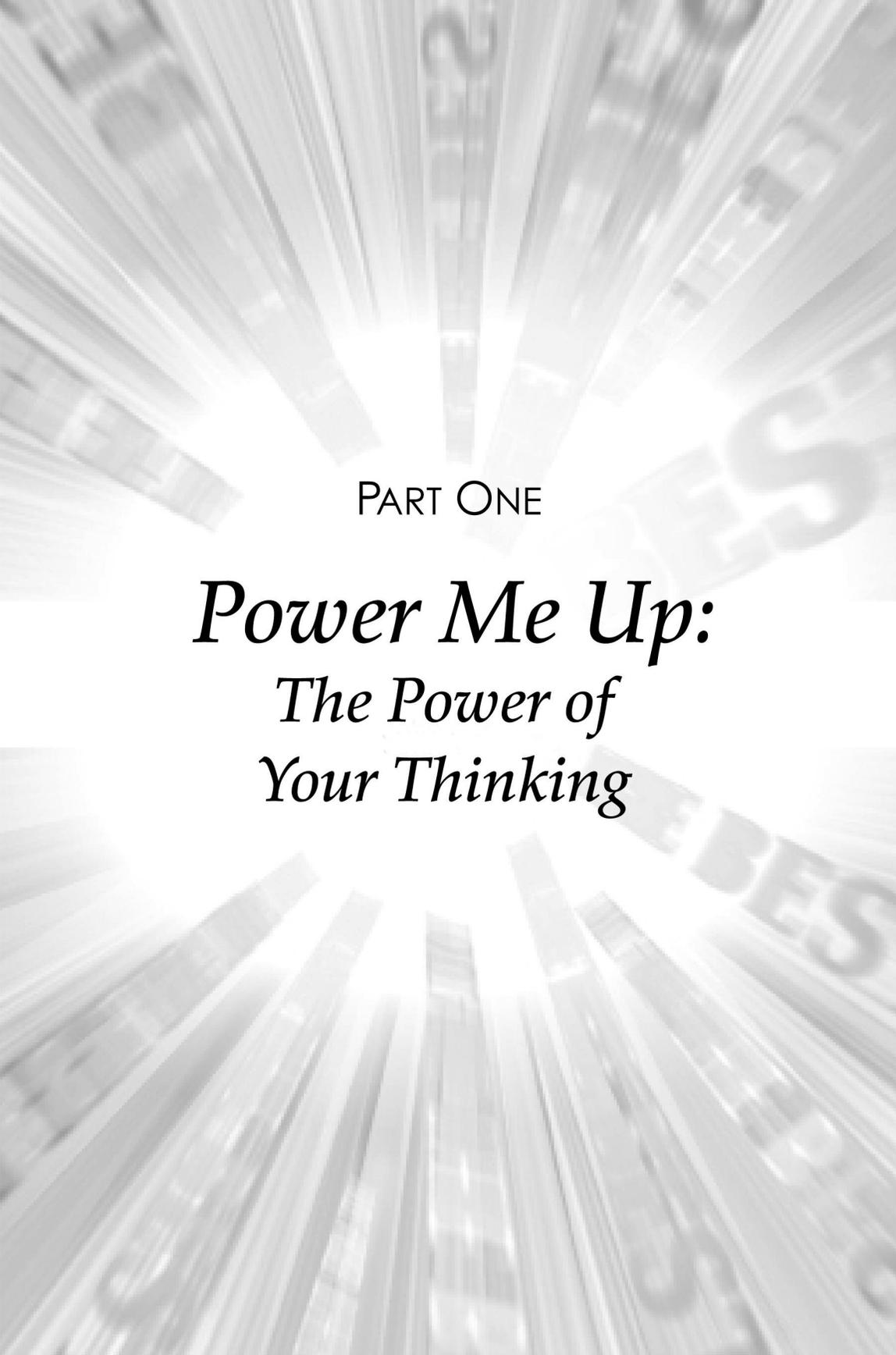
Thank you for joining me in this journey.



Your comments matter!
Share them with us at our website:
www.magerempowerment.com

***Thank you so
very much for
reading this book!***





PART ONE

*Power Me Up:
The Power of
Your Thinking*

Your “Soul” Machine Is Your “Sole” Machine

“HAPPINESS IS AN INSIDE JOB.”

—William Arthur Ward



While waiting to pick up a friend at the airport in Portland, Oregon, I had one of those life-changing experiences that you hear other people talk about—the kind that sneaks up on you unexpectedly. This one occurred a mere two feet away from me.

Straining to locate my friend among the passengers deplaning through the jetway, I noticed a man coming toward me carrying two light bags. He stopped right next to me to greet his family.

First he motioned to his youngest son, about six years old, as he laid down his bags. They gave each other a long, loving hug. As they separated enough to look in each other’s faces, I heard the father say, “It’s so good to see you, son. I missed you so much!”

His son smiled somewhat shyly, averted his eyes and replied softly, “Me, too, Dad!”

Then the man stood up, gazed into the eyes of his oldest son, maybe nine or ten, and while cupping his son’s face in

his hands said, "You're already quite the young man. I love you very much, Zach!" They, too, hugged a most loving, tender hug.

While this was happening, a baby girl, perhaps one or one and a half, was squirming excitedly in her mother's arms, never once taking her little eyes off the wonderful sight of her returning father.

The man said, "Hi, baby girl!" as he gently took the child from her mother. He quickly kissed her face all over and then held her close to his chest while rocking her from side to side. The little girl instantly relaxed and simply laid her head on his shoulder, motionless in pure contentment.

After several moments, he handed his daughter to his oldest son and declared, "I've saved the best for last!" and proceeded to give his wife the longest, most passionate kiss I ever remember seeing.

He gazed into her eyes for several seconds and then silently mouthed, "I love you so much!" They stared at each other's eyes, beaming big smiles at each another, while holding both hands. For an instant they reminded me of newlyweds, but I knew by the age of their kids that they couldn't possibly be.

I puzzled about it for a moment, then realized how totally engrossed I was in the wonderful display of unconditional love not more than an arm's length away from me.

I suddenly felt uncomfortable, as if I were invading something sacred, but was amazed to hear my own voice nervously ask, "Wow! How long have you two been married?"

"Been together fourteen years total, married twelve of those," he replied, without breaking his gaze from his lovely wife's face.

"Well then, how long have you been away?" I asked. The man finally turned and looked at me, still beaming his joyous smile. "Two whole days!"

Two days? I was stunned. By the intensity of the greeting, I had assumed he'd been gone for at least several weeks—if not months. I know my expression betrayed me.

Hoping to end my intrusion with some semblance of grace (and to get back to searching for my friend), I said almost offhandedly, “I hope my marriage is still that passionate after twelve years!”

The man suddenly stopped smiling. He looked me straight in the eye, and with a forcefulness that burned right into my soul, he told me something that left me a different person: “Don’t hope, friend—decide!” Then he flashed me his wonderful smile again, shook my hand and said, “God bless!” With that, he and his family turned and strode away together.

I was still watching that exceptional man and his special family walk out of sight when my friend came up to me and asked, “What’cha looking at?” Without hesitating, and with a curious sense of certainty, I replied, “My future!”²



DON’T HOPE—DECIDE! What a simple yet extraordinary understanding of a single principle that can change your life forever: You have the awesome power to control the way you feel and act—just by the way you think.

You have within you a great processing machine that can manifest immediate and sustained happiness in your life. I call it your “soul machine,” and it is your “sole” machine—everything you need to transform your life in the direction of happiness and fulfillment.

In *You Are the Best* we will explore this fascinating piece of machinery—your thinking process—and how to get it operating at its highest productivity level. It’s time to re-program your “software”—your perspectives, attitudes, feelings, and negative patterns—to experience all the joy life has to offer.

ADJUSTING YOUR SOUL MACHINE

Since you already have all the machinery on hand, we simply need to

adjust it to a more powerful (or the right) setting. Let's supercharge the machine in a way that gives you more in return than you put in. Since the way you act is based upon the way you think, you can program your machine to solve any problem, conquer any challenge, develop any plan, establish any level of courage or commitment, achieve any goal, and, with repetition, work automatically. It merely needs to be operated properly. It is capable of automatically processing all information in a positive way—if you train it, respect it, care for it and maintain it.

The soul machine—your thinking process—enjoys hope and faith, but it's fueled by confidence, action, and perseverance. Since you'll be creating a thought-processing system that automatically promotes positive thinking patterns, your machine will return continued happiness and solution-based results. In fact,

Have faith in your soul machine and it will have faith in you.

when your thinking runs on joy and happiness, it almost never needs cleaning. It takes care of itself. It asks for much less than it gives.

Your soul machine will not function properly if you allow negativity to poison the machinery. When you think in naturally positive ways, looking at solutions and not dwelling on your problems, you truly see how YOU control your happiness and your destiny. You see how much power you have and how easy it is to immediately activate.

When your machine is working well, it does much of the work for you. You feel the "lightening" of the weight you placed on things you have perceived as stresses in your life. Instead of being weighed down, you're charged up—and you see your newly positive thought-processing machine as a large generator of enhanced happiness, releasing anything that holds you back.

Have faith in your soul machine and it will have faith in you. As you acquire knowledge on how to best utilize your soul machine, you'll see a wealth of benefits in prioritizing your missions. You'll feel confidence in the courage and commitment you now have to execute those priorities. And you'll have a new perspective that will be enthusiastically positive.

You'll now process more information more easily and make better

decisions. You’ll better understand yourself and enjoy the power and happiness this brings. You’ll learn how to adjust your present thinking patterns to create more productive, more successful, and happier outcomes. With the soul machine now working most productively, it will give you new and exciting information. It will help you move forward and look forward. It will help you better understand your past experiences and how they can empower you. Before you even finish this book, you’ll feel your experiences turning into power guides (instead of serving as corrosive inhibitors).

With this “new” thinking, you’ll process information in a way that allows you to see more clearly and discover what truly brings you happiness. But while I label this thought-processing as “new” for purposes of showing you how different it is from your present thinking pattern, the only truly “new” part is your appreciation of the power within you to choose how you think.



Perhaps you’re thinking how difficult it must be to build the thinking machinery necessary for sustained happiness. Perhaps you even believe it’s not possible to re-program negative thinking patterns.

This is completely understandable, because most of us were never trained how to program the way we think—how to create a thinking system that

automatically and continuously processes information in a positive way. There were no courses that taught us how best to respond to a particular experience or emotion or how to process a setback. It was “on-the-job” training all the way!

Thus, your machine—the way you think—often defaults to the past as a reference point of what to think and how to behave now. You may have wondered why you don’t choose the best course in a given situation, or why you make decisions or behave in ways that aren’t always best for you (and those around you). Perhaps you see the potential for

*Most of us were never
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making better choices, but something inhibits your ability to engage in this productive behavior in any sustained way. Simply put, your soul machine does not seem to always function the way you'd like it to.

This is the result of past programming. Perhaps you made some decisions in the past that didn't promote happiness, either because you thought there was no alternative or because you didn't have the strength to make a healthier decision. Since your machine has already been programmed this way, you anticipate that it will function in a similar manner now.

In other words, you see your thought-processing machine as fixed and unchangeable, making it impossible for you to change an outcome in a healthy way or with a lasting effect. With habitual thinking patterns that view experiences negatively, it is difficult to see any overall solution to enhanced happiness.

But your soul machine is capable of incredible things. It has actually been working all along, perhaps just in the wrong gear (or in need of lubricating). The soul machine governs what you choose to see and how you choose to see it. It drives your decision making. It is a great machine—one that will do whatever you continually tell it to do. It takes in all information, but you control how and if you'll use this information.

Having adjusted and enhanced more machines than just about anyone, I will help you adjust your own "soul machine" to its highest and most rewarding use.

Your new way of thinking will be directly correlated to your commitment and attitude.

HOW LONG SHOULD I TRY? UNTIL.

—Jim Rohn

PUSH YOUR "PERSPECTIVE BUTTON"

If I told you that all you had to do was push a "perspective button" to start the shift toward happiness, would you do it? If it allowed you to give up your negative thinking patterns, would you do it? If it gave you all the answers, would you do it?

Of course you would! And you can immediately create happiness by pushing your own perspective button: adjusting your perspective.

Start with the realization that it does not matter how you used to think and feel. It matters what you do now. So what if you experienced negative conditioning in the past? It doesn’t have to affect how you think and act right now. It really doesn’t matter if you previously processed experiences in a negative way, made bad decisions in the past, or were subjected to toxic people and circumstances. That was yesterday—and I am certainly not here to judge you or the people around you. You aren’t here to judge yourself either. In fact, you are actually being smart in acknowledging the influences that have created negative feelings and responses in you.

Your recognition and choice to improve yourself will allow you to rid yourself of anything that stands in the way of enhanced happiness, capturing more tools to empower you now, while at the same time gaining greater appreciation of how a negative processing sequence can have damaging results.

No worries. What is important is today and now. Create a fresh new perspective with an open-minded approach to evaluating, action-planning, and positive reinforcement. With the knowledge that your “soul” machine (which is your “sole” machine) is now in proper gear, you’ll have instant productive movement—and immediately achieve heightened happiness.

HONESTY IS THE FIRST STEP

“HONESTY IS THE FIRST CHAPTER
OF THE BOOK OF WISDOM.”

—*President Thomas Jefferson*

Your new way of thinking—the direct road to happiness—will be directly correlated to your commitment and attitude.

Yes, it will take honesty on your part. You’ll have to look at how you feel right now—how you REALLY feel. I use this phraseology because

people generally avoid dealing with how they really feel, not realizing it's an essential step to getting to the way they *want* to feel.

Your mind, filled with perceptions that have been processed through a clouded lens, may initially make you feel as though going for your dreams or dealing with your real feelings will be painful or time-consuming. However, when you really think about it, it's more difficult and takes more energy to avoid dealing with things than to face them head-on.

It takes more energy to constantly attempt to mask reality. Not being yourself and not doing healthy things to improve your life are never productive. In fact, as you have experienced, negative or destructive thinking patterns force you to repress the important needs in your life.

If you are a person of character, you wouldn't knowingly lie to someone; why lie to yourself? Instead, be honest with yourself and recognize you have the power to improve the quality of your life. Indeed, your soul machine is designed to create happiness and joy. It is designed to put out more of what is put in it. Your soul machine is driven by how you fuel it. Thus, let's put some great stuff in the machine, because it will give you even more greatness in return. Just as your soul machine can create increasing levels of frustration, anger or sadness, so, too, can it increase your happiness and productive actions.

Perhaps most important, you should recognize that enhancing your present position simply requires a choice; it doesn't require you to engage in any kind of lengthy "process" or extended time period in order to

Make the decision now to think better and to take those actions that will honestly and ultimately bring you happiness.

positively change your world. Make the decision now to think better and to take those actions that will honestly and ultimately bring you happiness.

When you take the time to understand what will REALLY make you happy in the long term, you can better establish the types of things that need

to be done to move you toward that very realizable goal. When you're honest with yourself about what you really NEED to secure sustained happiness for yourself, it will begin to peel away the artificial rationalizations that have kept you in your present state of mind.

It is a choice that you make to BE HAPPY. Make a commitment to yourself that you will have enhanced happiness, and agree to be honest with yourself as to what will really make you happy on a long-term basis. Choose not to rationalize away your important feelings in the misguided hope for a narcotic-like, short-term "happiness."

Choose to use your experiences to educate yourself in a way that re-directs your path to a happier one. View your past experiences as events that have shaped you and your tendencies to behave in a certain way. Your experiences will not imprison you or force you to remain in a negative environment. Instead, you can now use the wealth of your experiences to purchase a better way of life.

*You have the right
to be happy.*

You have the right to be happy. You have the right to be free from unnecessary stress and anxiety. You have the right to be treated as the valuable person that you are. You have the right not to compromise so much that you lose yourself. You have the right to be free of wasted emotion or dwelling on past choices or decisions that are now freely changeable. You have the right to better relationships and to enjoy your life in the best way you can.

You may not have realized how much power you have to achieve greater happiness. But I want you to now see the width and breadth of your newly discovered power—and that it is very real and very ready to be utilized. You can now see how to use your experiences in a way that helps you adjust the way you think and process information. You can now be forward-looking in your way of life, and not allow past decisions or past mistakes to govern the way you live your life today. What an awesome power!



Throughout this book, you'll see how to fuel your soul machine to its highest productivity: 1) through the power of your new-found perspective and always-positive thinking pattern system, combined with 2) a true understanding and acceptance of how you really feel inside and where you really want and need to go.

You'll secure power in knowledge, in action, and in reflection. Your "soul" machine is the "sole" machine that will take you to enhanced levels of joy and success. Feed it well and it will reward you with sustained happiness.

Decide today that your happiness matters, and that you'll take the steps to better your world. Adjust your actions in a way that gives you the best chance for long-term happiness. Fill your soul with optimism and a dose of reality. Don't fear compromises, but reject the notion that you must compromise everything that you are in order to have happiness.

Know what is real and achievable, and the specific actions you must take to improve your happiness in the long term. Be honest with yourself about what you truly need, and take action consistent with those requirements. Rejoice in the knowledge that a well-functioning soul machine will bring you happiness for a long, long time.



“IT IS OUR ATTITUDE AT THE BEGINNING
OF A DIFFICULT UNDERTAKING WHICH,
MORE THAN ANYTHING ELSE, WILL
DETERMINE ITS OUTCOME.”

—*William James*