

Attract a New Car: Lesson #1

Teleseminar on 05-04-05

By Joe Vitale

Joe: Okay, this is Joe Vitale. Welcome to the first of five teleseminars on how to attract a new car and I know that people are calling in from all over the planet! I have heard from several people in Australia, somebody in Germany, somebody in Switzerland, somebody in England, and of course, Canada, and most of the states have reported in. This is a global event! No doubt that a lot of people are trying to get on the line and they will not be able to do it, because the line can only hold so many and we've got too many people trying to get on.

But I am recording it. It will make it available, later. It will be for sale later! So, everybody that is on the call right now is really lucky because I am flipping the bill to make your miracles come true.

So, the focus of these teleseminars is on how to attract a new car. Somebody asked me earlier, "Can you use it for something else?" Absolutely!! Because all of this is based on the philosophy and the method that is in my book *The Attractor Factor*!

The Attractor Factor has been a best seller twice! Some of you on the line I know haven't even received your book yet, because you ordered it either on April 5th or April 6th and the books sold out that day! It took everybody by surprise, including me and my publisher and, of course, the author of *The Harry Potter series*, because the book became number one beating even the latest *Harry Potter* book that's out there right now.

The book became a best seller twice and sold out a couple times! I understand that it's all been reprinted and another edition is going to be reprinted in a week or so. So, the book is shipping. It should be at your door soon. If you can't wait, you might be able to find it at a local bookstore. You can call around and ask for *The Attractor Factor*. But the point is the book is on the way. Whether you have it or not, we are going to go through the five steps and how you can use them to attract a new car.

If you are interested in attracting something else, whether it's a relationship, or health, or money, or a job, or fill in the blank, you can use the five steps for that. But the focus of these five calls is on how to attract a new car.

I also want to say that you don't need to be on all of the calls. You can get the essence of the message from the book, from this first call, and you can get the car. You can attract your car within minutes, hours or days. But if you

want all of the material, if you want to learn more about the manifestation process, if you want to learn how to attract these good things into your life, and find what I call the “escalator through life,” then stay tuned because that’s what we are going to be talking about.

Now, you also will need a pen and a paper. So, reach over and find a piece of paper someplace and a pen or a pencil, because there are some websites that I want to give you. I’ll give them a few times throughout the call.

One of them, of course, is www.AttractorFactor.com/calls. That’s a forum where you can go in and you can post what you are looking for and you can post even your picture. So, if you are looking for a Lexus or you are looking for a BMW or you are looking for a Jaguar or you are looking for a Volkswagen or whatever it might be, a classic car, a new car, a futuristic car. It doesn’t matter. It’s all limited by your own imagination. You can go to www.AttractorFactor.com/calls and post your story and upload the car that you are looking for. Other people can send their energy and help you create it and attract it!

So, it’s a good place to kind of share your vision with a group that is going to be supportive. Again, that’s at www.attractorfactor.com/calls. My wonderful friend Laura Childs set all of that up. She’s my co-author on *The Stampede Secret* book. It’s a great book, you should get that. Laura you are wonderful! If you are listening, thank you again and you are just incredible. She set that up.

Another website, I only learned about this minutes before the call, because I was eavesdropping on the people who called in early. I heard this one wonderful lady who was talking about a site on Pure Prosperity. If you go to www.PureProsperity.com, you can see it. There is a lot of information here about prosperity, money and spirituality, top ten tips for prosperity, but she also has something on this website called a “prosperity wheel.” This would be a great thing for you to use to start attracting that new car or the new house or the driver for the car or the spouse for the house or whatever it happens to be for you.

A prosperity wheel is something that is explained at the www.pureprosperity.com website. In essence, it’s like a treasure map. You just create a piece of paper or a poster and you start cutting out pictures of the things that you want and put those on the prosperity wheel and put a picture of yourself on the prosperity wheel and you start to send the message into your subconscious mind, which is your connection to the Universe to start making all of that come true for you.

So, the prosperity wheel or the treasure map is one way to start attracting a new car or whatever it is that you’d like to have. So, that’s another website that I’d like for you to write down, www.pureprosperity.com.

Then, later in this call this evening, we plan to go about an hour, it may go for a few minutes over, but in case you are watching the stove or something and you are cooking dinner or need to leave, we are going to go for about an hour.

The other website is related to a guest that I'm going to have on a little bit later who is going to help you release anything that is in the way of you attracting your new car or the new house or whatever it is that you want. The website that he wants you to look is at www.BradYates.net/Page8.html. Again, we'll go through that a little bit later.

So, again, this is all about attracting a new car. I am Joe Vitale. I am the author that *Harry Potter* has been upset about. I should have a couple of guests waiting in the wings here.

Bill, are you on the line?

Bill: Right here.

Joe: Oh, beautiful. Bill Hibbler is my first guest and there's a wonderful reason that he's here to talk about a few things in a few minutes. But let me introduce him.

From the age of fifteen, Bill Hibbler worked behind the scenes in the music industry. He's worked with members of Deep Purple, Van Halen, Humble Pie, The Who, Black Sabbath, and many other famous bands. Bill turned to the web to market a music business seminar and eventually made a transition from the music industry to internet marketing.

He's gone from working with rock stars to helping people become internet marketing stars. Bill publishes the ezine *eCommerce Confidential* which features internet marketing tips, tricks and builds honest, unbiased product reviews. You can sign up at www.ecommerceconfidential.com.

Bill is not only all of that, but he is a dear friend, one of my closest friends. He is also a neighbor. He also started one of the Master Mind groups that I am in and this is a wonderful group. We've been meeting for... geez I've already forgotten... a year and a half maybe. We'll be meeting again tomorrow.

So, Bill thank you for making the time to be on the call. I know that you have to make another call after this, but we won't take very long. But, I want you to tell people how you've used the five steps in *The Attractor Factor* to manifest what I think other people would call, by God, miracles.

Bill: Well, I'm definitely with you on that one, Joe, and thank you for that great introduction.

Joe: You are welcome!

Bill: I can say to anybody on the call here and is wondering if this really works, believe me, I am the original skeptic. But I've used Joe's steps to get not one car, but actually four cars! I have kind of funny story for that, so I want to set the stage for it.

As Joe mentioned, I was in the music business for a number of years. Toward the end of my time in the music biz, I was traveling all over the world in Europe and South America. I used to be gone for two, three weeks or more at a time. I had a guy named Marcello that would pick me up at the airport in a Lincoln Town Car. He had a car service. I became friends with Marcello. I thought of him as an interesting kind of guy and we stayed in touch.

When I finally left the music business, I was kind of sick of babysitting rock stars for so many years, and I wanted to develop my music business seminar and sell it online. So, I really needed to do something to keep money coming in while I did this. I didn't want to just spend savings.

I loved to drive and I thought about my friend Marcello. I gave him a call, he thought, "You ride in the back of the Limo. Are you sure you want to drive one?" I said, "Yeah, a Lincoln Town Car!" So, I knew that I could carry a laptop around in the car and work on my seminar. So I took the job with Marcello, and you know, if you are driving around in a town car, you spend a lot of time waiting. So it was perfect to work on my seminar. So, here I am, I've got a brand new Lincoln, I've gone from working with rock stars to driving these CEO's and corporate execs basically to and from the air port. It was quite a change for Bronx stars. That was working out okay until we come to the summer of 2001.

Summertime is pretty slow in that business, because people are taking vacations and there are not as many corporate meetings. But we were just starting to make some money again in September, business picks up. All of a sudden, September 11th! I don't have to tell you what happened on September 11th. If you think back at that time, basically all airplanes were grounded from that day forward for quite awhile and that was literally my last day in that business. I had to, you know, it's a cash flow attention business. No money coming in, no passengers if there are no planes flying. So, I turned in my car.

All of a sudden, I don't have a car. I don't have a job. No money coming in. At the time, I was about \$50,000 in debt and it didn't take long before I've got collection agents ringing the phone off the wall and I'm in some serious trouble. If you remember at that time, right after 9-11, people were staying home, they weren't going out. There was panic around going to malls or

restaurants. People were staying in and just watching the new. There was a Recession underway. So, it was very difficult to get a job, especially in a place like Houston, where there is not really much in the way of public transportation from the suburbs. I went from a Lincoln Town Car to a bike. I got a bike.

So, before all of this had happened, I'd bought a copy of *Spiritual Marketing* and I knew Joe from his marketing books. So, when I bought this book I thought it was another marketing book. So, I started looking through it and I'm like, "What is he asking me to do? Wait a minute! This is like a self-help book or something." I was like, "Uh, okay, this is interesting, but this is not what I was looking for." To be honest, I put the book aside until all of this happened. Basically, the skepticism kind of went out the window, because to be honest I was pretty desperate. So, I'm like, "Okay, maybe there's something to this."

So, I grabbed Joe's book and I went through the steps. I read the book in one sitting. I sat down and did Joe's steps. I didn't follow his instructions perfectly. I didn't get specific. I just asked for a car and a decent job that wouldn't take all of my time, it would leave me time to still develop my business. Within 24 hours of doing those steps, I got a call from a girl named Kim. Kim had been a singer that I'd worked with years before and I hadn't talked to Kim in ages. Kim called me up and her boyfriend, it was a mutual friend of ours, had gotten arrested on a drunk driving charge. He was in jail. She was asking me if I could help her out and suggest what she should do, if I knew a lawyer she should call.

We talked and I helped her out and, you know, the conversation turned around to what was going on with me. I told her what had happened with 9-11 and she said, "You know what? You know, we haven't talked in awhile, but I'm a manager for Hertz now and I have a company car. I have a Honda Accord and it's an older car, but it's a cream puff." She said, "I'm not driving it. It's sitting in my apartment parking lot. I would be happy just to know that it was staying in your garage."

Joe: [chuckling]

Bill: "It would be safe." So she goes, "You are welcome to come get it and take it and keep it for as long as you need it." So, I picked up this car. Again, this was old an old Honda. It had about 175,000 miles on it, but she was right, it was a cream puff. It was along step down from a Lincoln, but it was a big step up from a bicycle.

Joe: Huh!

Bill: Especially in Houston! So, suddenly I had a car. Within another 24 hours, I got a call from the friend who was now out of jail that had gotten the DWI and

his license was suspended, at least temporarily because of this charge. He called me up. He had heard what was going on and he offered me \$100 a day to drive him to and from work. He lived a long...it would have been about \$50 a day in a cab by his reasoning. He said, "I'd rather give you the money than a taxi."

So, I took that job, \$100 a day driving him to and from work in which, you know, I got to hang out with my friend for a little bit and it kept some money coming in. Plus, it gave me plenty of time to keep working on my seminar. It only took me about three hours a day. That job lasted until January, so I got exactly what I asked for. I got a car and I got a job.

In fact, about a week later, my mother calls me and she'd had this old Oldsmobile and she'd finally decided to buy a new Cadillac and she called and she said, "Come get the old Cutlass. You can have it." So, I had not one, but two cars.

Joe: Wow!

Bill: I don't think that the two cars together were probably worth about \$2000, but I had two cars and that was what I'd asked for was "cars."

So, around December I did Joe's steps again, except this time I was going to follow the instructions a little more clearly. I was going to get specific. So, I said, "I want a new car and I want to pay cash for it. I want to meet the woman of my dreams. I want to eliminate all the credit card debt. I want to sell my house for my price, even though it's a down market, and I want to move to Wimberley, Texas, and get out of Houston, and I want to make my living online." That was in December.

By February, I had a brand new Toyota SUV. I wrote a check for it. The check didn't bounce. I eliminated all the credit card debts, about \$50,000 credit card debts. I met Lana, who is now my wife, and I did move to Wimberley, Texas. I moved here March 1st of 2002.

So, I'm a pretty big believer in Joe's steps after that. I went from a skeptic to a believer in a hurry, and this story doesn't end there. That's three cars. Now, of course, Joe and I are friends. We are in a Master Mind meeting together and we'd been meeting, as Joe said, somewhere between a year and a year and a half.

Last October, I was going to sell some property that I owned. I thought the deal was in the bag, so I'm already spending the money, right? I had had my eye on a classic Mercedes a 560 SEL. I love those cars! So, I'm looking online. I'm doing my research. I'm getting really psyched up about buying this car, and then the property sale fell through.

So, you know, I was just going to have to let it go, but I didn't want to let it go! I remember my wife came in, I was looking on the computer and Lana came in and she's like, "Well, you know, why don't you borrow. Just go to the bank and get a loan or why don't you just ask your mom or something to borrow the money." I said, "I don't to borrow money. I want to buy this car. I want to pay cash for it!" I remembered Joe's story from the original book where he talked about attracting his BMW, and he taught an eClass.

Well, Joe and I had just finished a book called *The Ultimate Guide to Creating Money—Making eBooks*. We hadn't released it yet, I don't think we had.

Taking Joe's lead, I said the intention right there. I said, "I'm going to have this car and I'm going to have it now, and I'm going to pay cash for it." I sat down and I wrote an email to my list. I told them... I said, "I wasn't planning on offering this class until January, but I'm going to make you a deal on it and you have to act on it in the next three days and here's why, I want to buy this Mercedes," and I had a picture of it. [Chuckle]

I basically, ten days after stating that intention, I drove my 560 SEL home and put it in the driveway – exactly where I wanted it, exact options. I actually raised about \$7000 to \$8000 in about three to four days. Believe it or not, [when] I got this car, I only paid \$3900 for the car. I've paid cars that were ten times that much and I didn't love them as much as I love this car.

Joe: Um.

Bill: Joe can tell you, but I actually drove Joe to Houston in it right after I got it. Remember that trip, Joe?

Joe: I will never forget it. It was absolutely wonderful! I'm in this wonderful car and of course, I was being chauffeured by an ex-chauffeur, and this car holds to the road like it's the king of everything. It was just absolutely exquisite! I remember it very well!

Bill: Well, still, I've had it for awhile now and a lot of the times, I go somewhere and I park it and I am walking into a store or a restaurant and I'll just stop, turn around and I'll just look at it for a minute. I really like it that much.

Joe: Beautiful!

Bill: A fantastic deal on the car. I thoroughly believe...now, I think the older Mercedes because in those days the Mercedes was competing with a Royals Royce. Now, they compete with Lexus and it's kind of a different kind of car. But, I remember thinking at the time, and I still, Joe you could probably agree with me, had I set the intention for a Lamborghini, I think I would have driven home a Lamborghini in ten days.

Joe: Uh-huh!

Bill: I think that in my mind I was comfortable with going for that car. Actually, I'm getting ready to go for the 560 SL now, the convertible sports car. But you set the intention and remember get specific, because it's going to happen! So, say, "This is what color I want. This is what model I want." I had a picture of it on my screen saver on my computer and ten days later I drove the car home.

Joe: Beautiful story, Bill. Thank you! Thank you very much. I'm not going to keep you. I want to remind people that you can learn more about Bill and sign up for his ezine at www.ecommerceconfidential.com.

A couple of things that I heard in the story are: be specific, you get what you ask for. In his first tale or his first attempt at using the five steps from the book, he wanted a car. Well, he got a car. Later on, when he was much more specific about what he wanted, he not only got the better car and a car that he loves so much that he stops and looks at it when he is walking away from it [which I do the same thing with my BMW], that this is the car that he absolutely loves. He absolutely loves it and he got it faster!

So, these are some key elements to manifesting and attracting this car that you want. Fall in love with it. Be very specific. Know the color. Know the make. Know the model. Know everything about it and start feeling what it would be like to own it. Feel what it would be like to drive it. Feel what it would be like to show it to friends. Feel what it would be like to have it right this minute.

So, Bill, if you've already gone I just want to say thanks again.

Allen, are you on the line?

Allen: Yes, Joe, I am right here.

Joe: Oh, good. Our next guest here, Allen D'Angelo, is an incredible marketing genius. I've known Allen for, geez, 15 years or something like that. I've forgotten how long it's been.

Allen: It's been awhile.

Joe: For years, Allen has worked as a top marketing consultant for large and small publishers. Lately he has found such great success and personal satisfaction in using *Attractor Factor* principles that he founded Attractor Mania.com, which is www.AttractorMania.com. It's changing his life and he wants to share with the world how anybody can attract anything they truly desire into their lives.

Using *Attractor Factor* principles, Allen attracted a new car into his life in days!
He wrote me last night to share that he has just received an out of the blue six figure check! Now, I can't wait to hear about this. Allen, spill the beans!

Allen: [Laughter]

Joe: What did you do? How did it happen?

Allen: I'll share everything I know, Joe.

Joe: Alright. [Laughter]

Allen: First of all, I just want to let everyone know that I have known Joe for a long time going back over a decade. I have to say that my relationship with you, Joe, over the course of that time has been for me, an adventure of the highest magnitude possible.

Joe: Um!

Allen: So, it's pretty exciting.

Joe: Thanks!

Allen: You've shared from day one that I've met you, things that have revealed myself to myself, I suppose I could say, if I might say it that way.

Joe: Uh-huh.

Allen: But, you know, it's interesting, because the way that I approach my life, and I know that a lot the people listening probably have the same probably philosophy of that toward continual progressive growth, engaging in a journey of improvement, in looking to the future to all the wonderful things that we know are possible for our lives.

My wish for everyone listening to the sound of my voice tonight is that we will all rediscover, including myself, even once again: our uniqueness, our special purpose, the freedom that we have to dream bigger and the freedom that we have to even have the things that we truly desire deep in our hearts, if we'll just simply take that first step which is to get in touch with what we want.

Joe: Um.

Allen: That really is the first step. That is something that for me, is sort of like an onion over the course of my life I should say, over the course of the last ten years. I know that there are areas of my own life that are feted with limiting

beliefs.

There are areas of my life where I've been very successful, you know. I've had the privilege of building my own dream home and living on the lake in Florida here is Lake Mary, Florida. I've had the privilege of achieving a lot and working with a lot of wonderful, wonderful clients over the years.

But when I received this Challenge, I received this Challenge from Joe in the form of a CD that was sent to me by mail. Many of you might have gotten it. You may have listened to it or read the transcript from it and like most of my interactions with Joe over the years, when Joe presents a challenge to me, it's something that I don't take lightly. I look at it and I say, "Um, what's God or what's the Universe trying to tell me?" That happened to me in February of this year. In February, I discovered something as I listened to Joe's CD. I discovered that I had limiting beliefs in a couple of key areas that were important for me to overcome. Like, maybe a few of you that are listening right now... I know that there are people that asked before the call, "Well, these principles are for money." Or, "Define relationships." There are probably people out there thinking right now, "I have a dream to travel the world. Can it help me to do that?" The answer is, "Yes!"

At www.AttractorMania.com, I just did – I don't think that I mentioned this to you yet, Joe – but, I just did a quick survey among people that had signed up for my free report there in which I outlined everything that I am about to share with you about how I got the car. When I received some of the responses and the emails that I got back, I received hundreds of them.

It was very, very amazing to me how I had asked people what they wanted in their life and what they were challenged by. It was so interesting to see how conflicted some of the answers were. Some of the things that they wanted were in direct conflict with some of the things that they were being challenged by. I found that very interesting.

Joe: Can you give me an example? Just...because, I think that that ought to be on people's minds.

Allen: Yeah. The biggest thing that people seem to be challenged by was money.

Joe: Um.

Allen: That was the biggest thing.

Joe: Uh-huh.

Allen: At the same time, some of the things that they feared to do, were things like start their own business or start an online business. A lot of them seemed to be

afraid or limited by this sense that maybe they couldn't get what they wanted.

Joe: Okay.

Allen: So, I saw a lot of that happening. You know, a lot of people wanted money, they wanted to start their businesses, but they said that lacked self confidence. So, and believe me, I understand that probably better than anyone listening tonight or anyone that is here tonight. What happened was to me when I listened to Joe's CD that was powerful was I began to realize that there were areas left unchecked in my inner self that were fettered by limiting beliefs. I would propose to everyone here tonight listening, that *The Attractor Factor* principles, the most powerful principles that I've ever read are principles of heart.

Most people are trying to work to get things in the outer world, but Joe is helping us to make this journey to the inner world, in a place deep within our own lives in our hearts, in our minds that are preventing us from either taking the level of action that we need to take to attract what we want or.... I am going to share some of the steps that I took once I realized that I had a limiting belief.

My limiting belief was I wanted to get an impressive car. I really wanted to have a Mercedes all of my life. But, for some reason, I just never seemed to have it. I had a nice house. I have a lot of money. I have a lot of great things. But, for some reason, I began to examine what is the cause of this? Why am I...I'm not driving a bad car. I'm driving a nice SUV and it's a great car, but how come I didn't have a car of my dreams?

I began to realize that I had a lot of beliefs about myself and a lot of beliefs about having what I truly wanted in terms of getting what I truly wanted and allowing myself to actually have what I deserve. When I began to make that journey to my heart, I began to realize that at the very core in that area of my life, I was creating a self-imposed prison.

Joe: Um.

Allen: Many of us are shut off from the things that we want, because we've allowed boundaries to bind us into either a lack or a limiting belief that has caused us to prevent from attempting something or trying something. So, I realized that this was an area that I need to overcome. So, that was really the first key for me. I recognized what I didn't want. What I didn't want was to be limited in any area of my life by anything.

Step Two was I decided that I need to have all...I need to die empty. When I get to the end of my life, I want to expand and exhaust all of the dreams that I have, all of the desires I have. I deserve that! You deserve that! Everybody

listening tonight deserves to have everything they want, every dream that they have, to be able to have the power to get it, without anything fettering their ability to move forward. That's really what this is about is the freedom to move forward.

So, what I did was I made a decision. I was going to identify what I wanted. The first thing that I said was, "This car is going to represent to me a new level of freedom; a new level to be able to attract into my life the things that I feel have been fettered by this limited belief."

So, what I began to realize was really very interesting. Once I began to understand what was going on inside of myself, I began to realize that I was attached to fear and a lot of other things. So, what I began to do was very, very slowly over the course of a couple of days, I started to take deep breaths. I started to visualize myself having the things that I didn't think that I deserved in my life for whatever the reason was. I began making a list of all of the things. Then I began making a list of all of the things that I truly wanted, and that list was about seven items long.

The first thing on the list, which was symbolic for me, was the car. So, I pictured myself driving down the street. I played all kinds of all kinds of relaxing music. I began to see neighbors waving at me. I began to imagine my best friends test driving the car with me. I began to see myself really enjoying my life in a new way in adding this new dimension to my life.

Then, I did something that was very, very difficult. I began to find out how to detach from the thing that I wanted and what I did, that was very interesting.... Napoleon Hill in his book *Think and Grow Rich* talks about cutting off every other possibility; by making a decision for what you want and then letting it go, it is trusting that it's going to happen.

What I found was that I was missing a step in most of my dealings with myself over the course of time. That step that I was missing that Joe lead me to was the step of taking inspired action, and that is to let go of everything that you are attached to in this life and to begin taking actions that are inspired. After I listened to Joe's CD, I began observing my daughter. She's six years old and I thought, you know, for some reason, Lauren always seems to get what she wants.

Joe: [Chuckling]

Allen: She lives a life as fully alive and energized. She lives in the present moment. I began really looking at her and I began realizing that she's able to attract into her life all the things she wants. I thought, "How does she do that?" Then I thought, "You know, I need to become more like a child to really understand the simplicity of living this present mindedness." Part of that for me is doing just that, is being so simple that we are open to taking inspired

actions, and there are actions.

Now, whether you believe in God, whether you call the power greater than yourself “The Universe,” it doesn’t matter to me. All that I know is that when you begin to release and let go of all of the things that you want and you know with a child-like faith that the things that you need and that every need you have will be taken care of, something strange, I can’t describe it, begins to happen. It happened to me. I began to just understand and to let go and I began to take inspired actions.

Joe: Uh.

Allen: I began to listen to my heart, to listen to my intuitive self, my intuition. I began to say to myself, “Huh, what is that all about?” I’d get an inkling of an idea and I’d follow it. Sometimes I see my daughter do that. [Laughter] It’s very interesting.

So, one day I was talking to someone on the phone, a dear old friend and he said, “You know, I’d like you to consider something.” He said, “Why don’t you call [so-and-so]?” It was another friend who had owed me a lot of money and it was someone that I’d worked with on a previous project.

I would say to everyone that is listening tonight, that if you have a money issue where you have a lack in an area of your life, such as money, and I know money is a big one for a lot of people. Something that is very, very important to do and which is something that I’ve tried to do all of my life, is to resolve all of those issues. If you have another issue with another person in money, try to go and resolve that issue, because it does something inside us to release the flow of money back to us. I don’t know how it does that. But, if there is a negative energy or a negative feeling associated with money in an area, it’s very important to go and release that.

So, this friend asked me to call someone who owed me a lot of money. I had left that relationship on a very good note, because that’s something that is very important to me.

So, I took that inspired action. I just happened to call that friend and with absolutely no intention of talking about the past situation, just to check up on this person and let them know that I cared and to take that inspired action, and that’s exactly what I did. Well, over the course of that phone call, that friend had a son who owns a Mercedes dealership.

Joe: Um.

Allen: He began telling me and talking to me and how he felt, you know, not terrible, but bad about the past situation. Anyway, he wanted to somehow make it right with me. So, what he did was he said that he was going to arrange to have

his son deliver to me a brand new Mercedes in exchange for all of the work that I had done in the past. It was sort of a miraculous thing. It was something that was the furthest from my mind.

Since this happened, I can tell you, that there have been moments in my life where I have done nothing more to start my day than to say, “What do I need to do today?” I would sit back and wait. I do this almost every day where I ask myself, “What can I do to take the highest level of inspired action possible?” Then I wait to see what enters my day. It’s a very powerful, powerful thing. It’s something that Joe has recently taught me.

So, what happened. I got a phone call from a friend of mine and in the course of talking to my friend, another phone call came in, and I was talking about a couple of projects that we’re working on. In the course of that call, my wife whom I work with got a call from a long lost relative. That phone call changed the course of my life.

Because what none of you know, is that after I began working the intention with the car, I took a bank statement and I wrote a six figure amount on that bank statement and I put it into my Daytimer and I left it there. I used every principle that I described to you earlier, every step. I used affirmations. I used the process of letting go and the process of taking inspired actions in about five or six different ways over the course of about a week. I looked at that book and I looked at the amount of money that I wrote in there. The amount of money was a six figure amount. It was just over \$100,000s for one of my bank accounts. I left it there. I didn’t think about it.

While I’m on the call, my wife got a call from a relative, and we have recently discovered that we are obtaining the six figure inheritance that we didn’t know was providing us with that family inheritance.

Joe: Wow!

Allen: That’s what I said.

Joe: [Laughter]

Allen: Oddly enough, the sum of money that I wrote into my Daytimer matches the exact amount of money received on the check.

Joe: That’s an amazing story, Allen!

Allen: What I’m going to do, at www.AttractorMania.com is I’m going to put a copy as soon as I get everything scanned and all that good jazz. I’m going to put a copy of, not the check, but the... I think I might do the check, too, but I don’t know if I can do that for security. But I am definitely going to put a

copy of the bank statement up there, blackened out the account numbers and all of that good stuff, so people can see it.

What I would love to do is...I would love to, for all of those going to www.AttractorMania.com who want to sign up, you can read even more detail how I used Joe's principles to attract the car.

But, I like to do another report about money, because I think that's such a pressing issue, Joe. Maybe that's something that we can do together.

Joe: That would be great! That would be great. Well, Allen, thank you. I've got to move on here.

Allen: Yeah.

Joe: Is the website that you want to give out www.AttractorMania.com?

Allen: Yes, that's www.AttractorMania.com, and there are all kinds of goodies there.

Joe: Wonderful. Allen, thank you very much for making the time and say, "Hello," to your family and I will talk to you later.

Allen: I will, Joe.

Joe: Alright. I'm going to move on. Is Brad here?

Brad: I am here.

Joe: Oh, good Brad. I hear an echo on the line and I don't know how to remove it. Do you have any....?

Brad: Yeah, I heard that during Allen's....

Joe: Yeah. We are going to have to proceed, because I don't have any clue what to do to take that off.

Brad: It'll be fine.

Joe: It'll be fine. Well, that could be something we can release on.

Brad: Absolutely!! [Laughter]

Joe: [Laughter]

Brad: Even though there's an echo on the line!

Joe: [Laughter] Well, Brad Yates, he practices EFT. In fact, you are a Master at EFT,

which I understand is Emotional Freedom Technique.

Allen: Uh-huh.

Joe: It's a mind-body technique that is used by a growing number of people to release negative and limiting beliefs in emotion. Brad has worked with people around the world and he's recognized as one of the leading EFT Practitioner's. I wanted Brad to come on, because as soon as you start wanting to attract something big in your life, whether it's this beautiful new car, what it is for you, or a new home, or a new house. You are using the five principles from *The Attractor Factor* to attract something.

Well, as you will know from reading the book, whether you've read it yet or you are about to receive it, and you will read it, that there is a missing step that I'd like to deal with. That missing step is dealing with the beliefs that show up that could stop you from attracting your car!

So, I wanted Brad to come on and talk about this way of releasing anything in the way of having what we want. So, Brad, can you talk about that a little bit and do it with a little echo?

Brad: I can certainly talk about that and actually when we get into the work, the echo will probably work out well in our favor.

Joe: [Laughter]

Brad: Since I usually have people repeating back and everyone else is muted, so I'll repeat it back to myself.

Joe: There you go! Perfect!

Brad: So, what Allen there was talking about was a perfect segue into this, talking about the limiting beliefs that have to be cleared and actually in *The Attractor Factor* you talk a lot about this in the chapter on clearing. You talk about the guru who just said, "Well, just think positively about what you want and that's all it takes."

Joe: Um.

Brad: In fact, there's a lot of negative stuff in the back, limiting emotions and beliefs, that come up. So, when we say, "I want a new car," and we start to describe it, these beliefs that come up saying, "Well, you can't believe that. You don't deserve that. You don't work hard enough." Well, because of the law of attraction, what we are putting out there is what comes back to us.

Allen talked about the heart and that's it. Our environment is a mirror of what's going on inside. If we want abundance outside of us, we have to be feeling

that inside of us first.

EFT is one of the most effective ways of dealing with the mind and body and clearing out those limiting beliefs and emotions. So, I don't know if people have had a chance to look at the website that Joe mentioned. But I'm going to quickly take you through this quickly, rather than telling you a story of how it works.

I'm going to take you guys through the process of EFT on a potential limiting belief that might come up, when you start to think about that new car. So, what we are going to do is to tap on certain Meridian points. The idea of EFT is that negative emotions come up in what's called the Meridian system. For thousands of years, Chinese medicine has talked about energy flowing along the Meridians and Western medicine now has machines that can show that there is actually something that is going on there. Negative emotions are a disruption of that energy system, that's why we feel negative emotions and feel stress, and our beliefs get locked into us in that way.

So, by stimulating different Meridian points, and in EFT we do it by tapping on these key points. This is a simplified version of another energy therapy that Rodger Callahan developed and Gary Craig developed EFT.

We simply go through and tap on certain key points. As we tap on these Meridian points, we balance out the energy system so that when we say that, "I want the Mercedes Benz, or whatever the car happens to be," those limiting thoughts come up and that causes disruption in the energy system.

As we balance out these Meridian points and balance out our energy, our mind-body feels good and we start to say, "Yeah! I can have that car. That feels good!" You know, you see in *The Attractor Factor* that you need to feel it. You need to have that positive feeling about having it. So, as you clear out the negative emotions to the negative beliefs, you actually balance your energy system and you actually able to feel really good about having it and activate the law of attraction!

So, the points that we are to go through, starting with the top one is at the eyebrow point. This is right at the beginning of the eyebrow right above the nose, right where the two eyebrows come together. If you have a unibrow, it'll sort of be a little to the side.

The next point is right on the corner of the eye. You can feel that edge of the eye socket.

The next point is going to be just under the eye. You can use either hand and go down either side of the body.

The next point is going to be right under the nose.

The next point is right under the mouth, right in that little crease between the chin and the lower lip.

The next point is going to be on the collar bone. If you feel your collar bones, they come together and there is a little “U” shape where they come together. What I am going to ask you to do when we come to the collar bone is to make a fist and tap right there, so you cover both ends of the collar bones.

Then, the next point is under the arm, about four inches down from the armpit, right about bra strap level.

The last point is up on the top of the head where you would wear a yarmulke [pronounced “yamaka”] or a beanie. What I’ll have you do there is use all five fingers and sort of tap around in a circle.

Is that clear? Joe, are you with me?

Joe: I’m here.

Brad: [Laughter] Okay.

Joe: I was actually putting in an emergency call to get that echo off.

Brad: Okay. Well, you were successful. Good job.

Joe: It’s gone!

Brad: Nice manifestation!

Joe: [Laughter] I attracted it.

Brad: Positive action, there you go!

Joe: There you go. So, I am going to be quiet and I am going to let you talk for a little bit.

Brad: Okay.

Joe: Go ahead. Well, do you want me to do this as you are talking or how do you want to...?

Brad: Well, that would be great if you’d do it along, so that I have a voice to play off of, so that I know how long to wait for people to go through each of the points.

Joe: Alright.

Brad: Because, what's going to happen is I am going to make statements and I'm going to have everyone tapping the point that I tell you to tap and repeating the statement that I make.

So, if you can stay on the line and follow along with me...

Joe: Yeah.

Brad: ...that will give me an idea of how long to wait between points.

Joe: Okay. And are you giving people the statements to use?

Brad: Yeah. I'm going to give you guys the statement to use.

Joe: Okay.

Brad: So, the one that I am going to use, because we are short on time, the one that I am going to use a statement of worthiness. Because in abundance issues, one of the key limiting beliefs that comes up for people is, "I don't deserve it."

Joe: Um. Beautiful! Beautiful one to use!

Brad: Yeah. So, let's go ahead. Close your eyes. Take a deep breath and think about, say, "I have [this car]." Think about the car that you most want. Just check if there is a belief in there about, "Yeah, but you don't deserve that."

Rate that on a scale of zero to ten. Zero meaning, "No, there's none of that at all!" and ten being, "Yeah, you do definitely don't deserve it!"

What we do is we like to get that rating so that as we tap through, we can see that eventually we get down to zero and we start to see that the limiting beliefs are kind of laughable.

So, what I'm going to ask you to do before we go in to the points on the face and on the body, is we start off by making a statement taping on the Karate chop on the side of the hand. So, taking your dominant hand and tapping on the Karate chop edge of your other hand, and repeat after me.

"Even though I don't deserve this car..."

Joe: "Even though I don't deserve this car..."

Brad: "...I deeply and completely love and accept myself."

Joe: "...I deeply and completely love and accept myself."

Brad: "Even though I don't deserve this car..."

Joe: "Even though I don't deserve this car..."

Brad: "...I deeply and completely love and accept myself."

Joe: "...I deeply and completely love and accept myself."

Brad: "Even though I don't deserve this car..."

Joe: "Even though I don't deserve this car..."

Brad: "...it's too expensive..."

Joe: "...it's too expensive..."

Brad: "...it's too nice..."

Joe: "...it's too nice..."

Brad: "...It would take too much effort..."

Joe: "...It would take too much effort..."

Brad: "...and I don't work hard enough..."

Joe: "...and I don't work hard enough..."

Brad: "...I'm not the kind of person that drives this kind of car..."

Joe: "...I'm not the kind of person that drives this kind of car..."

Brad: "...and all my other old excuses."

Joe: "...and all my other old excuses."

Brad: "Even though I think I don't deserve this car..."

Joe: "Even though I think I don't deserve this car..."

Brad: "...I deeply and completely..."

Joe: "...I deeply and completely..."

Brad: "...love and forgive and accept myself..."

Joe: "...love and forgive and accept myself..."

Brad: "...and anyone else..."

Joe: "...and anyone else..."

Brad: "...who has ever told me..."

Joe: "...who has ever told me..."

Brad: "...that I don't deserve nice things."

Joe: "...that I don't deserve nice things."

Brad: Now, we are going to move to tapping. Just tap the point that I state and repeat the statement that I make.

So, tap on the eyebrow point: "I don't deserve this car."

Joe: "I don't deserve this car."

Brad: Side of the eye: "I don't deserve this car."

Joe: "I don't deserve this car."

Brad: Under the eye: "I'm not good enough."

Joe: "I'm not good enough."

Brad: Under the nose: "I don't work hard enough."

Joe: "I don't work hard enough."

Brad: Under the mouth: "I'm not the kind of person who drives this kind of car."

Joe: "I'm not the kind of person who drives this kind of car."

Brad: And, we are tapping each point about seven to ten times.

Collar bone: "I just don't deserve this car."

Joe: "I just don't deserve this car."

Brad: Under the arm: "That's what I'm telling myself."

Joe: "That's what I'm telling myself."

Brad: Top of the head: "That's what part of me is telling me."

Joe: "That's what part of me is telling me."

Brad: Eyebrow point: "Part of me is afraid to have this car."

Joe: "Part of me is afraid to have this car."

Brad: Side of the eye: "If I manifested this car..."

Joe: "If I manifested this car..."

Brad: Under the eye: "...that would be scary."

Joe: "...that would be scary."

Brad: Under the nose: "Then, I would have to deal with a new reality."

Joe: "Then, I would have to deal with a new reality."

Brad: Under the mouth: "That I live in a world where I create my reality..."

Joe: "That I live in a world where I create my reality..."

Brad: Collar bone: "...and I'm scared of doing that!" [Chuckle]

Joe: Collar gone: "...and I'm scared of doing that!" [Chuckle]

Brad: Under the breast: "I like living in the world..."

Joe: "I like living in the world..."

Brad: Top of the head: "...where I can blame circumstances..."

Joe: "...where I can blame circumstances..."

Brad: Eyebrow point: "...where I am not in control."

Joe: "...where I am not in control"

Brad: Side of the eye: "It's much safer there..."

Joe: "It's much safer there..."

Brad: Under the eye: "...but I don't get what I want."

Joe: "...but I don't get what I want."

Brad: Under the nose: "So, I come up with excuses..."

Joe: "So, I come up with excuses..."

Brad: Under the mouth: "...like the idea that I don't deserve this car."

Joe: "...like the idea that I don't deserve this car."

Brad: Collar bone: "I am letting that go."

Joe: "I am letting that go."

Brad: Under the arm: "Letting go that idea."

Joe: "Letting go that idea."

Brad: Top of the head: "I live in an Abundant Universe."

Joe: "I live in an Abundant Universe."

Brad: Eyebrow point: "There is plenty of everything that I want..."

Joe: "There is plenty of everything that I want..."

Brad: Side of the eye: "...including the car that I want."

Joe: "...including the car that I want."

Brad: Under the eye: "I am a child of this Abundant Universe..."

Joe: "I am a child of this Abundant Universe..."

Brad: Under the nose: "...and I am just as deserving as the next person."

Joe: "...and I am just as deserving as the next person."

Brad: Under the mouth: "If anyone else can have this car that I want..."

Joe: "If anyone else can have this car that I want..."

Brad: Collar bone: "...it makes sense that I can too."

Joe: "...it makes sense that I can too."

Brad: Under the arm: "Letting go of these old lies."

Joe: “Letting go of these old lies.”

Brad: Top of the head: “Joyfully and gratefully allowing myself to have this car.”

Joe: “Joyfully and gratefully allowing myself to have this car.”

Brad: And take a deep breath. [Inhale and exhale]

Joe: [Inhale and exhale]

Brad: Now, think about having that car again and see if there is a shift or if you had a number from zero to ten on worthiness, just notice how that has gone down.

I am doing sort of global statements here because I am not working with one person on specific issues...

Joe: Uh-huh.

Brad: ...but, you get the idea!

Joe: Absolutely! I sure do! The website again, I gave it to people in an email. I gave it to them earlier, but I’ll give it to them right now just in case that anybody is online or right in front of their computer. It is www.bradyates.net/page8.html where you will see a review and a picture of the points that he is referring to and so forth. It’s www.bradyates.net/page8.html.

Brad: If you just go to www.bradyates.net on the left hand menu is “Intro to EFT” and that will take you right there and that’s all the instructions.

Joe: Oh, you would simplify it...

Brad: [Laughter]

Joe: ...after I said it. [Laughter]

Brad: [Laughter] Isn’t the whole point to make it simpler, Joe?

Joe: That’s exactly right! As we keep doing it, it keeps getting simpler and simpler. I think that’s part of the metaphor here.

Brad: Yeah and there’s an audio on there that will guide you through how to do the EFT tapping.

Joe: You’ve done.... I just have to comment that I’ve done EFT and of course, the early, what was the Callahan version? Thought field?

Brad: Thought field therapy, too.

Joe: I did it back with him early on and with his daughter and so forth. But, what I just went through with you is one of the clearest explanations and the easiest to understand. And, on some level, it was even more fun than any of the other ones that I've ever done before.

Brad: I try to make EFT a lot of fun. That's just my clown background. What can I say?

Joe: [Laughter]

Brad: [Laughter]

Joe: Have you read my book on P.T. Barnum?

Brad: I haven't, but that's why I made the comment to you that Ringley Brothers had me audition for the role of Barnum.

Joe: Well, I'll have to find a copy and I'll send you that.

Brad: Cool!

Joe: One question for you here....

Brad: Absolutely.

Joe: ...because, I think it will be on people's minds: how do they know what to tap on? In other words, how do they...? They can go to your site. They can see the points to tap.

Brad: Uh-huh.

Joe: They probably just watched me on some level go through this tapping, maybe did it themselves. But, how do they know what to tap on? What are the beliefs that are common or how would you just answer that?

Brad: You know, it's great, because you have a wonderful list in your book from...

Joe: Yeah.

Brad: ...the Mandy Evans' book *The Twenty Limiting Beliefs*.

Joe: Yeah. Yeah.

Brad: You have ten of them in there!

Joe: Yeah.

Brad: You could use those. Identify any of those that seem real for you, that seem true for you and rate it on a scale of zero to ten of, "How much do I believe this?" and then tap, even though it is a statement.

Joe: Um.

Brad: You know, I gave you guys my version of EFT. I've been doing this for awhile, so I just sort of let intuition flow with the wording. It's not necessary.

With EFT, you can simply say the same statement. You could say on each point, "I don't deserve this car. I don't deserve this car. I don't deserve this car;" whatever the reminder phrase is. Or the phrases, if you take them out of *The Attractor Factor*, the phrases that are in there. You can repeat that phrase by itself.

I do a more advanced version of EFT. But, even that alone is an incredible stress reliever and will remove the negative emotion there.

So, whenever you feel uncomfortable. As you are going through and you are making clear on what you want to attract, whether it's a car or a relationship, whatever it is that you want to manifest in your life, you are trying to feel good about it and there is a thought that comes up. Take that thought, "I'm not good enough. I don't work hard enough. It's going to be too hard." Whatever that is and use that as the statement, "Even though I believe...I deeply and completely love and accept myself." As you tap through it...it may be a one minute miracle, we have those sometimes...and sometimes it takes it takes longer to clear it out of our energy system, but eventually you can look at it and say, "Wow! That was kind of a silly thing to think!"

Joe: [Laughter]

Brad: [Laughter]

Joe: And it's so wrong! Once you do this clearing, doesn't it make this whole process of attracting whatever you want much speedier?

Brad: Absolutely. You are pulling the blocks out of the way. The Universe wants you to have what you want.

Joe: Um.

Brad: That's why you have the desire.

Joe: Um.

Brad: We have these beliefs about why we can't have any and the Universe is like, "Well, okay." You know if you are in a restaurant and you order a hamburger and as the waitress is walking away and you say, "I really shouldn't have that though. I am on a diet." And she hears that and says, "Well, okay, then I won't bring it to you."

Joe: [Laughter]

Brad: [Laughter]

Joe: That's great. Yeah.

Brad: So, as soon as you can let go of that blocking belief, whatever you want is already in existence either physically or it's there in the energy. Everything is energy. "It's all energy," like Jonathan says.

Joe: Um.

Brad: It is all energy and as...

Joe: Uh-huh.

Brad: ...Wallace Wattle says, "It's the thinking substance that our thoughts create." But our thoughts can create the presence of the thing, or the lack thereof.

Joe: Brad, thank you. I know this has probably been the fastest introduction to EFT ever!

Brad: [Laughter]

Joe: So, maybe we can explore it a little bit more on the next lesson. I have some other guests that will come on later and the follow-up teleseminars. But, we are down to the last couple of minutes, and I promised to end this in an hour, so I'm going to have to leave. Is there any website that you would like to give besides your own? Is www.BradYates.net the one that you want to give out?

Brad: There are. There are links on my website to Gary Craig's main EFT website and some other people who I have a lot of respect for.

Joe: Okay.

Brad: So, there are plenty of links off of my website.

Joe: Thank you very much and I'll talk to you later.

Brad: Alright. Thanks, Joe.

Joe: Thanks, Brad.

Brad: Thank everyone.

Joe: Yeah. Now, folks, we are down to the last couple of minutes, so don't jump off until I say a couple of things.

First of all, this is the first of five teleseminars. The next will be next Wednesday, the same time, the same place. I will have a surprise guest. We will further the understanding of how to manifest whatever you want. Maybe by then you will have read *The Attractor Factor*.

I want to mention a couple of things. Allen in his conversation, Allen D'Angelo mentioned *The Challenge CD*. You can get it at www.thechallengecd.com. It's free, but you have to pay three or four dollars for shipping and handling, but it will be mailed to you, www.thechallengecd.com and you will hear what he was referring to earlier.

Also, be sure to check out all of the links that I've given, including Brad Yates site, because you do want to remove all the limiting beliefs that are in the way of you attracting that new car!

Now, also, finally, because I know that some of you don't have the book, you may not know what the five steps are, that are in *The Attractor Factor*. We've hinted at all of them. We've talked about a few of them. The success stories that we've had that have been told by Bill Hibbler and Allen D'Angelo and so forth referred to them, but let me give them to you really quick in the final minute or so.

Step One is to know what you don't want. The vast majority of the world is on that step. That's the complaining step where you just talk about what you do want.

Step Two is to declare what you do want. Step Two is to turn the first part, all the stuff you didn't want, into something you do want. Step Two is all about the Power of Intention. You have heard from many people here that the more specific that you can be, the quicker things will happen to you.

Step Three is the missing secret. Step Three is all about getting clear of the beliefs of having what you want. What Brad Yates just taught you was the whole EFT process is one way to get clear. This is the missing secret from almost all self-help books. They don't tell you how to get clear. Unless you are clear, you may not attract what you want or if you attract it, you may not keep it!

Step Four: I call it “Nevillize Your Goal.” Step Four is all about feeling what it would be like to already have the car that you want. What would it feel like if you could look out your window and you see your car in your driveway and you are holding the keys in your hand and you go downstairs or out the door and you get in the car, you start it up, and you hold the steering wheel? What does that feel like for you? Get into that feeling as if you already own the car, because feeling accelerates the process of manifestation. So, Step Four is to feel what it would be like to have your goal now already done.

In Step Five, and Allen referred to this a little bit, it’s about letting go, not being attached to getting this car, but at the same time taking action on your inspired thoughts. What that means is, if you want a car and feel like you are going to die if you don’t get it, you are not going to attract it. You are going to push it away. You are sending out a repulsive energy, not an attractive energy. But, if you want a car and just think that it would be fun to have a new car and you’ve picked out the car that you want, you like that it’d be a joy and a hoot, you can drive it and have fun and you would enjoy showing it to other people and you have a playfulness about you. You don’t need the car, but you playfully desire the car, *step five is all about letting go of your attachment to the car while taking inspired action.*

So, you desire the car. It would be fun to have. You don’t need it. Your life is perfectly fine without it, but it would be really cool to have it. Then act on the opportunities that come your way and take action on anything that’s nudging you from within. If you get the nudge to check out a website or turn left when you normally turn right, or to go into a particular store, or call a friend, or do any number of things that I can’t even imagine and that you probably can’t even imagine. Do it!! That’s the step five! Let go while taking inspired action.

So, those are the five steps in *The Attractor Factor*. We will explore them in depth in the next few weeks. I’m about to un-mute the call, so if you’d like to say, “Hi,” or “Bye,” or “Thank You,” or scream out or holler or something, as soon as I find out what number I can push here. I am going to take this off of the “mute.”

Again, I know that people called from all over the world. I am very impressed! I am very touched by the love and the dreams that people are going for and I feel privileged to be part of the messenger that’s in your life to say, “Hey, you can have the new car, or just about anything else you can imagine. So, go for it!”

I am going to un-mute the call right now. Then say, “Hi,” “Bye,” or whatever else you’d like to say.

Voices: “Bye!” “Hi!” “Thanks.” “Thank you, thank you, thank you!”

Joe: My goodness!! There are so many people on the call. I can't make out one single word, but I felt like there was a whole lot of energy being shot this way! So, let's say this. "Goodnight to everybody. Good morning to those over seas. Good afternoon to those over in Australia and so forth. Take all of this energy and use it to manifest that new car! Use it to feel good! Use it to put a smile on your face! Use it to make a difference in the world!" I'll see you next week. This is Joe Vitale. Over and out, thanks for being on the call. That's it for tonight. Bye-bye.

[CD ended]