

Getting From Here To THERE

How To Get From Where You Are
To Where You Want To Be

----- by -----

TOM HART

----- inspired by -----

Jack Canfield, Tony Robbins, Brian Tracy, Louise Hay,
Oprah Winfrey, Deepak Chopra, Gary Keller, Dan Zadra,
John Wooden, Wayne Dyer and Napoleon Hill

www.SuccessSeriesLLC.com

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Written by Tom Hart

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This eBook is meant to be used as a resource guide for Success Series workshops presented by Tom Hart. For information on Success Series seminars, coaching and trainings, please visit: www.SuccessSeriesLLC.com.

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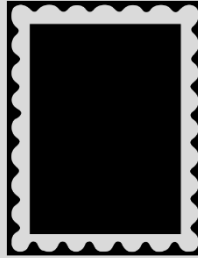
Getting From Here To There

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FOREWORD



FOREWORD



Worthiness is your birthright. That's what I am here to tell you, for sure, that you are enough. You are whole and complete, simply because you were born.

When it comes to manifesting the lives we now most desire, we attract the strongest support from the Universe when we start from a place of feeling fulfilled and abundant, not from a place of lack. Think for a moment about how the energy of attraction works:

LIKE ATTRACTS LIKE
That is the Law.

So, the energy of deficiency, brings you more deficiency. The energy of abundance, brings you more abundance. As you embrace and connect with your wholeness, your True Self, you align with the most powerful energy in the universe, that which is the source of all things: I'm calling it Source Energy, which is ready and waiting to flow with you, to help you, to support you in all that you desire.

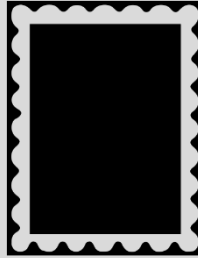
Open your heart to the truth that:

YOU ARE COMPLETE
You Are 100% Complete
Just As You Are.

In that knowingness you can attract ALL that your COMPLETE, True Self, desires.

- Oprah Winfrey

Getting From Here To There



At the level of your True Self you are already complete. You are whole. The only thing the True Self wants is to have you whole, which involves growth, expansion and evolution. Just by being yourself you direct the energy of attraction where it needs to go. There is no need for massive will power. Because fulfillment is our true nature, our birthright, the energy of attraction is working for us in a positive direction. That is its natural tendency. But, we make the decisions. Our personal choices define what gets attracted to us. If we feel unworthy or guilty about desiring good things for ourselves, it means we do not know our True Self.

Once set in motion, a desire brings more than one isolated result. All desires are woven together in our lives. A new car, a new love interest, a new faith ... each

speaks to how we see ourselves, the self we identify with, and that is always changing. When we desire with conscious awareness, we are connecting to what the True Self wants for us. In a word:

THE NEXT THING YOU WANT, IS THE BEST THING FOR YOU.

- Deepak Chopra



Tom Hart & Deepak Chopra

Getting From Here To There

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INTRODUCTION



INTRODUCTION



This eBook is for ambitious people who want to get ahead faster. If I could only convey one thought that would help you to be more successful, I would tell you to “write down your goals, make a plan for their achievement, and work on your plan everyday.” This advice, if you followed it, would be of more help to you than anything else you could ever learn and apply.

By following the practical, proven process of goal setting and achievement outlined in this eBook, you will be able to accomplish more in a shorter period of time than you have ever imagined before. By following these simple and easy-to-apply methods and techniques, **you can create the life you want.**

Imagine yourself... free, happy, alive, **abundant**, peaceful, open, smiling, **empowered**, radiant, shining, **authentic**, embracing, juicy, healthy ... **TRANSFORMED**. Imagine that YOU!

This eBook will become a **guide for you to get from where you are to where you want to be.**

Getting From Here To There

CHAPTER I



Unlock Your Power

UNLOCK YOUR POWER



All successful people are intensely goal oriented. They know what they want and they have a plan for its attainment. They know an action they can take...everyday. Your ability to set goals is the *master skill* of success. Goals unlock your positive mind and release ideas and energy for goal attainment. Without goals, you simply drift through life. With goals, you are intentional and directed by your thoughts, ideas, and intuition...your inner guidance system directing you toward your desire result.

One of the rules for success is this: *it doesn't matter where you're coming from; all that matters is where you are going.* And know this life axiom: ***where you are going is solely determined by you and your own thoughts.***

Clear goals increase your confidence, develop your competence and boost your levels of motivation. Accepting the above axiom as a universal truth has made it possible for me, and countless thousands of others, to take control of our lives and create the life we want.

I learned early on, the power of declaration. I vividly remember the day I “decided” to become a real estate developer. I already had an entrepreneur’s mindset, having founded two of my eventual sixteen companies or partnerships by the time I was the then age of twenty five. But I wanted to move from small business to the big leagues. You will find that there are no limits to what you can accomplish except for those limits you place on your own imagination.

Getting From Here To There

You Create Your Own World

Perhaps the greatest discovery in human history is the power of ones mind to create the aspects of ones life. Everything man-made that you see around you was once an idea in someone's mind. Where you are today, what you are in life, and who you are as a person is a direct result of the many thoughts, ideas, and action you have had up to this point.

Your thoughts form and shape your world and everything that happens to you. As you have heard time and again: ***“Thoughts are things”***, ***“You become what you think about most of the time”*** and ***“Your outer world reflects your inner world.”*** You see, your outer world mirrors back to you what you think about. Whatever you think about consistently becomes your reality. I have seen this happen many, many times in my 50 plus years. Persistent thoughts, ideas, fantasies and consistent goals, have all been manifested and continue to come true for me.

Many thousands of successful people have been asked what it is that they think about most of the time. The most common answer given by successful people is that they think about what they *want*, and *how to get it* most of the time. Unsuccessful, unhappy people think and talk about what they *don't want* most of the time.

When you are absolutely clear about your goal, you do not even have to know how it is to be achieved. By simply deciding exactly what it is you want, you will begin to move toward your goal, and your goal will start to move toward you through the Law of Attraction. At exactly the right time, and in exactly the right place, you and your goal will meet.

Because of this incredible cybernetic mechanism located deep with your mind, you always achieve your goals, whatever they are. Like your computer, your goal seeking mechanism is non-judgmental. It works automatically and continuously to bring you what you want. God, Spirit, Nature, Source, Universe, Infinite Energy - whatever is the name you give it - doesn't care about the size or scope of your goals. If you set small goals, your automatic goal achieving mechanism will enable you to achieve small goals. If you set large goals, this natural capability will enable you to achieve large goals. The size, scope and detail of the goals you choose to think about most often is completely up to you.

Getting From Here To There

Why People Don't Set Goals

Here is a question for you: If goal setting is so automatic, why is it that so few people have clear, written, measurable, time-bounded goals (S.M.A.R.T. goals to be discussed later)? I believe there are four reasons:

1. Goals aren't important to the person.
2. The individual does not know how to set goals.
3. They have the fear of failure.
4. They envision and fear rejection.

Numerous studies have shown that individuals that have given thought, written down, and have worked toward their goals achievement everyday, far surpass the level of life fulfillment, happiness, and success when compared to those who do not have clearly defined and measurable goals written down.

Viktor Frankl, in his classic book “*Man's Search For Meaning*”, wrote that the greatest need of the human being is for *a sense of meaning and purpose in life*. Goals give you a sense of direction. As you move toward your goals you feel happier and stronger. You feel more energetic and effective. One of the great benefits of goals is that they enable you to *control the direction of change* in your life. Goals enable you to assure that the changes in your life are largely self-determined and self-directed. Goals enable you to instill meaning and purpose into everything you do.

Setting goals, working toward them day-by-day, and ultimately achieving them is the key to happiness in life. Goal setting is so powerful that the very act of *thinking* about your goals makes you happy, even before you have taken the first step toward their achievement. To unlock and unleash your full potential, you should make a habit of daily goal setting and achieving for the rest of your

life. There is no greater guarantee of a long, happy, healthy and prosperous life than for you to be continually working on being, having and achieving more and more of the things you really want. Clear goals enable you to release your full potential for personal and professional success. Goals enable you to overcome any obstacle, and to make your future unlimited.

”

*Happiness is the
progressive
realization of a
worthy goal.*

- Earl Nightingale

Clarity Is Everything

Your inborn potential is extraordinary. You have within you, right now, the ability to achieve almost any goal that you can set for yourself. Your greatest responsibility to yourself is to invest whatever time is required to become absolutely clear about exactly what it is you want, and how you can best achieve it. The greater clarity you have regarding your true goals, the more of your potential you will unleash for good in your life.

Develop A Burning Desire

The starting point of all goal attainment is *desire*. You must develop an intense, burning desire for your goals if you really want to achieve them. It is only when your desire becomes intense enough that you will have the energy and the internal drive to overcome all the obstacles that will arise in your path. The good news is that almost anything that you want long enough and hard enough, you can ultimately achieve. As was determined in the turn-of-the-twentieth-century Andrew Carnegie financed study which led to Napoleon Hill's classic book *Think and Grow Rich* (www.SuccessSeriesLLC.com/success-series-rec-reading): whatever the mind can conceive and believe, it can achieve.

GO *confidently*
IN THE DIRECTION
OF YOUR *dreams*
LIVE THE LIFE YOU'VE
imagined

-Thoreau



HOMework EXERCISE

Adapted from BrianTracy.com

1. Imagine that you have the inborn ability to achieve any goal you could ever set for yourself. What do you really want to be, do and have?

2. What are the activities that give you your greatest sense of meaning and purpose in life?

3. Look at your personal and work life today and identify how your own thinking has created your world. What should you, could you, change?

4. What do you think and talk about most of the time, what you want or what you don't want?

5. What is the price you will have to pay to achieve the goals that are most important to you?

6. What one action can you take immediately as the result of your answers to the above questions?

Getting From Here To There

CHAPTER 2



Take Responsibility

TAKE 100% RESPONSIBILITY FOR YOUR LIFE



You have determined your entire life up to now by the choices and decisions you have made, or *failed* to make. If there is anything in your life that you don't like, you are responsible. If there is anything that you are unhappy with, it is up to you to take the necessary steps to change and improve it so that it is more to your liking.

As the chief executive officer of your own personal services corporation, you are completely responsible for everything you do, and for the results of what you do. You alone are responsible for the consequences of your actions and your behaviors. You are where you are and what you are today because you have decided to be there.

As CEO of your life, you are the architect of your own destiny. You are here to make your own decisions; you are the boss. You are in charge.

Develop Your Own Strategy

Just as the CEO of a corporation is responsible for the strategy and actions of that corporation, you are responsible for the personal strategic planning of your own life. You are responsible for overall management strategy, setting goals, making plans, establish measures and performance to get your desired results. You are responsible for achieving certain outputs, for the quality and quantity of the work that you produce, and the results you are expected to get.

Getting From Here To There

As CEO, you are responsible for your marketing strategy, your self-promotion and advancement. You are responsible for creating your image and packaging (your branding) to be able to sell yourself for the highest price in a competitive market.

You, and you alone, are responsible for your financial strategy, for deciding exactly how much of your services you want to sell, how much you want to earn, how rapidly you want to grow your income year by year, how much you want to save and invest, and how much you want to be worth when you retire. These numbers are entirely up to you. You are responsible.

”

*You are the average
of the five people
you spend the
most time with.*

- Jim Rohn

You are responsible for your human relations strategy, for your relationships, both at home and at work. Your choice of mate and friends will have as much or more to do with your success and happiness than any other decisions you make. If you are not happy with any of your current choices, it is up to you to begin taking steps to improve or change them.

Finally, as CEO of your life, you are in charge of your R&D department. Your own personal research and development, personal training and learning. It is up to you to determine the talents, skills, abilities and core competencies you will need to earn the kind of money you want to earn in the months and years ahead. It is then your responsibility to make the investment and take the time to learn and develop those skills. No one is going to do it for you.

Take Responsibility For Your Life

It is only when you are *free*, mentally and emotionally, that you can begin to channel your energies and enthusiasm in a forward direction. This is why, without the acceptance of complete personal responsibility, no progress is possible. On the other hand, once you accept total responsibility for your life, there are no limits on what you can be, do and have.

Getting From Here To There

I remember the exact moment I made the decision to become a real estate developer. It was a game-changer... a turning point. I recall the time and place as if it were yesterday. As I stated earlier, I was 25 years of age and was running my own business, but was trading hours for dollars. I had always had goals, having benefitted growing up with a Dad and mentors that instilled that practice in me. Now, on the verge of parenthood I knew I wanted to embark on a career path that would lead to greater wealth in order to better provide for my family. I decided. I declared. Sitting there in the den of my home having just completed a To-Do list entitled “Do It Now”... I jumped. Within ten years I was a key executive on the team that was developing the largest Class A office high-rise project in downtown L.A. history.

Once you decide to accept 100% responsibility for your life and for everything that happens to you, you can turn confidently towards your work and the affairs of your life. You become “the master of your universe”. In a

study done in New York some years ago, researchers found that the top 3% of people in every field had a special attitude that set them apart from average performers in their industries. It was this: they viewed themselves as *self-employed* throughout their careers, no matter who signed their paychecks. They saw themselves as responsible for their companies, exactly as if they owned the companies personally. You should do the same.

Take 100% Responsibility With E+R=O

Jack Canfield, in his book *The Success Principles* (www.SuccessSeriesLLC.com/success-series-rec-reading), teaches a simple, yet powerful, formula I believe should be the primary rule guiding your successful life.

$$E + R = O$$

Event + Response = Outcome

Stated succinctly, **every outcome**, we experience in life is a **direct result of how we respond** to the event. Sometimes that event is an unexpected opportunity that shows up. Other times, it's a crisis we didn't see coming. But in any case, it's just the way things are - it's the reality of our life. So how can

”

It is in your moments of decision that your destiny is shaped.

- Tony Robbins

Getting From Here To There

we create the best possible outcome for an event we have no control over? By taking responsibility and changing the way we respond to it.

How often have you reacted with fear or “I can’t” when opportunity knocks? Have you walked away from a life-changing opportunity? Or worse, did you fail to recognize and respond to an opportunity that appeared as a crisis?

Take a look at these two examples:

Event: You earn a \$1,000 milestone bonus

Response: You spend it on a weekend trip

Outcome: You have no net gain

Event: You earn a \$1,000 milestone bonus

Response: You invest it in an index fund

Outcome: You have increased your net worth

Can you see how your response - and your response alone - can significantly improve your life, or alternatively, keep you right where you are?

Successful people know that how they respond can mean the difference between moving forward or remaining in the status quo (or worse) or regretting about what could have been. In fact, one of the greatest differences between successful people and those who would merely like to be successful, is how they respond to opportunities in their life. When confronted with a negative event, successful people look for ways to transform that negative event into a positive one toward achievement and greater success.

Do You Blame Events for Your Outcomes?

Of course, responding differently means you must give up blaming the event itself. This is very difficult for most of us. Our conditioning has trained us that when something doesn’t work, we blame what happened rather than our reaction to it: *the traffic* that made you late for an important meeting, *the bounced check* that made your husband mad, *your parents* who still treat you like you’re 12, *the company take-over* that eliminated your position.

Stop blaming and complaining!

Getting From Here To There

Understand that the E (event) isn't responsible for the O (outcome) you experience. If successful people don't like the situation they find themselves in, they either:

- (a) work to make it better, or...
- (b) They leave and go elsewhere.

The truth is, for as fast as our society is moving today, things are likely to change anyway. Left alone, bad situations often get worse. But you can do something to change them - if you're willing to take 100% responsibility for your life. It's up to you to do something different.

”

The definition of insanity is continuing the same behavior and expecting a different result.

- Albert Einstein

Do You Ignore The Warning Signs?

In my seminars, most people are surprised to hear that they're usually notified in advance about the "negative" events that occur in their lives. We receive advance warnings: comments from others, gut instinct, our Intuition. These signs warn you of impending doom and give you time to prevent the disaster from happening.

You have time to change your response (R) in the $E+R=O$ equation. You can act, as successful people do - squarely facing the facts, doing the uncomfortable, and taking steps to change the outcome. Successful people don't wait for disaster to occur and then blame something or someone else for it happening. They respond in time. They prevent things from going too far.

Life Becomes Much Easier

Once you begin responding decisively to signals and events as they occur, life becomes easier. The feelings of hopelessness and lack of control go away. You start seeing improved outcomes. Once you begin the practice of listening to your Inner Self, your True Self who knows what's best for you, you will find that life appears much easier.

Nothing you want is upstream.

Getting From Here To There

Life appears easier, because IT IS. You see, your True Self steers you away from that which will harm you or take you off track to achieving your life's purpose. It guides you only to that which will serve you. You will experience a more joyful, and joy-filled life because you will ... literally ... be in the *flow*. The flow of life. Your specific and purposeful life.

Finally, you can accept the fact that you are the one who has created the way things are. You took the action, you thought the thoughts, you created the feelings and you made the choices that got you to where you are now.

You are the one who ate the food. You are the one who stayed in that job that you hate. You are the one who married him. You are the one who wanted kids. You are the one who abandoned your dream. You are the one who ignored your intuition. You are the one who decided to go it alone. You are the one who decided you were damaged goods.

You alone have the power to make something happen in your life, whether you actively create it or passively allow it to happen or continue. This goes for outcomes that are both good and bad.

Perhaps the worst outcomes are those that we simply allow to happen through our inaction: You didn't follow through on your threat to take away privileges, and now the kid's rooms are a mess again; you didn't get that training and now you're passed over for that promotion; you didn't demand an audit and now your partner has left with the money. You saw the warning signs and chose to ignore them. You didn't acknowledge the warning sign or act upon it because that would have required you to do something uncomfortable. You are the only one who can respond to a warning sign while there is still time to change it, reverse it or save it.

Getting From Here To There

How Would You Respond Differently?

Event: Your boss dumps last minute projects on you.

Response: You stay late 2-3 night a week.

Outcome: Your family life suffers.

Event: A friend approaches you with a business opportunity.

Response: You let the naysayers talk you out of looking at it.

Outcome: The business was sound, but you find yourself still in the job you hate.

Event: Your boss dumps last minute projects on you.

Response: You offer alternatives to your boss.

Outcome: You feel in control and your family is happy.

Event: A friend approaches you with a business oppor.

Response: How would you respond differently?

Think of other event scenarios and responses.



HOMework EXERCISE

Adapted from BrianTracy.com

1. Identify your biggest challenge or source of negativity in your life today. In what ways are you responsible for this situation?

2. See yourself as CEO of your own company. How would you act differently if you owned 100% of the shares?

3. Resolve today to stop blaming others. Instead, accept personal responsibility in every life area. What actions should you be taking?

4. Stop making excuses and start making progress. Imagine that your favorite excuses have no basis anymore, and act accordingly.

5. See yourself as the primary creative force in your life. You are where you are because of your choices and decisions. What should you change?

6. Resolve today to forgive anyone who has ever hurt you. Let it go. They were doing the best they could with what they knew at the time. Refuse to discuss it again. Instead, get busy working on something important to you that you don't even have the time anymore to think about that old hurt. Write down that project.

Getting From Here To There

Getting From Here To There

CHAPTER 3



Your Beliefs

CHAPTER 4



Get Clear

CHAPTER 5



Make a Plan of Action

CHAPTER 6



Calendar It

CHAPTER 7



Visualize and Affirm

CHAPTER 8



Measure It

CHAPTER 9



Stay Focused

CHAPTER 10



Be Revisionary

Getting From Here To There

CHAPTER II



Take Action Everyday

CHAPTER 12



Persist

Getting From Here To There

CONCLUSION



Getting From Here To There

RESOURCES



Getting From Here To There

ABOUT THE AUTHOR



ABOUT THE AUTHOR



Tom Hart is an accomplished Success Strategist, Master Coach and Speaker.

He is the founder of Success Series LLC, a speaking, coaching, workshop and business advisory company dedicated to empowering individuals and businesses to become their **best selves**.

Tom presents workshops, provides executive and life coaching, and consults to organizations on peak performance and other success topics in Los Angeles, Denver, Dallas and Kansas City. You can find Tom at www.SuccessSeriesLLC.com and sample his resources here: www.SuccessSeriesLLC.com/workshop-resources.

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NOTES

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