

# **The Abundance Paradigm**

## **Question & Answers**

**With Dr. Joe Vitale**

## Contents

<b>The Abundance Paradigm</b> .....	1
Joe Vitale Abundance Paradigm Q & A .....	4
Q: I don't want to start an Internet business, or any business at all, really, so will the Law of Attraction still work for me, and how? .....	4
Q: How can I get free from my inner program of fear to be really free to be in my love relationship when I feel a sense of danger? .....	7
Q: Is there one thing I can focus on to get rid of negative beliefs, or get direction from Spirit? .....	11
If my life doesn't flow, are my programs blocking it or is it caused by the "Big Plan" and it's just not time yet for me to know? .....	14
Q: Besides Zero Limits, what else do you recommend to accelerate your progress? .....	18
Q: How can I ask the Universe to pay off my \$30,000.00 worth of debt and bring me a new BMW at the same time? .....	23
Q: I feel stuck in my life and scared to spend money because of my limited income, so how do I overcome this situation? .....	26
Q: How can I anchor myself in the moment and still live in the day to day world of work and life? .....	29
Q: When we're faced with a decision, or a set of decisions, how will we know what the correct path to take is; that our decision is correct? .....	32
Q: I want to own a home, but don't have the biggest imagination, so how does this work? .....	38
Q: Is it possible to use the Law of Attraction to get another chance with my love, who left me? .....	39
Q: Can the Law of Attraction override our karma if we were meant to be karmically poor? .....	42

Q: If you're installing new beliefs and you're not clear, will they cancel each other out, or will there still be a shift toward abundance? ..... 45

Q: What are your favorite techniques to keep yourself in a state of positive vibration? ..... 47

## **Joe Vitale Abundance Paradigm Q & A**

**Kory:** Welcome to the Abundance Q & A call with Joe Vitale. My name is Kory Basaraba and I've been working with Joe behind the scenes during the launch of the Abundance Paradigm, and I'll be hosting the call with you tonight.

I believe Joe is here as well, hi Joe.

**Joe:** Hi, how are you Kory?

**Kory:** Fantastic.

**Joe:** Good, good.

**Kory:** We have people calling in from all over the world right now and it's very exciting. I want to thank everyone who sent in their questions, this is going to be a great experience, really top notch. I'm looking forward to hearing Joe's answers.

Since we have so many people on the call, I'm going to be acting as your voice and asking the questions for Joe, and we're going to get through as many as we can in the next 90 minutes.

I think that's it, are you ready Joe?

**Joe:** I am indeed, let's go.

**Kory:** Okay, awesome.

**Q: I don't want to start an Internet business, or any business at all, really, so will the Law of Attraction still work for me, and how?**

**Joe:** That's a great question. The Law of Attraction is already working for you, that's the first thing everybody needs to know. It's already working. Everything you're already getting is because of the Law of Attraction; you're just attracting things on an unconscious level.

So let's make sure you're accurate here and we're all on the same page. And of course I cover this in the Abundance Paradigm as well as in some of my books.

Can you attract the money and abundance and not do it through an Internet business, or any retail business or anything like that? Well of course you can.

I actually want you to do whatever is your passion to do. I want you to look within yourself and say, what is fun for me to do? What is inspiring for me to do? What is my soul knocking at my door and urging me to do? Then go do that.

Now, as I say that, I also don't want you to put limitations on the Universe. For example, if the Universe is trying to bring you abundance and wealth and prosperity and health and happiness and so forth, in a certain way, and you're saying no, I don't want it to come in that particular way, then you're allowing yourself to limit your realm of magic and miracles.

You're drawing a line in the sand and saying I don't want it that way, I want it a different way, so I would encourage the person who wrote that question, or anyone relating to that question to reflect on why do you have the blocks for it?

It sounds a little bit like behind the question are some judgments about what it would take to be in an Internet business. I think it's one of the easiest businesses in the world to be on.

I started a movement to stop homelessness called Operation Yes and one of the principles is that you can get back on your feet if you quite looking for somebody to save you, and quit looking for another employer or boss; not that there's anything wrong with that, but to start to open a window of possibility, and to consider that maybe you can open your own business online. You can sell an information product; you can do something easy and effortless.

So for that particular I would advise for the person to melt their resistance a little bit and to open their mind to the possibilities that maybe there's a very fun, passionate, in character, in destiny way for that person to attract abundance and then work within it.

And of course the Law of Attraction is working all the time, so we want to make sure we know that. That's how I would cover that question.

**Kory:** That's a really great answer. So what I'm hearing is that there doesn't have to be a particular way that the abundance comes to you, it's not up to us to put that limitation on it, just let the Universe bring it to us in the most appropriate way for us.

**Joe:** Well that's a great observation. I think you're going to have greater abundance as soon as you start dropping all of your restrictions about how it has to come to you.

For the longest time I was a struggling author, many people know my story. Homeless, poverty, struggling, and had been in that place for a very long time, very unhappy and so forth.

I remember hearing about abundance and prosperity and I remember one of my teachers saying decades ago that money could come to me; abundance could come to me in any number of ways. But I was only opening one door. I was saying it had to come through me being an author.

I limited all other possibilities. I didn't limit them, I eliminated all other possibilities. As soon as I started to melt down the walls in my mind and consider that maybe it can come from something else, maybe I can actually start speaking.

Maybe I can start doing something different, which is open an Internet business, which is one of the things I did. As soon as I branched out and opened my mind to new possibilities, the Universe started to deliver abundance.

Yes, it also came to me by my being an author; I've written fifty some books now. So I'm still doing that now, it's still an avenue to success, but it is not my only one.

I think that's the point I want people to get is – don't resist your own good. Be open to being surprised at how wealth and abundance could come to you in other ways.

They're still fun ways, nobody's asking you to do something you don't want to do, that you would hate doing, or find distasteful doing, or unpleasant. We're not talking about that.

But we do want you to be open to the idea that there are other ways for you to experience abundance. Not just one particular way that your ego happens to favor.

**Kory:** What's going to be fun about tonight's call Joe is that we have questions about all different areas of life.

**Q: How can I get free from my inner program of fear to be really free to be in my love relationship when I feel a sense of danger?**

**Joe:** That's a wonderful question, and I know a whole lot of people are relating to that one. Because a lot of the question I get, not just from this call, but personally by phone and fax and this that and the other is about relationship.

There are a lot of programs – and when I talk about programs, I'm talking about beliefs and paradigms of scarcity in our mind. Many of them are unconscious, so this person is lucky enough to know that there's a conscious one there.

Just knowing it is the first step. Awareness is a great relief. Once you know it's there, now you can do something about it. Now you have choice to be able to handle it, and you can look at it and address it. So that's great, I applaud that person.

You don't necessarily need to know what all the beliefs are. This is something I talk about in the Abundance Paradigm. I've written about it in books like Zero Limits, where you can do the healing, the clearing and the cleaning on issues within you without knowing what the beliefs are.

Now this person was talking about fear. And what else, did I hear danger?

**Kory:** Yes, she said she feels a sense of danger.

**Joe:** Okay, wonderful. What that is implying there is; the person doesn't just feel dangerous, but they feel unsafe.

I would explore that a little bit and say what feels unsafe about the relationship? And what I'm looking for here is the background story.

What I mean is, behind that belief is some sort of experience that happened a long time ago. And it might have happened repeatedly. She might have been in many relationships.

I knew one guy who was married seven times, and the last two times were to the same woman. It was like he was reliving a belief. He was reliving a program over and over and over again and until you become aware of it, we often recreate these things.

So I want to go back to the very first time, was there a first relationship; could even have been a childhood friend who betrayed you. Or a teenage romance that didn't go so well.

During those times, you came to some conclusions, like I will never find the perfect relationship. That's a possible belief. Or I don't deserve love, or I don't deserve to feel good, or I don't deserve to be happy. These are all possible beliefs.

When you get these beliefs, you can nod and go, okay I got the belief, but then what do I do about it now? The first one is to ask yourself, do I continue to believe it? Because when you ask yourself do I continue to believe that belief that you came in on, you may find that no, you don't believe it anymore and it may start to dissolve.

If you do still believe it and you feel like, yah, I really do believe it and I'm never going to have the perfect relationship, there's always going to be a danger sign over the other partners head because I believe he or she's going to leave me. Or it's not going to work out, or something's going to fall apart, it never happened before, it's never going to happen in the future.

If you say yah, I still believe that; ask yourself 'why?' Because back of that is another experience or story that created the belief.

So I'm going to pause for a moment and kind of regroup because I want everybody to be on the same page. This is fairly advanced and fairly in depth.

Now people on this call have the Abundance Paradigm, so they can re-listen to it and understand what I'm talking about. I want to be on the same page in the sense that I'm going to repeat a few things.

We live in a belief driven universe. You've heard me say this many times, Kory, everybody else has heard me say this.

The tangent to that is, as soon as you change your beliefs, you change your reality, you change your universe.

So the person who has the danger sign in their relationship right now has created the belief that this is not going to work out. I have to be aware that there's going to be danger, because I'm going to have to protect myself. And that's what that person's trying to do.

What we want to do is shift into the Abundance Paradigm because that other one is a scarcity paradigm, it's a fear based paradigm. We want to shift into the Abundance Paradigm where we experience love, we experience trust, we experience happiness, we experience the miracle of the relationship in this moment.

Reminding yourself of that distinction will help you move into it.

Now as I say all of this, I hope it doesn't sound like I'm oversimplifying it, or over complicating the question, because what I'm trying to do is cut through it. I'm trying to cut through the illusion.

The illusion is that beliefs create these experiences, including the danger sign. There's a belief behind that which looks real to you, but it's an illusion.

I saw the movie Inception last night. I think it's the Matrix meets The Sting in terms of movies. And there's some parallels here - in many ways we're walking around in a dream.

It feels real. When we see the danger sign above the other partner there, it feels real. It's not real. That is a dream state. That is an illusion that is created because of the beliefs.

I want to slice through those beliefs so that we leave the scarcity paradigm and we live in the Abundance Paradigm.

So for that particular person, and this might be a long winded answer here, but what I'm trying to get here is that there are beliefs behind that that have to do with fear, uncertainty and un-deservingness in love.

Explore the beliefs. Release the beliefs and focus on love.

If there's any one technique to do, it's the one I talk about in the Abundance Paradigm and that I wrote about in my book Zero Limits. It's the four phrases that you can say while you're experiencing this sense of fear or danger. I love you, I'm sorry, please forgive me, thank you.

Those four phrases are like the open sesame, they're the eraser within your unconscious mind and it starts to wipe away the beliefs whether you know them or not that are behind that illusion. I love you, I'm sorry, please forgive me and thank you are the four phrases that can help with that.

**Kory:** That's fantastic Joe. Behind what you're saying there's a lot of depth to the answer because it's behind a lot of the questions.

Any belief that you have is really standing between you and true abundance, right?

**Joe:** Yes.

**Kory:** Any time you process any belief and you clear it, you're opening the way for the Universe to give you abundance in all directions.

**Joe:** That's a great insight, thank you. What I'm really doing here is tearing down the beliefs gently and lovingly so that you can see the abundance that's here all along.

It's almost like we're living in this movie theater and what we're seeing is a projection. Everything we see outside of us is a projection. Where is it coming from? It's coming from inside of us.

As soon as we turn off that projector and we see what I refer to in the Abundance Paradigm as a white board, and it could be a white screen – a blank white movie screen, then we start to live from the Abundance Paradigm.

Now we start to live in this belief free experience. And belief free doesn't mean that you're brain dead, it doesn't mean you had some sort of psychic lobotomy. What it means is that you're suddenly one with the Universe. You walk with Divinity inspiring you each moment. You are free from the limitation at that point.

What I just said is so rich with meaning that I almost want to pause and let everyone absorb it for a moment.

**Kory:** I think that's a good idea because when people re-listen to this they're going to see what they're getting here and that's going to resonate and keep going for a long time.

I think what's going to happen is that as we go through these questions they're going to get to hear variations of this in different ways until it sinks in and they really know they've got it.

**Joe:** Yah, I agree, it's variations on a theme. There's one basic message here and I could actually say it right here, but I won't, I'll wait to say it later and keep people guessing!

## **Q: Is there one thing I can focus on to get rid of negative beliefs, or get direction from Spirit?**

**Joe:** I love that question. Yah, the one thing I think that transforms every moment can be summed up in a word – gratitude.

I know that when you focus on gratitude; I've lived this; I've talked about this as being the key transformational tool that has worked for me and will work for anybody who applies it.

Its gratitude. I've told the story many times. I'm in the movie "The Compass" where I probably tell it best because I'm holding up a pencil and reliving the experience of decades ago struggling with prosperity, struggling with abundance, struggling with my life. Hearing all about people having magic and miracles and wondering why not me? When's my turn?

I would hear things like you have to practice gratitude. I'd say oh yeah, I'll practice gratitude when I have something to be grateful for. And I would go through that whole wrestling where I'm just kind of struggling with the issue and putting my foot down and letting my ego running the day for me. But not experiencing gratitude.

In the movie "The Compass" I pick up a pencil and I finally experimented with gratitude on a pencil. So I pick up the pencil and I start looking at and I go okay let me see if I can be grateful for a pencil. I've got a number two yellow pencil in

my hand, the kind we all had in grade school. I'm looking at it and with this pencil I can write a grocery list, I can write a poem, I can write a suicide note, a song, a great American novel, I can write any number of things.

Then I started to warm up to the idea thinking wow, with a pencil I can do all that? I can write plays and movies and books and love letters and hate letters and everything I can think of I can write with a pencil. How magical is that?

Then I look at the other end. I looked at the eraser. I thought wow! This piece of twig, I mean that's all it is a pencil is a piece of wood with lead in it, it's a twig. This magical invention, whoever created this put an eraser on the other side of it.

So if I didn't want to buy all the things on the grocery list I can erase a few items. If I didn't want to issue the suicide note I can erase it. If I didn't like my song or a couple verses I can erase it. I move into this experience of genuine gratitude for a pencil.

Now that was the beginning. I looked around the room and I go wow. I learned to live in a kingdom but I guess I got an apartment. But there are a lot of people in third world countries that don't have food, they are dying right now. They don't have a place, they don't have a fridge or a TV or a roof over their head. I got that.

I started to move into that experience of gratitude. As I did it opened my heart, it opened my mind, it opened the inner doors that melted down limitations. I started to move into the moment where the miracle is. It's in the moment.

So I know that gratitude is the single most powerful thing that anybody can do. The marvel of it is its free, it's available every moment. You take a breath, look around and pick anything. I picked a pencil.

I mean I'm in a place now where the other day I picked up a very rare photograph. This is a hand signed photo of Mark Twain. Mark Twain was one of the authors who influenced me when I was a kid. Jack London was another and Mark Twain and William Serine.

Mark Twain, he held this photograph and signed this photograph in 1909. It is incredibly valuable and incredibly collectible. I'm actually staring at it across the room right now and as I'm looking at it I'm going oh my god I'm so grateful. But in order to be grateful for Mark Twain and everything I have today, I had to be grateful for a pencil three decades ago.

**Kory:** That's a fantastic story Joe. So much of what we fear and what we listen to comes as theory, it's an idea. The idea of gratitude and what you're saying here makes it real for yourself in some small way, and lets that expand.

**Joe:** I'm absolutely saying that. That's such a great observation and point. Really, I want people listening to look at something in their awareness in this very moment and to be grateful for it.

It could be the smallest thing. I'm looking at reading glasses on my desk. I could pick those up and think wow; I can read these great books all around me without strain. I can look at the internet and I can do all kinds of wonderful things.

But I want people to pick something, it could be the chair you're sitting on, it could be this phone call, it could be for your home, it could be your pet, your spouse, for your health.

Look at so many people who are struggling and dying or having all kinds of issues that they have to wrestle with and you're sitting there being able to listen to this phone call. It's some sort of comfort.

Find something, anything in this moment to be grateful for and that will be the thing to shift your entire experience.

The secret is that the more grateful you are for this moment, the more your next moment is enriched and expanded and miraculous. You have more to be grateful for- here is the Law of Attraction in action – experience gratitude now and you get more things to be grateful in the moments to come.

You attract them based on your feeling. Gratitude is the ticket to all of that.

**Kory:** Wow, this is amazing stuff. I'm sure a lot of people listening are getting this. One of the things we want is the change in how we feel.

If we are feeling discouraged or feeling angry or upset, the process of being grateful gives an immediate shift in your feeling. You can tell its working; suddenly you're feeling differently. Like you said, you are opening yourself up to the abundance. Now you feel open instead of being resentful.

It's powerful stuff.

**Joe:** The gratitude door opens you right up to abundance. This goes back to the reoccurring theme of this call, and that is that abundance is already here. What we're doing is finding it or resisting it or wanting it to be different than what it is.

Once we begin to be grateful for what we have we start to morph all the other moments that are following into more what we wanted all along.

But as long as we sit here and go well this is all okay but I'm really waiting for the next thing because I know that's going to be better. Well that's creating the feeling of dissatisfaction which create further moments – again this is the Law of Attraction – which is going to attract more moments of dissatisfaction.

Each moment that comes along you are going to be comparing it to some sort of fantasy dream state. You will be comparing it to something in the past or something you project in the future and you'll never accept the moment.

As long as you don't accept the moment and you're not feeling gratitude in the moment, that experience of dissatisfaction will attract like to it, more dissatisfaction.

Find something to experience gratitude for in this moment.

**Kory:** Very good. Wow, I think we spent a lot of time on that one because it's so powerful.

**Joe:** Well it's so important, I could keep going. I want people to get the point. Find something to be grateful for right now. Get into that feeling even as we proceed with this call.

## **If my life doesn't flow, are my programs blocking it or is it caused by the "Big Plan" and it's just not time yet for me to know?**

**Joe:** What a beautiful question. There are so many layers of depth to that.

I guess the very first thing I want you to know is that you are already in the flow. What you are experiencing **is** the flow.

What you are judging as not being the flow is what's causing it to feel like its not flowing.

What I'm pointing out here is, your observation that this isn't the way you want it to be is what is making it feel like it's not flowing.

The Abundance Paradigm is really stating that the flow you have in your life right now is exactly what you need in your life right now to take you to the next step of awakening.

I have repeatedly said that all we are here to do is to awaken. That's it. All the experiences we are having, all the work that I'm doing, all the characters you are running into in your life whether you love them or hate them, you fight them or however you deal with them. All of this is to help you find your program, disconnect your program and get into the state where you appreciate each moment.

There is that gratitude again. You want to be right back into the state of 'this moment is wonderful'.

Now I know, when you're sitting there and you're saying well I wanted a check to arrive today because I need to pay my bills tomorrow, and it didn't arrive, it feels like it didn't flow.

But I'm willing to suggest that the very fact that the check didn't arrive today was the very fact that you needed to awaken to. You use it as a personal experience of self discovery.

I have said and I think it was in my book *The Attractor Factor*, I said that as soon you get the lesson; you know longer need the experience. Now that's another biggie here.

But what I'm saying is the experiences you are having, especially the ones that seem like, I don't like this one; or I want the check and it didn't feel so great that I didn't have it.

Ask yourself - what does that mean to you? The meaning you give an event is the belief that attracted the event.

This is so important. This is stuff I had to learn by getting bloody through the streets. By doing this the hard way, by going through the rocky road up the mountain.

I tell people now I found the escalator and I'm telling everyone where it is. You don't have to go up the mountain on hands and knees and scrape your legs and go through all this fighting and struggling.

All of that is that you realize that you had a belief that you had to fight and struggle and get bloody to get there.

For the person who's sitting there who didn't get the check today and had to pay the bill tomorrow, they would ask themselves 'what does it mean that I didn't get the check today?' And something's going to come up. Some sort of statement.

The way to think about this is go have coffee, or go have a beer or have a glass of wine with a friend and go complain. Go say "You know what? Today I was expecting this check, I was listening to that Joe Vitale and that Abundance Paradigm and I followed what he said and I didn't get that check today."

Then you're gonna say "I knew this stuff wouldn't work". Or would you're gonna say "those checks never come in time". Or you'll say something like "I've always had a problem with money; every time I need it to pay a bill it doesn't show up."

Well guess what, those are beliefs. Those are the beliefs that created the situation that you're now complaining about. This is good news because once you've discovered the belief you are now at choice to pursue it or release it or replace it.

This goes back to the very first question when we're talking about beliefs and being aware of them and analyzing them.

So the person who feels like they're not in the flow, ask themselves why it feels this way because the answer they give themselves is going to be a statement of meaning. That statement of meaning is the statement of a belief. That belief is what attracted that feeling of it not flowing.

They're actually in the flow. The flow brought you to this awareness of self discovery so you can be free of it.

(laughter) I'm laughing because when I was homeless on the streets of Dallas and I don't have enough money to get a bus and somebody had said its okay Joe, you're in the flow, I would have wanted to deck them. I wasn't in a place to hear it.

Now I know everybody on this call has bought the Abundance Paradigm or they wouldn't be listening, so I can say that to them and they can understand that there is belief work to be done.

And of course there are some very in depth processes in the Abundance Paradigm that I want people to listen to repeatedly. And when you feel like you're not in the flow, go listen to the Whiteboard Meditation or the Vitale Cleaning Method that's on the Abundance Paradigm, so you can wipe that issue free and realize that you are in the flow.

That little bump in the road was just the bump of a belief, and the belief is there for you to change.

**Kory:** I really love your process for uncovering your beliefs which is to go out and get a glass of wine or a coffee and complain to somebody because it's such an easy thing for us to imagine doing. You just listen to what you say and right away, there it is. There are the things that are keeping you stuck.

**Joe:** Well, I've learned to do that. I'm a big fan of Will Bowen who wrote the book on a complaint free world, and he invites everybody to take this complaint free challenge, where you don't complain at all for 30 days.

I love it so much I'm on his board of directors, and I encourage everyone to go read his book. You can find out in a very fast way what your beliefs are.

Whenever you've got that little peeve in your life and you just feel aggravated by it, go call up your friend, the person you complain to all the time and go complain. But as you're complaining, listen to what you're saying.

Your explanation of why this has happened to you is the belief that attracted it happening to you. Change the belief, you change the lesson, you no longer need the experience, it dissolves and goes away.

**Kory:** That's great, I love that. I've listened to many, many years of personal development work and this is just a fantastic little process.

Let's go on to the next question. This person writes - Thank you, thank you, thank you Joe. Because of you and Dr. Hew Len I use the phrase I love you hundreds and hundreds of times every day. I'm experiencing a whole new

heavenly presence I've never felt and I'm literally making major breakthroughs each and every day. So my question is -

## **Q: Besides Zero Limits, what else do you recommend to accelerate your progress?**

**Joe:** I love that question. Well first of all let's acknowledge that person to begin with because as soon as you start doing the I love you, I'm sorry, please forgive me and thank you, you can eliminate most of that and just say I love you.

Saying I love you in your head as your new self talk, you're going to transform your energy, your vibration, you're going to interact differently with everybody around you, you're going to respond to life's events differently.

There's going to be a different peace and glow around you just by saying I love you internally all the time. So I want to acknowledge the person for doing that and remind people that it's as simple as doing that.

Gratitude is one great way to get to abundance, but another one is to say I love you.

Now as for other things, I want to remind people that in the Abundance Paradigm there's the Whiteboard Meditation that is incredibly powerful because I think this is the thing we all want to be doing.

We want to be erasing everything that's between us and what I call the whiteboard. And for those who may not have listened to the Abundance Paradigm or gotten all the way through it yet, let me quickly say that when I say the white board, it's my analogy for the blank state, or the zero state that I call Divinity.

It's the place where the beliefs, the lacks and limitations, the programming that we've all come in with is no longer there. And when you're at the white board, you can experience inspiration. You can experience Divinity direct.

Now as soon as we imagine this white board and there's nothing on it, we start to write things on it. We go, oh the white board is wonderful, we write that on it, we go oh, the white board is the Divine and we write that on it.

Then we go oh yah, gratitude is a great way to go to the white board, and we write that on the white board. And we say saying I love you is a great way to go to the white board, and we write that on it.

Well suddenly you can imagine just by what I just described, we just put a whole lot of crap on the white board.

What we want to do to answer that persons question is to keep erasing everything until the white board is white.

The advanced way of living I'm doing myself these days is I go through moment by moment and I start telling myself here's how the world works. You know, deceiving myself into believing I know, so I write that on the whiteboard. Joe says, here's how the world works.

So in my mind I'm thinking to myself erase, erase, erase. I want the white board white. I want that projection screen to be clear. Why? Because that's Divinity, and from Divinity I will be inspired, something will come from it.

I don't want to put anything on it. That's me putting projection, that's me putting my ego, that's me putting my past thoughts or past programming onto the white board.

And it might even be useful, it might even feel good, might even be fun, but it's not Divinity. It's in the way of me experiencing Divinity in this moment.

So to answer that person's question again, the thing you want to be doing in my opinion is to be constantly erasing everything in every moment that's between you and the purity of the white board.

**Kory:** You can see right away how that makes a difference, you know. You're taking out all the layers between you and the Divine, the Divine inspired action.

**Joe:** Yes.

**Kory:** And if you're asking for something more in your life that you haven't been able to create so far, then it has to come from somewhere beyond you.

**Joe:** That's wonderful. That's a great observation too because a lot of people talk about intentions, and I still use intentions, but there's a variation to it and I talk about this in various books and programs.

I want my intentions to come from inspiration. Most of us have intentions that come from the Sears catalog, or something we received in the mail, or a magazine or TV ad. And that's a little bit like allowing marketers to project onto your white board what you should have for yourself.

What I'm asking you to do is erase all that and allow inspiration to come from the white board.

Now you may still be inspired to buy something, there may be something there that to the outside world might just look like oh, he just bought that from the Sears catalogue or she just went and bought a dress. What I'm asking though, is that the intention be pure.

That the intention comes from inspiration and that the inspiration is going to be more clearly observed the more you keep erasing the white board.

The more that you can be in the moment and imagine that that blank white screen is the background to your being, the more you will feel inspiration. It will bubble up within you.

When you feel it, it's much easier to take action; you're not going to be doubting it. You keep cleaning here so you know that its inspiration, you'll take action on the inspiration.

So it's very important I think to just keep going back to the white board. Do the meditation that's in the Abundance Paradigm because I walk you right through it.

**Kory:** Yes, it's an amazing piece. You said something a moment ago about inspiration being pure, and I think people may misinterpret that as being good vs. evil and I don't think that's what you meant at all. Please go ahead and clarify that.

**Joe:** Thank you for wanting to clarify that because I'm not getting into good and evil here, or right or wrong here because now we're getting into judgment.

How do I explain this? What's right for me may not be right for you and what's right for you may not be right for me.

It has to be with integrity, your connection with Divinity. It has to bubble up from the white board through your being into your consciousness and then you take action on it. It's right for you.

I referenced Mark Twain in that photograph a few minutes ago. Mark Twain lived to be seventy I believe it was and he smoked 30 cigars a day and he drank wine and he played pool and he never exercised. He sat around a lot and talked a lot, he was very opinionated.

He said that his way of living worked for him, but it may annihilate you. And I think that's an observation we want to pay attention to.

I'm not saying anything about right, wrong, good, bad, what I'm saying is that you want to honor your connection to the Divine. When inspiration comes, you act on it because that's the inspiration you need to use.

**Kory:** Okay, that makes sense. You mention that our purpose here is to awaken, to look at it from that point of view and we don't know what it is to awaken.

Some of us are stuck in a place of poverty or struggle, but that's our path to awaken. So who's to say that our path to awakening doesn't involve symbols of abundance like a nice place to live and a nice car? I think it's important to let go of that judgment. You've helped me understand that.

**Joe:** Well we definitely want to let go of all this judgment because the judgment is just further beliefs here. I mean so many people still have issues with money for example, that's why I wrote Attract Money Now.

If some of the people on this call don't know it, you can read Attract Money Now for free. The e-book is ready to read at [www.attractmoneynow.com](http://www.attractmoneynow.com). And the reason I wrote it was to help people expand their thinking about these things.

For example money comes with a lot of baggage. People think money is the root of all evil. Well is they think money is the root of all evil, do you really think they're going to want it? They're not going to let it into their being.

And anything we judge is like that. As soon as we start judging Jay Leno for having a giant car collection, well, it's none of our business if he has a giant car collection or not. It may be the most Divinely inspired thing in his personal experience. It may be the direct route for him to become a Buddha.

Who knows? It's not for us to say. But when we judge him what we're really doing is limiting our own realm of experiencing abundance. We're saying that is

wrong, when we don't know. That's coming from our ego and our ego barely sees out the window.

There is so much in the universe that the ego never sees; which is so important. That's why we want to go into the Abundance Paradigm.

I still have intentions, but I want them to be inspired intentions because when you set experiences from your ego they come from experiences in your past and you project it into what's possible in the future for yourself. That's from the ego standpoint.

From the Abundance Paradigm, the Universe itself, the Divine itself will give you so much it would be staggering to you, but you can't even fathom the riches and the wealth and the happiness and the health and the success and all the magic and miracles that can come your way.

But as long as you project what you want from what you've known in the past, you're going to limit what's possible for you. So again, I want to drop judgment, I want to drop the ego – when I say the ego, you can't live without the ego – but I want it to serve the Divine, I don't want it to run the show.

**Kory:** That's a great answer Joe. I'm listening and I'm looking at – by strange coincidence – the next question kind of fits right in here.

**Joe:** Strange coincidence huh?

**Kory:** Yah, funny how that works out! This person writes – Hi Joe, I'm in the process of manifesting a beautiful new BMW or like new BMW which is very exciting. However, right now I have \$30,000.00 worth of debt and I would prefer to have this paid off before receiving my car. I have feelings of guilt about wanting a new BMW with the debt I still have. How is the best way to ask the Universe to allow both things to happen at the same time? Thank you with love, light and abundance, Julie Ann from Australia.

## **Q: How can I ask the Universe to pay off my \$30,000.00 worth of debt and bring me a new BMW at the same time?**

**Joe:** Thank you for the wonderful question. I love BMW's, I have two of them so I say hey, God speed for you to get one of those wonderful cars that will last forever and bring you great joy.

I think you want to make peace with debt because what's going on there is, we think debt is bad. Now there we go with judgment again. Having said that I don't want people to say oh, Joe says it's okay.

I'm not saying go into debt, but if you are in debt, I want you to forgive yourself. I want you to forgive all the creditors. I want you to mentally and spiritually come to peace with all of that and realize that debt doesn't really mean anything.

This goes back to once you get the meaning, you don't need to repeat the experience. So what does debt mean to this person? It sounds like it means something bad. It sounds like it means something embarrassing. It sounds like it means something unspiritual or unholy in some way.

So I want to remind people that the greatest millionaire's and billionaire's that are walking around on the planet right now either have experienced debt, or are still in debt.

I remember Donald Trump when he went through those struggle years and many people forgot that he was down on his luck and walking the streets of New York and begging the banks to extend his credit because he was in debt.

He managed to make that work out. He's obviously doing fine now. He may even still carry debt, I don't know if he does or not at this point and it doesn't really matter.

I think as long as we judge debt as a baggage negative type of experience we will make it persist.

The way through this, and again this is Abundance Paradigm kind of thinking here, is to ask yourself what does it mean that I'm in debt. And again, you're going to get an answer.

If it doesn't come as easily with just talking to yourself or writing it out with a pen on a sheet of paper in front of you or on your computer, go get your friend, go get a glass of beer or wine and start complaining.

And as your complaining, say I want this car and I'm following this Joe Vitale method and I'm going to get this car because he's got BMW's and he says it's a great car but darn it, I've got this debt. And this debt has been bothering me and this debt means blah, blah, blah.

You're going to say something in your story to your friend over the alcohol. That something, that story, that meaning is the belief that caused the debt.

Once you have that belief, that meaning, you can go oh, I didn't know that was there. I wonder if I want to keep that. I wonder if that serves me. I wonder if I'm ready to release that. I wonder what would be better than that. And then choose the better belief.

And again, I'm not wanting this to sound like I'm oversimplifying it, because this is so powerful, most people don't think on this level at all. Most people if they're complaining are just complaining.

They're not looking for any personal development. They're not looking for an awakening. They're not looking for insight, they're not looking for a cure, they're just complaining. That's what the average person in the world is doing out there.

But the Abundance Paradigm people, these people know that this is what you have to do to go to the next level. This is what you need to do to awaken. This is what you need to do to grow.

You do the belief work and as you do it the belief about poverty or about debt or about bankruptcy, whatever the beliefs are about any of those issues, as they start to disappear prosperity and abundance starts to show up and you start to feel free.

You realize that you can be an inspiration to people when you're driving around in that brand new car. What's that going to feel like, what's the gratitude going to feel like as you're driving around, as you're feeling that, experiencing gratitude.

All the other moments that are going to be coming after that are going to be even better, more enriched. More abundance, more wealth, more prosperity and

happiness. Once you start to get into that mode, you go wow, I have just moved into the Abundance Paradigm.

**Kory:** I'm seeing a pattern here that's emerging and it's good because one of the reasons that you and I wanted to do this call was because when you listen to a program, maybe once, maybe twice, there's a lot of information that bears repeating. That if you go deeper on it gets you results.

So throughout this call I'm happy that people are going to hear similar things repeated and when they hear it a certain way it goes click, and you finally get it and you go oh, that's what it means.

So I'm glad that we're revisiting some of these concepts.

So the pattern I'm hearing is that you're going to have a situation in your life and what you're saying see what's happening, and go through a process to find the meaning behind it.

So now you see the belief behind it because you're saying that's what it means to me, whatever it is, and with the Abundance Paradigm now we have these tools, these processes to actually go in and work with that. To get past it.

**Joe:** Thank you, that's absolutely correct. And I totally agree that we want to be reading, we want to be listening, we want to be watching the positive material that's out there because we're going to get the same information, but in different ways that we have to hear it.

Much like me with the gratitude story. When I was struggling, I heard about gratitude for years. It was in books, it was in talks, I had to hear it hundreds of times until I finally picked up a pencil.

So that's an example. I know the people on this call are going to do it much quicker than me. But for me, being stubborn and everything else, it took a lot.

**Kory:** Okay, that's great. So let me go on to the next one here then. This person writes – Hi Joe, thank you for your time. I feel stuck in my life in relation to money and wealth. I do not see more abundance so far. I feel scared to spend money because my income is limited. How would I overcome this situation? This person's name is Deleni.

## **Q: I feel stuck in my life and scared to spend money because of my limited income, so how do I overcome this situation?**

**Joe:** Well thank you for the question. It's a great question and I know a lot of people have that on their mind.

Well money is a big one for people, and again, go read *Attract Money Now* at [www.attractmoneynow.com](http://www.attractmoneynow.com) and of course listen to the *Abundance Paradigm* a few times to loosen the grasps of the beliefs about money that are there.

The first thing I want people to realize is that you have to be grateful for what you have. We've already talked about that but we've got to anchor it again, hit it home again, that when you're sitting there going – I have a limited income – what you're saying unconsciously at least, is that I don't have enough and I'm never going to have enough.

Those are beliefs. And the reason to understand this, and perhaps I should pause for a moment because I've used the phrase beliefs a lot without analyzing it much more.

A belief is not a fact. A belief is not a measurable reality statement. A fact is something that we can all agree on and we can measure it in some way, shape or form.

A belief is just a thought, and sometimes we just keep revisiting it and we believe that that's life, that's reality, and it's not.

So the person who's thinking well, my income is limited – is it really?

I think what they must think is that I have a weekly paycheck, or I'm getting paid by the hour, so it feels like it's limited. But is it really? Because there are other things that you could do that would probably bring in money.

Much of what's in *Attract Money Now* and the *Abundance Paradigm* will tell you about what's in the realm of possibility.

I think most of these are issues of deserving this. Like most people, across the board, don't love themselves. I mean deep down inside they think I'm not lovable. I'm not deserving of success. I don't deserve to have good.

They don't know that, and they'd even argue if you confronted them with that, but 99.9% of the population that's walking around doesn't love itself. And it's not their fault that they feel that way. They came to that conclusion because of the way they were brought up.

And again, when you say things like I don't love myself, is that a fact? No. It's a belief, it's a belief! It's not something that's true. It's not something that's measurable. It's not something we can all agree on.

It's not something we can get out of a scientific data base of gauges and balances and all this and weight it and go there it is, it weighs such and such. It's got depth and meaning and color. It's not that.

It's a belief and there are a lot of them around money. I mentioned earlier about the one money is the root of all evil. Almost everybody has that one and it's a hard one to shake because we think it came from biblical literature.

So biblical literature is very hard for us to argue with. It comes from a very high authority. But the truth of the matter is that the biblical literature doesn't say that. The biblical literature says something to the effect that, and this may not even be right, because it had to be translated from the original – it's the love of money that's the root of all evil.

It's not money that's the root of all evil. Money is nothing, its paper and ink and coins, it doesn't mean anything.

The love of money is the root of all evil, what exactly does that mean? In my experience I've found that the very wealthiest people don't really love money. They use money, it's a tool, it's a symbol, it's a way of getting leverage, it's a way of measuring if they're winning or losing in the game of life, but they don't love it.

They love what money can bring them. Power, freedom, energy, it can bring all kinds of things to them.

So the person that asked that question that's struggling, there are so many levels of beliefs that they need to look at. And of course I invite them to go read the book, it's free, Attract Money Now at [www.attractmoneynow.com](http://www.attractmoneynow.com). Go through the processes that are in the Abundance Paradigm.

There are some very in depth, soul stirring, unconscious, sweeping, cleansing methods that are in that program that I specifically developed to help people with issues like that.

Listen to those, do the clearing methods. And if there's any one thing to do right now, and again, this is harping on a theme, but Kory, you and I both know how important this is – find something to be grateful for in this moment.

And it might even be, you've got an income, you know what, a lot of people don't. You're judging it as bad by saying I have a limited income. Oh God, there are so many people that would want that limited income. You've got it, so I'm saying, you be grateful for that.

Get into the experience of oh, thank you for this money that's coming in. This is just right for what I need right now, this is perfect for me right now. Yes, I'd like to have more down the road, but right now, this is wonderful.

And genuinely move into this experience of gratitude because as soon as you do, that's when more money will start coming in.

**Kory:** So true, so true. So that gratitude, that's how you start breaking the cycle, that's the first step.

**Joe:** Yah, and the beliefs around money and deservingness, those are all parts of it too.

**Kory:** Okay, so the next question. Hi Joe, I've put disc one and two into my mp3 player and I've listened to disc 2 three times. I love the white board, as well as the meditation of going through the house and speaking to the guides and going to the temple, it was such a fantastic feeling.

I've been writing in my workbook and putting time into getting my thoughts just right. (it sounds like this person is really going for it) My question is this – I still live in the world with its demands and obligations. How do I anchor myself and live in the moment when my mind is occupied with my job and everything else that goes with day to day living? Thanks so much, your friend George.

## **Q: How can I anchor myself in the moment and still live in the day to day world of work and life?**

**Joe:** Wow, what a great guy. What a great question. I'm smiling to think that he's getting into the material so well. He's really going for it as you pointed out. He's listening to the stuff; he's enjoying it, using the guide book that came with the course.

That's how you make all of this work. You don't just buy a program and put it on the shelf. You actually open it up, you listen to it, you load it on your mp3 player, and listen to it over and over again. You do the processes, you get into the guide book, you fill out the workbook. I mean this is how you make it work.

Now as for his question, I loved it. In the Abundance Paradigm, I think it's later in the program I make a reference to the phrase 'mystic in the marketplace'. And this was a book I was going to write years ago. I'll either write it as a book, or record it as an audio program.

The idea being that we want to be awakened as we walk. We want to be a mystic in the marketplace, meaning we are with as much awareness, gratitude and sincerity as is humanly possible. Be aware in each moment, and that's our connection to the Divine as we go about our business.

There are so many people who think, oh, if I could only live in a cave in the Himalayas, or a tent in Utah, or whatever the fantasy is. And there's no phones or this that and the other and I'm just totally free. And I can totally identify with that feeling, you just mellow out and you're stress free and I can just totally relax.

Well it's easy there. The challenge is that we want to do it when we're stuck in traffic. We want to do it at a 9 to 5 job where at 4:45 they say we need this job done and it's going to take two hours, can you get it done tonight? We need to be able to do it then.

So how do we remind ourselves of that? Okay, there's a few things. I mentioned the movie Inception that I saw last night, and you saw, didn't you Kory?

**Kory:** I have, yah.

**Joe:** Well you remember the main actor who talks about having a touchstone, and he has that little spinning top that he uses for him to find out if he's in the real world or not.

He spins it and if it keeps on balancing he knows – I'm awake, I'm in the real world. I think having something like that is really cool, I think that's great.

Now a touchstone doesn't have to be some kind of toy you carry around, it can be a coin in your pocket. I talked about this in Zero Limits. Dr. Hew Len who was my co-author on that book, he came out with a little pin called the Cee Port pin. And I will often use this when I travel, I just put this little pin on my travel vest.

Nobody knows what that thing means. Occasionally somebody will ask and I'll just make up something because they'll never understand what I'm wearing it for. (laughter) So what am I looking at it for? It's reminding me to be in the moment and it's reminding me to keep cleaning in the moment. That's why I wear a Cee Port pin.

I have different things that I wear. Anybody that's seen me knows I have different rings that I have on, and I have a ring on my pinkie that Dr. Hew Len told me to keep wearing. It's a 2500 year old ring from ancient Rome that has the word fidem engraved on it. And fidem is Latin for faith.

Well, what happens when I look down at that thing? It reminds me to have faith. So I use little touchstones, much like what Leonardo De Caprio was using in the movie Inception, and a little like what Dr. Hew Len is using with the Cee Port pin. That's one thing I do.

Another thing I do is I will touch something in the moment. I don't mean another person, but I'll touch a piece of furniture, like right now I'm touching my desk. This helps anchor you into the moment, it brings you into current reality.

There'll be times I'm stuck in traffic and I want everything to keep moving, that I'll take a deep breath and I'll just touch the dashboard. I'll run my hand across the dashboard and take a deep breath and I'll relax. It brings me into the moment.

How does that work? What takes you out of the moment is your mind. Your mind starts thinking, oh, I've got to get over here, I've got to get this done, I've got to get over to such and such and the traffic's bothering me.

Or I have to accomplish something, I have a 'to do', I have a deadline and I have to get this done. Your mind will just drive you crazy. It's just a monkey chasing you up trees.

What you want to do instead is just disconnect from that and what brings you back is to be physical in this moment, in my case to just touch the dash, when I'm in traffic it will be the dashboard.

So these are some things I would suggest the person do. Always remind yourself by doing the breathing. Do the I love you, please forgive me, I'm sorry, thank you. Touch something physical. These are all things I suggest to stay in the moment.

**Kory:** Those are practical answers. That's great because I'm touching my desk and right away you bring your awareness to the moment. The more we can keep our mind in a place of openness to abundance, from my understanding, the more we're expanding that moment, I guess.

**Joe:** Thank you, yes. The Abundance Paradigm is about a mind shift. And what is going on for most of us is that our mind is not here. Our mind is in the past, it's in the future, it's rarely right here.

And these little things I'm talking about, just touch the desk, pull out a drawer, whatever, all of this brings you into the now. It's a very physical way, and a very easy way just to cut through the mind's illusion and bring you into this moment.

**Kory:** It's great stuff, and one of the things I like about your work, Joe, is that someone could go on and on about some really esoteric, abstract things, but you have very practical ways to make this work in your life and so I really appreciate that about your stuff.

**Joe:** Well, I'm trying to be the mystic in the marketplace. I'm trying to be the practical entrepreneur. Even though I incorporated my company a long time ago, I tell people I'm a sole proprietor, but I spell sole s-o-u-l. I'm spirit driven.

But I'm practical enough to know that I need results in the world because I live in the world. People who buy the Abundance Paradigm or any of my books, they want results as well.

It's not about just sitting in a cave and being giddy. It's about being happy as you go through each moment of life. Then you shift into this famous Abundance Paradigm.

**Kory:** Awesome. Let me keep going here, we've got more great questions coming up. This one here – Hi Joe, both my wife and I want to thank you for everything you've brought us. We are currently involved in your Miracles Coaching and are enjoying the Abundance Paradigm. The combination of the two is extremely enlightening and it's helped us with our new journey.

Our question to you Joe is we're into recognizing what the path we're inspired to take is. When we're faced with a decision, or a set of decisions, how will we know what is the correct path to take? Your teachings tell us that your gut will tell you, or it will feel right, or it will bubble up. But what do we look for to know the decision is the correct decision? Thanks Dominick and Deanna.

### **Q: When we're faced with a decision, or a set of decisions, how will we know what the correct path to take is; that our decision is correct?**

**Joe:** Well, what a great question and thanks for being in the Miracles Coaching program. And if people don't know what that is, go to [www.miraclescoaching.com](http://www.miraclescoaching.com) and explore it.

What a great question that one is. It reminds me of a dialogue that I had with Dr. Hew Len one time before the book Zero Limits was out and we were talking directly, working on the book at that point.

So we were having conversations and walking and I was talking about free will, I was talking about choice, I was talking about decisions. I don't remember the exact wording of his statement, it's in the book Zero Limits, but it was along the lines of – if you still have a decision to make, you're not clear.

It stopped me. I remember just stopping in my tracks and going oh, wow. And what he meant was, if you're clear, you know what to do. The decision is there. When you have to think about a decision, going do I do this, or do I do this, do I do A or do I do B, do I turn left or do I turn right it means you still have beliefs about what you're supposed to do.

So what do you do in that particular case? Well, you've got to clean. You've got to clear. You've got to do the methods that are in the Abundance Paradigm. You've got to do the four statements, I love you, please forgive me, I'm sorry, thank you. You've got to do the whiteboard, erasing back to Divinity.

That's the first level because it's so meaningful. It's so wise to realize that when you are clear, the decision is there. You don't even think about it, it's just the natural next thing for you to do.

So if you're facing a decision it means you're not clear inside yourself about the calling that is right for you at that moment. There's still beliefs that are hanging from the riff raff and that you want to clean those beliefs so you can see what the decision is. That's the first level of an answer.

The second level answer for you is, what does it feel like? In my experience, there's this sunny, jubilant feeling inside of yourself, it's kind of like a smile on your heart that says this is the way to go.

It's not a jump up and down, I won the lottery kind of feeling. It's more of yah, that's the right way, it feels great, this is it, this is the way I'm going to go because this is the natural next step for me and everything in my being has the lights on.

I was talking to someone the other day and we were talking about following the yellow dots. Meaning that as you go through life you look for the next dot that lights up that says go this way.

**Kory:** Okay.

**Joe:** And maybe that's on the level of an esoteric statement, but you could internally, and all of this is subjective, it's going inside and asking what's right for that particular person. You're just looking for, where does the light come on?

Does it feel like this is a green light? Does it feel like going in this particular direction? You're going yah, that feels like the lights went on for me to go down that road. Like the railroad track line, all the lights go green and you just go down that track.

But if you look and it says, oh, yellow, or it feels like red, or there's nothing there at all, you know that's not the way to go at all.

There is an internal barometer that is more feeling based. Even as I say that, if it still feels foggy to some people, or even to the people that asked the question, then that's where I'd say you need more cleaning or clearing.

That's where you imagine you're looking at this whiteboard or projection screen and imagine on it you wrote down – I can't make a decision. I've got A and B in front of me and I don't know which one to do.

Then you imagine taking an eraser and erasing those statements. Then sit with it and see what inspiration says to you. Because it may bubble up like, do A, with a yellow dot behind it, I don't know.

Or it may be something else for that person. I don't want to paint the picture because I don't want to create a limitation. I just want to say pay attention to the cleaning, pay attention to the whiteboard, and pay attention to how you feel.

Does it say go in this direction, or no, go in this other direction.

**Kory:** Well a couple of things come to mind when I listen to your answer. Great answer. One thing was that you say, I have to make a decision and you could put that on the white board that you even have to make a decision. It might be interesting to just let that go in the first place.

**Joe:** Oh yah, I love that one because who says that you have to make a decision? That's a belief right there, that's not a fact. That's a belief right there. What have we got, some government body saying you have to make a decision by 5:00 tonight? That's a belief so I'm very glad that you pointed that out because beliefs are everywhere and sometimes we don't even know it because we take it for granted.

We assume that what we just stated as a belief is the way the world works. And that's not necessarily the case; we want to question all of it.

**Kory:** And the second part, Joe, and I think this will be useful for other people is that I often know what the direction is, if I'm honest with myself. I'll get an internal voice that says this is right, this is right, but then I start to second guess it. And I get into what if I'm wrong and the fear that's associated with that.

From what you've said so far, now I would say let me tell someone about the fear I'm feeling if I make the wrong decision and use that as a starting point to clear, you know?

**Joe:** Yah, I love that and I'm really glad that question followed the other one because another statement of observation is that most people aren't honest with themselves.

And I say you have to be ruthlessly honest with yourself to get what you want in the world. And even the person who says I have decisions to make and I don't know how to make the decisions, they might be lying to themselves. They might know what the decision has to be but they're afraid to make it.

Which is why you have to do the cleaning and clearing because fear is keeping you from making the decision. Very often we know that we've got to go do this, the Divine wants me to go do this, but I don't want to do this. Well why not? You want to be ruthlessly honest.

I intentionally add ruthlessly when I say honest, I add the word ruthlessly because it's real easy for us to weasel out of being honest with ourselves. I'm being honest with myself – well, are you really?

Are you being ruthlessly honest with yourself, no escape clauses, no wiggle room. If you really had the push come to shove and you're talking to the angels, and you're really saying awe come on, you really don't know what the decision is? That's when you have to be honest and when you're honest you probably know what it is.

So, the second part is talking yourself out of it. This is the number one thing I see people do across the board in everything. Whether it is marketing or self development or cleaning or anything. They'll buy all of my books, all of my tapes, they'll buy the Abundance Paradigm, get inspired, but what happens? Most people talk themselves out of their own good.

And this is something I used to do too, until I became aware of it. Then I realized you really want to do this but you're talking yourself out of it. We second guess ourselves, like the person said, we doubt ourselves, we question ourselves, we start to wonder if even with all the inspiration that came our way, how is this going to work out?

How am I going to look if it does work out? How am I going to look if it doesn't work out? And we let our mind drive us crazy. This is a call for a lot of cleaning and clearing. This is a call for using the very powerful processes that are in the Abundance Paradigm.

Now even beyond all that, I can cut through some of it and tell you all, look, you're afraid in most cases that it will work out. You're afraid of success. I'm not talking about you, Kory, but rhetorically for everyone.

**Kory:** I'm willing to accept that as true for myself.

**Joe:** Most of us have a limitation on what we will accept as our own good. I saw a counselor decades ago and one of his favorite questions of me was and a lot of other people was – how good can you stand it?

How good can you stand it? Because most of us, again going back to the belief that we don't love ourselves, we may think we're not deserving of success, we may feel like we don't deserve much of anything are going to put a ceiling on what we allow into our life to feel good.

If we go over that, it's like a feel good set point, if it goes over that, we'll start to get rid of it, we'll start to have accidents, or health problems, or money problems or relationship problems. We'll do something to make ourselves feel bad again.

We'll do something to bring our barometer down so we're at the comfort level where we're okay at that level of success.

What I've been working on with myself and what I do in the Miracles Coaching program with anyone who'll listen, is let's lift the ceiling of possibilities. Let's lift the ceiling of deservingness. Let's lift the ceiling of abundance so you can have and experience more in your life.

Now again, for that person asking, and thank you for asking, it's a big, bold question a lot of other people will have in their hearts and in their minds is all an issue of – you must take action despite the voices in your head.

And the more you take action and the more you clean and clear, the stronger you will get so that the actions you take after this will be easier for you.

So way back, decades ago it might have been difficult for me to ask for – I'm trying to think of something – being homeless, walking on the streets of Dallas,

walking into a TV repair shop and being a nervous wreck because I was going to ask for a job.

I remember walking in there and I can't remember everything about it, but I do know that I was asking for a job. I don't think I even had a place to stay at that point and no food in me, nothing.

The biggest thing I could do in that moment was to ask for a job.

**Kory:** Okay.

**Joe:** That was decades ago. As I did that and as I did the other things I was called to do by the Divine, one after the other, each one getting bigger and bigger, I can hang out with billionaires. I can go on Larry King, or appear in 13 movies, or gosh, you name it. Or ABC wants me on Fox TV in the morning, okay, be there tomorrow morning.

It's because I've done enough of the training wheels kinds of experience of facing fears that when I get to the big level where they ask me to jump off the moon and I'm going to fly, I say okay, I'll trust, I'm game, let's go do it. (laughter)

So for the person who's saying that I hope they understand that the fears are natural and the fears aren't saying don't do it, they're saying you haven't done this before, you're stepping out of your comfort zone, it's going to be uncomfortable, you're going to be uneasy, you're going to be nervous, but there's no real danger involved.

You're not stepping in front of a train or anything. It's not that kind of fear. It's the fear of doing something different.

**Kory:** I think that's really powerful for us to realize is that we're asking for something new, we're asking for a life we've never experienced before and it's going to be unusual and it's going to feel strange and there's going to be fear in there.

And what I hear you saying is just let yourself face those fears. Like when you were scared stiff to ask for the job and you did it anyway, that opened up another layer for you. And I think there's a pattern here of just being open to the next step and just taking it, right?

**Joe:** That's right, and you build your muscles as you go. And I'm back into training here, so I'm going to use that analogy. You don't pick up the Arnold Schwarzenegger weights on the first day, you go over to the kiddy corner, and you pick up the bar with no weights on it to begin.

Why? Because you're building muscle. Then you increase it and you're lifting cars or whatever's next for you.

It's okay to have the fear or the discomfort; you still want to take action. Don't let your mind talk you out of your own good.

**Kory:** Okay, that's loud and clear, awesome. All right, let me go to this next question here – if you don't have the biggest imagination, how does this work? Sometimes I find myself not knowing what my dream home looks like. I know I want to own a home, I don't know if it's a condo or a house. How do I change it so I can attract exactly what I want?

### **Q: I want to own a home, but don't have the biggest imagination, so how does this work?**

**Joe:** Yah, I love that question too, because I hear from time to time that I don't know how to visualize, or I don't have good imagination, and that's all fine. I think what's more important is to get into the feeling of what you want.

There's some ways to do this. One of the ways to do this is just to go online and start looking at some luxury homes, or condo's until you find a few that feel like, oh, I like these. I like the bedroom in this one and I like the balcony on this one, I like the view on this one.

And you can put together a montage, a collage I guess of different types of photo's and you'll start to create a vision board for yourself. But even more important than that, and that's one way to do it, is to get into the feeling.

What would it feel like for you to pull into your driveway and go into your home? You may not know all the elements of what it looks like visually, but how would you feel as you walk into it?

Is there a sense of total stress free living, or loving happiness, a relaxed state of mind, a giddy feeling? I don't know what it is and I don't want to put limitations on

it by programming it with my own words, but I would say, just imagine the feeling of it.

And if you want help with the imagery part of it, poke around online, look at different housing magazines, architectural digest and some of the other ones and play with possibilities.

And have fun with this. This is the important thing. As soon as you make it work, now you're going to gum up the process and you won't attract anything because you don't really want it.

You want to attract, and you will attract the things you're in love with. That's like a big point right there. You're going to attract the things you're in love with. Create this vision using aides on the computer or in magazines and create this feeling that you fall in love with and let that direct you to the property.

**Kory:** That's a great answer. That's excellent. So here's the next question I've got – dear Joe, I haven't received the Abundance CD's yet but I've watched the Zero Limits weekend and benefitted from it tremendously. Since then my life has been all about cleaning every opportunity I get.

My biggest sadness is the love of my life has left me. I keep cleaning on my part, or the part that make my love make the decision to leave me, and made our relationship turn out bad.

Since then I've left it up to Divinity whether he's the right man for me, and if he's right I think he'll make his way back. If he's not then Divinity has something else in store for me.

My question is, is it possible to use the Law of Attraction to get myself another chance with my love? I keep on clearing, but nothing seems to change, does that mean I've done it wrong?

Thanks Joe for taking the time to read through my question.

## **Q: Is it possible to use the Law of Attraction to get another chance with my love, who left me?**

**Joe:** This is one of the most popular questions I get on almost a daily basis. Usually it's more pinpointed. This person is coming from a more enlightened view

of the situation. But most people will say can I use the Law of Attraction to get my spouse back, or my lover back, or my partner back. And that, to be blunt is a violation of free will.

That's the first thing I want to say. You're not using the Law of Attraction or the Law of Creation or anything else in the metaphysical or esoteric world, or even in the world of psychology to manipulate people.

You don't want to do that, it's a violation of free will, it's bad karma, it's not what the Divinity has got us here doing on the planet. We all want to enrich ourselves, we want to awaken and we want to support others in awakening.

So what I remind people who talk about relationships including this one, is that there is, the last I heard, about 7 billion people on the planet. Seems to me there would be at least one other better match for you.

**Kory:** When you say it like that, it's .... (laughter)

**Joe:** But most people do, and this is our ego, but we've got to love our ego, it's keeping us from walking into walls or walking into traffic, I mean the ego is helping us get through the day and we need it to be the marketplace guy when we still have to go to the marketplace.

But we've got to remember that the ego puts a great big red target on a person and says that's the one. The ego hasn't seen the other 7 billion people. That is an incredible limitation to put on the Divine to say let me use the Law of Attraction to get my partner back.

So what's the better way to do this? Focus on the elements that you love in another person. If there were things that you love about the person you love, I would focus on that.

What characteristics, what personality did they have? What made you love that particular person, what was the ingredient there? Then also look around and go what are some of the other ingredients I really love, and I'd like to have them all in one package.

Because what you're doing, this is like manifesting a home, you're putting together the image, the feeling of the partner for you, then you're allowing the

Divine using the Law of Attraction and the Law of Creation as described in the Abundance Paradigm to bring the match to you.

With 7 billion people on the planet, you might be matched up with some incredible person that is far beyond what you ever had before. And I'm not dismissing anything because I don't know you or your partner or anything like that.

I just want people to expand their mind and quit thinking from a limited perspective, like before – I want money but I don't want it to come from the internet – or I want a relationship but I don't want it to come from anybody but this other person.

No. That's all ego stuff. That's scarcity stuff. Let's come from the Divine, it's not about us picking and choosing what we want.

The Abundance Paradigm is about allowing the Divine to give us the miracles that will dazzle us. That will be so much better than what we could ever imagine to want. Do you see how powerful that is?

**Kory:** Yes, I can see what you just described. Would you actually go so far as to write down a physical list of those qualities?

**Joe:** Yes I would. There was a friend of mine years ago, we were in a master mind together and she walks in with a list of 27 things she wanted her partner to have. And she read the list out loud because it was a mastermind and this is one of the secrets to making things manifest even faster.

You can accelerate the Law of Attraction when you join forces with at least one other person. But if you've got a group of 5 or 6 people, like in a master mind then you can accelerate the process and everybody can help you with their energy and their focus to help you attract it.

So she walked in and she had 26 or 27 characteristics and she read all of them. We questioned one or two of them, which made her blush or cross it out. And before we knew it, in a couple of months she found that person and she's been with him for about six years at this point. Whatever that time was.

So yes, that's a great observation. Go ahead and write those characteristics down.

**Kory:** Well I think that's powerful for people to hear that she did something that most of us wish, or we think about or I'd like that to happen. But just the act of taking fifteen or twenty minutes, or half an hour to write that down just solidifies a lot of things in the process of manifesting.

**Joe:** Well it does one other thing that I'll quickly say and that is that it communicates with your subconscious mind. And the subconscious mind is much more powerful. It receives impressions based on emotion.

If you write the characteristics down, it is sensing what you're writing and feeling what you're writing so you're communicating with a deeper more powerful part of you which is going to go out there.

In a way, it's taken an order from you. You've just said this is my order, this is what I want you to go get. And it's going to engage the Law of Attraction and work on a Universal level to bring that to you.

**Kory:** So instead of looking at the one person you've identified, it has 7 billion people to choose from.

**Joe:** Yes, and it's excited. I'm kind of smiling big because this person that asked the question doesn't have any idea how wonderful it is. Forget going to matchmaker.com, the Universe has 7 billion people.

**Kory:** That's right and they're all in touch through our unconscious. Okay, I have a couple more questions here. Here's an interesting one Joe, I'm curious to hear what you have to say to them.

The person says – hi Joe, can you explain Karma vs. the Law of Attraction? What if our karma coming into this life was to be poor? Can the Law of Attraction override our karmic life for being poor and how would this work?

## **Q: Can the Law of Attraction override our karma if we were meant to be karmically poor?**

**Joe:** I love it! I love it! First of all, the Law of Attraction is karma. It's karma. It's the Law of Attraction. You are attracting into your life exactly what you've already pre-programmed yourself to get. This is karma, there is no difference. This question has come up before in other places.

I was asked this point blank in front of an audience one time where I had to think on my feet and I realized that there was no difference. People are thinking that if it's karma then you can't change it.

If it's karma it's pre-destined and I'm just stuck with it. That's not true. That's just a belief.

This goes back to what's a belief. People come in and say my karma is to be poor my entire life. Give me a break. Is that a belief or a fact? That's not a fact. You can't measure that, we can't all agree on that. That's not something we can scientifically prove.

So if it's a belief, what do you do about it? You clean it, you clear it, you do the processes in the Abundance Paradigm. And as you do, you change your karma.

**Kory:** That's a powerful answer, Joe, I've never heard it said so clearly and bluntly, I guess, but I can see how it's true, you know.

**Joe:** Well, sometimes I just have to be blunt to get the point across.

Too many people are using karma like an escape clause. So in other words, instead of doing things, or following their own passion, or even following what the Divine is inspiring them to do, they talk themselves out of it by saying I can't do that, that's not my karma.

You know, and example for me, and I don't think you know this yet Kory, but I'm going to be recording my own music CD in this upcoming new year.

**Kory:** Oh, wow, that's great.

**Joe:** I've been on an intense learning curve, singing, I've been writing music, I've been learning more music. I did it before this call, I'll do it again after the call, I did it this morning, I'll be doing it tomorrow. So I'm on an intense mission here.

And it's divinely inspired, but as it came in, everything started to come up in the way of – you're not a singer, you're not a songwriter, you don't play guitar in front of audiences. So I had to look at all of that.

Then the trump card shows up and it says it's not your karma. It's not your karma to be a songwriter. And I had to look at that and go, these are just beliefs.

Now, because I changed all those beliefs I am running into famous singers and songwriters. There's one in the local area Ray Wiley Hubbard who's pretty well known. He wrote a famous song called Snake Farm, he's like the Willie Nelson of Texas here, and I heard about him for years, but I never met the guy, I never saw the guy.

I was with one of my guitar instructors one night and I said lets go eat. We go over to the pizza place around the corner just as Ray Wiley Hubbard pulls in.

**Kory:** Oh my gosh.

**Joe:** We ended up hitting it off and spent three hours together in the Vitale cigar room upstairs and during that three hours and during those three hours Ray Wiley Hubbard was basically giving me a clinic on how to write songs.

Now why did that happen at this point in time? Because I had cleaned the beliefs, I had cleaned the 'karma' and changed the Law of Attraction. The Law of Attraction is always operating, and now that it's not pulling into my awareness that I'm not a singer, it's now pulling into my awareness that not only are you a singer, you're hanging around with singers.

Not only are you a song writer, but you're hanging around with song writers. Not only are you now practicing music, you're going to be recording your own CD in 2011. Take that karma!(laughter)

**Kory:** Take that karma and shove it. (laughter) I love it. I can just see myself, that if we have these beliefs operating, the Law of Attraction can't do anything about it. It's not going to override our free will and say I know deep inside you want to be a singer so I'm going to make these things happen for you.

If you're consciousness and karma isn't going to let it be.

**Joe:** Yes, the Law of Attraction is just matching what you unconsciously believe. So if you're feeling oh, I'm not a singer, it's just going to reinforce it because that's what you believe.

As soon as you change it to I am a singer, hey, pizza with Ray Wiley Hubbard.

**Kory:** Well congratulations on that, that's very exciting, I can't wait to hear more about that. I think we have time for one more question here Joe.

**Joe:** All right.

**Kory:** Maybe two, we'll see. So this person asks – in reading you Attractor Factor when you speak of the beliefs to install, when installing these new beliefs and you're not clear, will they cancel each other out, or will they still make some kind of a shift in attracting abundance?

**Q: If you're installing new beliefs and you're not clear, will they cancel each other out, or will there still be a shift toward abundance?**

**Joe:** Well, the first thing I want to say is The Attractor Factor was a stepping stone. The Abundance Paradigm goes beyond it. The Abundance Paradigm certainly includes the Attractor Factor, but it goes beyond it.

So when we talk about establishing new beliefs, it's one of the steps we can take when we're in the earlier stages of awakening.

When we're in the second stage and we talk about empowerment, that's when you find out you have beliefs, you have power, that you can change your beliefs and get different results, it's a wonderful place to do that.

And I want people to go beyond that. I want people to go into what I call the fourth stage of awakening where you are taking your orders from the Divine. We are not dealing with beliefs in terms of replacing them. We're only dealing with them in terms of erasing them.

This is a big shift. I love my book The Attractor Factor, and it is still making a difference in, gosh, hundreds of thousands of lives all over the planet. But that's a particular level of awakening. Its sure better than being a victim, which is stage one.

But there's still stage three and stage four. And with the Abundance Paradigm, which everyone on this call has, or else they couldn't be on this call, you're going to an advanced level.

You're going to the place where The Attractor Factor is kind of like old news, its training wheels, and you don't need training wheels anymore.

So my big suggestion here is to keep clearing and cleaning and go back to that big white board we keep talking about and use the meditation in the Abundance Paradigm.

But to go back to the whiteboard and the white screen, when we are tempted to have a belief, realize that you just wrote that on the white board, and erase it. That is a belief between you and Divinity.

**Kory:** I can see how it's a seductive idea to think hey, if I could just install this belief in me then I would be more powerful and more able to do things. And what you're saying is by clearing and going beyond that – how does it work?

If that's what you're thinking right now, that I have this belief and I'd like to have this other belief instead, what's the new process you'd advise someone to use to move through that in the Abundance Paradigm?

**Joe:** Well that's a great question. The first thing I'd do is realize that you're still coming from the ego. The ego is trying to manipulate the universe. The ego is saying this old belief isn't working for me anymore. The belief that there isn't enough money, so I want a new belief that there's more than enough money.

That's a worthwhile belief, nobody can argue with that. If you want to have that as a belief you can do this. But it's a limiting belief because in the Abundance Paradigm you would erase that and instead of having more than enough money, you would have it all.

**Kory:** Hmm, that's powerful.

**Joe:** It is a massive and dramatic internal shift that changes your life forever once you get it. As you pointed out, it's very seductive to come from the point of view that you can manipulate your beliefs, you know, I don't have beliefs that are serving me, so I'll just implant some new ones in my head.

So what you're doing is being a self programmer and you're programming your mind to have a different result. That's still good. That's better than being a victim. But it's a limitation and it's still a division from what I'll call enlightenment. It's a division between you and Divinity itself.

And where I am urging people to go is into the white board, the old Buddhist phrase, you know, I'm pointing to the moon, don't look at my fingers, look at the moon.

**Kory:** Right, right. The rewards and the results are just so much greater when you let go of those beliefs.

**Joe:** It is so dramatically, overwhelmingly better. It is so vastly greater that there is no comparison. And it's hard to fathom when you're still in the egoic realm of trying to manipulate beliefs to manipulate reality.

**Kory:** What's great about this situation is that everyone on this call has the Abundance Paradigm, they have the tools to go ahead and start following your advice by taking these steps.

Okay, last question Joe – What are your favorite techniques that you use to keep yourself in a state of positive vibration.

## **Q: What are your favorite techniques to keep yourself in a state of positive vibration?**

**Joe:** Hmm. Well, it's probably a great question to end with because it's going to be a kind of summary.

The number one is gratitude. You know, for the most part, I am staying tapped in and turned on; I'm revved up most of the time. I'm following my dreams, living my passion and energy pretty high most of the time.

There are dips and flows and I'll pay attention to that. If there's a dip I'll ask myself, okay is it because did I eat the wrong food, or did I not eat, do I need to be hydrated, do I need to drink water? Is there a thought going through my head that is not a positive thought? Do I need to do the famous Mindy approach and what if – upping it to something better and just think up thoughts?

Or do I need to get into that experience to find something to be grateful for and lean over and look at my autographed photo of Mark Twain and go gosh, how in the world did I do that? Or look around at my reading glasses, or be on this call.

This is such a joyful experience to be on this call with all of these people all over the world that have bought the Abundance Paradigm knowing that I'm making a dent and making an impact and making a difference.

And having you, Kory, asking these great questions and the follow up questions that helps enlighten people to the deeper meaning I'm trying to get across. I'm so incredibly grateful, and that gratitude shifts me.

And I'm not above taking a nap every now and then. Maybe I'm just doing the Inception thing and I take a nap and go into another world, I'm in a parallel universe of some sort.

In my book Life's Missing Instruction Manual I said sometimes most of the world's problems can be solved with a good nap. So I'm not above saying it may be time for a siesta and I can do a power nap in ten minutes, wake up and good lord, I'm ready to run a marathon, or write a book, or something along those lines.

Then I think the final thing, and the most important thing, and the thing I keep doing as much as I can remind myself to do is in my head, I visualize that whiteboard.

That white projection screen and whatever is going on in my world, it might be I didn't receive something, someone hasn't returned my call, or there's some little nagging thing that's in my awareness, I write it down on the whiteboard because I'm experiencing it as a projection. And I mentally erase it.

That is an advanced clearing technique and I talk about it in the Abundance Paradigm. But I live these methods, the very things I write about and teach are the things I live, breath and do.

But if there's any one, it's probably gratitude. Find something to be grateful for. I do it and it works.

**Kory:** Well Joe, I think that's a perfect place to end this call because I'm sure everyone who's called in has a sense of gratitude. I know I have a sense of gratitude right now, for your time and your work and all the energy you put into sharing these with us.

So let me end by saying thank you so much for giving us this experience, Joe, it's been a pleasure.

**Joe:** Thanks for the great questions and the follow up. I appreciate and love everybody on the call. God speed to all of you. Listen to the Abundance Paradigm and go for your dreams.

**Kory:** Thanks Joe and thanks to everyone listening in. Take care.