

The 90-Day Prosperity Experiment

Day 60: Your True Value *by Kate Nowak*

Hello from my heart to yours,

As I mentioned a few days ago, for the remainder of the 90-Day Prosperity Experiment we will be studying the Five Laws of Stratospheric Success as As I mentioned a few days ago, for the remainder of the 90-Day Prosperity Experiment we will be studying the Five Laws of Stratospheric Success as outlined in **The Go-Giver**, a modern day fable written by Bob Berg and John David Mann.

The Go-Giver is an enchanting tale about an ambitious young man named Joe who is yearning for success. A true go-getter, Joe sometimes feels the harder and faster he works, the further away his goals seem to be.

In desperation, Joe seeks the advice of the "Chairman" a legendary consultant named Pindar. After briefly meeting with him, Pindar agrees to work with Joe for a period of five days, during which he promises to divulge pertinent information regarding what he calls his Trade Secret: The Five Laws of Stratospheric Success.

But first there is a Condition that Joe must agree to meet. Pindar asks that during the course of the five days, as the laws are explained to him, Joe agree to personally test each of the laws by actually trying them out. Simply thinking about them and talking about them will not do. He must apply each law in his own life.

As I read the Go-Giver, I realized that it was the stipulation of that Condition, that made it possible for Joe to fully understand the five laws and learn how to use them to his advantage. Had it not been for Pindar's Condition, the laws would never have gone beyond being words on paper, and any success would have been marginal, at best.

With that in mind, I now have a new Condition to present to you:

Throughout the remainder of this Experiment and in the context of the daily messages, the Five Laws of Stratospheric Success will be introduced to you. To get the ultimate benefit from them, I suggest that as they are revealed, you apply each law in your own life.

As a way of helping you decide whether or not you will abide by this Condition, I'd like to share a bit of the dialogue between Pindar and Joe after the Condition is first stipulated:

"Joe started to give his assent but Pindar stopped him and continued.

'And that's not all. You must apply each Law right away, the same day you first learn it.'

Joe looked at Pindar to see if he was kidding. 'Seriously? Before I go to sleep that night? Or I'll turn into a pumpkin?'

Pindar's face relaxed into a grin. 'No, you have a point, you won't turn into a pumpkin. But if you don't abide by my Condition, our meetings will come to an end.'

'But,' Joe stammered, 'not to sound impertinent, how would you know?'

'Another excellent question. How would I know?' Pindar nodded thoughtfully. 'I wouldn't. But you would. It's the honor system. If you don't find a way to apply each law I show you the very same day you learn it, I'll trust that the next morning you'll call Brenda to cancel the rest of our appointments.'

He looked at Joe.

'I have to know you are taking this seriously. But here's what's far more important: you have to know you're taking this seriously.'

Joe nodded slowly. 'I think I understand. You want to make sure I'm not wasting your time. Fair enough.'

Pindar smiled. 'Joe, no offense, but you don't have that kind of power.'

Joe looked confused.

'I mean, the power to waste my time. Only I can do that. And truthfully, it's a vice I gave up a long time ago. The reason for my Condition is that I don't want to see you wasting your time.'"

Here's the First Law of Stratospheric Success:

The Law of Value:

Your true worth is determined by how much more you give in value than you take in payment.

In his classic masterpiece, **The Science of Getting Rich**, author Wallace Wattles said essentially the same thing when he wrote: "Give every man more in use value than you take from him in cash value; then you are adding to the life of the world by every business transaction."

A few days ago, I spent an hour or so working outside in the heat. When I walked back into the house, I was immediately appreciative of the wonderfully cool air being distributed by our central air conditioning system. We installed a new system a couple of summers ago as a way of cutting energy costs, and at the time we made the purchase, we felt the price was a bit steep. However, over these last two years that bit of hard working machinery has not only saved us money, but it has given us far more in comfort value than we originally paid. On this particular day, in fact, as I walked in from the heat, I would have gladly paid twice the asking price to insure such cool comfort.

This First Law of Stratospheric Success does not mean we are to give more than we receive. As any savvy business owner might tell you, that would be a quick way to go bust. It simply means that the intrinsic value in what we give in exchange for money -- whether it be a service, a product, or an idea -- be higher than the value received. Our cooling system is one example.

I think most of us are "hard-wired" to give more in value than we receive in return. We want to give more than we ask because it feels good to do so. It makes us feel connected. When we take more than we give in return, we diminish the overall value of the transaction. No matter what the value of the

product, service or idea we are exchanging may be, if we ask more in return than it is worth, we are not only cheating another, we are cheating ourselves by stanching the energy flow. We are demanding that the flow go only one way. Imagine how quickly the world's oceans would dry up if when the tide flowed in, the land sopped it up like a thirsty sponge and refused to allow so much as a drop to return to the sea. There is an ebb and flow of energy in all of life, including in what we give and receive.

And just like the tides, that energy flows both ways. We all know those who always want something for nothing. Trouble is, no matter what they are given, it is usually not enough. Taking without giving in return is a fear-based action. It arises out of a fear of being excluded from the plentitude of life. It arises when we step out of the flow of life and wrongfully assume we must grab and demand to survive.

When we go through life demanding that everything be handed to us we only deprive ourselves because none of us can feel totally connected to our Energy Source unless we are fully participating in the give and take of its flow.

Adherence to the First Law of Stratospheric Success is absolutely mandatory to a prosperity mindset because unless we are willing to fully participate in the give and take of life, we cannot add to value we give the world or the value we give ourselves.

Wallace Wattles knew what he was talking about when he advised, "Desire for everybody what you desire for yourself, and be sure to take nothing from anybody without giving a full equivalent in life; and the more you give the better for you."

Today's Action Step:

1. Re-read your Prosperity Business Plan and your ~~Ten~~ **Eleven** Things Gratitude List.

2. Take a moment to stand firmly with one arm raised to the heavens, the fist clenched as firmly as if you were holding on to the hand of God. Now either mentally or vocally affirm: "*As God as my witness, I am powerful today, I am brave today, I am strong today, I am fearless today, I prosper today. And I am living each moment of this day embracing my true nature and moving closer to becoming the person I am destined to be. For today and every day from this point forward this is my truth.*"

Note: If possible write this affirmation on a card that will fit in your wallet or purse and carry it with you so you can refer whenever you feel doubts or fears arising. And each time you repeat this affirmation, say the words with as much feeling and emotion as you possibly can, spending at least one full minute imagining every aspect of your life as you want it to be.

3. Place today's allotment of money in your container and read the affirmation on the container three times. Expect to receive in return.

4. Bless those around you, including your fellow participants in this experiment. See those you bless prospering and surrounded by good. Then bless yourself and see the same. You may also want to continue blessing those on the blessing request list. Reading the responses will give you an opportunity to see for yourself.

5. Return to the blessings requests and read the responses being posted by those who have been blessed. (you'll find a link at the bottom of this email, or simply go to bettertobless.com and click on "Request a Blessing") Your blessings are making a difference. Reading the responses will give you an opportunity to see for yourself.

Today's Quote:

"Most people just laugh when they hear that the secret to success is giving...
Then again, most people are nowhere near as successful as they wish they
were."

- Pindar, from *The Go-Giver*,
by Bob Berg and John David Mann

Today's Affirmation:]

"I love to give because I can."