

## **The Slight Edge: Chapter 10** **Monday, February 12, 2007 Call**

#1 in Research at Nutritional Supplement Conference at Scripps  
Mannafest 2007!!! **Dr. Sinnott on call today at 10:45a.m.**  
Incentive 2007: See you on the cruise!  
10 Reason to Attend Mannafest - Dr. Tim Jaeger (866)471-7711  
Price of Mannafest tickets increase February 16<sup>th</sup>.

“The Slight Edge” by Jeff Olson

### 1. Chapter 10 Turning your dream into reality

Four single and fundamental steps you need to take for your dreams to turn into reality:

#### a) Write your dream down

The skill of envisioning: create a picture and make it so clear that it feels real.

This involves both visualizing it in your head AND writing it down. One without the other will not work.

Speaking it out loud is most powerful. Exercise: start with 5 dreams; then ask what and when for each one (get specific, get clarity, get timing).

Mannatech: dream boards, setting goals to support your vision

#### b) Take a look at it everyday.

Why? Same reason why you surround yourself with positive people...you need to counteract the law of gravity. (aka the force of mediocrity)

Surround yourself with whatever you can to state “Your dreams are real, your dreams are real, your dreams are real.”

“Whatever you can do, or dream you can, begin it. Boldness has genius, power and magic in it.” Goethe

The power of your subconscious can not be denied.

#### c) Know and pay the price.

You do not buy your million dollar house with a million dollar check. You pay for it with a penny a day...you just need to figure out what the penny is.

There is always something you will have to give up, delayed

gratification.

Whatever price you pay, there is a bigger price for not doing it than there is for doing it.

Another way to say this: the price of neglect is much worse than the price of discipline...it may take a few years to get your success on track, but it takes your entire life to fail.

d) Start with a plan

Not a perfect blueprint, but a plan to get you out of the starting gate. The plan will not be the one that gets you there, but one that gets you started. **GET THIS CLEARLY**...not the perfect plan. It is like the penny...must start with one to get compounding. So start with a plan, and continually improve it as you make headway. A plan is imperative.

Story of his German organization.

Read the quote on p.139 from Murray (also in my Pathway class)

Again, it is with a plan of small steps that create a chain of events to transpire, and over time, action creates incredible results.

But, no plan...no action ...no leading into success.