

# Attract a New Car: Lesson #3

## Teleseminar on 05-18-05

### By Joe Vitale

Joe: Well, I don't know what just happened, but I was disconnected and when I am disconnected everybody is disconnected because the line goes dead.

So, we'll have to wait a few minutes while everybody gets a chance to call back in. So, what I was talking about here is, this is a reminder that we are on the third teleseminar on "How to Attract a New Car." This is part two of our false start of just a moment ago.

I was trying to remind people to not focus on money, but to focus on the end result of what they want.

In this case, it's probably a brand new car and it most likely has nothing to do with car payments or with something broken down in the back that you have to get money for. Again, focus on the end result. Focus on already having it. Focus on having it with a joyful feeling that it is yours now! Then follow the intuition. Follow the opportunities. Take action as they appear. Take what I call "inspired action" and it will be yours!

I hate to sound like I am over simplifying the process, but the essence of it is in *The Attractor Factor* and we don't need to complicate it.

So, again, I apologize for what just took place. I don't know why we got disconnected. Tom, are you still on the line?

Tom: Well, we are actually back on the line. We hung up and redialed. I hope you can hear me.

Joe: Okay, I can hear you just fine now.

Tom Pauley, along with his daughter... Is Penelope on the line?

Penelope: I am. Here I am.

Joe: [Chuckle] Okay.

Tom: I am! I am! I am!

Penelope: [Laughter]

Joe: Yes! How perfect!

...wrote and self-published their first book, which I love! *I'm Rich Beyond My Wildest Dreams --I am. I am. I am.* I love the title! I mean, the title alone is this wonderful affirmation.

This is both a story of how their family rose from a second personal bankruptcy to a rich and happy life practically overnight and the system that took them there. The book is now published by Berkley Books a division of Penguin Putnam.

I strongly urge you to get it. Again, it's called *I'm Rich Beyond My Wildest Dreams --I am. I am. I am.* I just love saying the title!

Tom: I know. I just love the title of this. Do you know I tried not to write that title?

Joe: Oh, shame on you!

Tom: No, I did. I thought it was arrogant...

Joe: [Laughter]

Tom: ...at the time. I mean, I got the whole book...well I got the outline for the first five chapters in about five minutes one morning. I jotted it down and there was the title. I tried over and over while we wrote the book to get rid of it and it just wouldn't go away.

Joe: Well, I love titles like that...

Tom: I'm so glad.

Joe: ...and you've got a zinger!

Tom: I'm so glad. Yeah. [Laughter]

Joe: Well, Tom is obviously a writer and a salesman. He's worked as a copywriter for some of the biggest advertising agencies and clients in this country. He's sold everything from downtown real estate to life insurance and power factor correction. Now, he teaches other people how to get rich beyond their wildest dreams!

Penelope came to work for her father after graduating from film school and helped him create one of the first internet success stories selling advertising for a small technical website, which eventually sold to a large, public corporation.

Tom and Penelope, they listened to me, because I urged them to start a marketing class, an amazing eclass, called *Quantum Marketing: Unleashing a Higher*

*Power*. They also have a study course called *Quantum Selling: Opening the Portal*.

I've taken both classes, actually, I've taken them repeatedly and they have far exceeded my expectations. They are wonderful courses on creating just about anything you can imagine and some of the things you might even think are just impossible that you can create. You go into this course and then manifest.

You can find all of the information about their work at their website, which is [www.RichDreams.com](http://www.RichDreams.com). I will give that link out later and I'll email it to the people listening. Hopefully, they are all back online by now.

Penelope: [Laughter]

Joe: Tom and Penelope, welcome!!

Penelope: Thank you, Joe.

Tom: Hi!

Joe: How are you both doing?

Tom: Oh, well, we are doing great! We just got out of the pool!

Joe: Oh, isn't that nice?

Penelope: Oh, wonderful!

Tom: Oh, it's so beautiful in California here right now. We'd got a real wet spring and it was gorgeous. So, we jumped in the pool right before the show.

Joe: Well, I love doing that! I was cleaning the pool here before the show.

Penelope: [Laughter]

Joe: Well, these people that are on the phone here want to know how to manifest a car. We've gone through two other teleseminars. Tonight's is the third one. We are focusing on "How to Attract a New Car."

If these people called you up and...again, you probably heard, there are people here from Germany, Japan, all over United States, hundreds if not thousands of them online right now and will be reading and listening to this material later...

Tom: Goodness.

Joe: ...how would you invite them to attract a car?

Tom: Well, one thing...Now, these are all people that bought when the big promotion you ran on *The Attractor Factor*?

Joe: Yes.

Tom: Well, we have given them as part of your promotion, one of the bonuses, a book titled, *Getting the Car You Want at a Price You Love*.

Joe: Oh, nice!

Tom: Yeah. We have all of the details in there that we would do to getting a new car. We'd be happy to go over some of them now.

Joe: Oh, okay.

Tom: Then....

Penelope: First of all, I mean, and everyone should, if you were a part of that and you got that bonus, take advantage. That book is very popular on our website and it's step-by-step how to do it.

Tom: We've never giving that to anybody as a gift before so, but Joe's special. He's....

Joe: [Laughter]

Tom: No, you put us into business by talking into doing *Quantum Marketing* and....

Joe: You are changing lives! It's been amazing how you've been doing that over the years.

Tom: It is amazing.

Joe: Let me quickly remind people that if they go to [www.MrFire.com/factor](http://www.MrFire.com/factor), they will see the instructions on how to claim their download bonuses and then they can go and get the book that you are referring to. If for some reason that they want to get directly to your site, is this book you are talking about on your [www.RichDreams.com](http://www.RichDreams.com) site?

Penelope: It is.

Tom: Yes, it is. It is available for sale.

Penelope: You go to the ebook page. You can purchase it there.

Joe: Okay, great! Well, tell them some specifics here on how to get this car.

Penelope: Oh!

Tom: Well, let's start with.... You know? I think that what you are saying is almost exactly what we say. But, sometimes people hear it from somebody else, it sounds different to them.

Joe: Yeah.

Tom: I think that this is a wonderful thing that you are doing. It's really great.

Joe: Thank you.

Penelope: I think first of all, what you need to do if you want a new car is you need to figure out what you want. That is what we encourage people to do most of all. It's the first step in anything in getting any of the desires that you have, is to know what you want.

Tom: That's a huge thing!

Penelope: A lot of people don't know what they want. A lot of people think that they know what they want. A lot of people like that they want a Maseriti or they think that they might want someone to drive them around in a Limo, but when you think about it further, they could do...if you really, really can see yourself in what you are asking for.

Tom: Do I tell the story now?

Joe: [Laughter]

Penelope: [sigh] Okay, you can tell the story.

Tom: I'm just going to tell this real brief story about someone who we taught this system to and what happened to them. It was a gentleman in San Diego, who was a night watchman. He was pushing fifty and he lived in an upstairs garage apartment.

He had a good job. He'd saved about \$5000. When we explained the system How to Get Rich to him, he said that the only thing that he wanted was Bentley, a two year old Bentley.

Tom: A two year old Bentley!

Penelope: A TWO year old. Was it the color blue?

Tom: Oh, dark blue, that midnight blue.

Penelope: Midnight blue with that camel colored leather interior.

Tom: He knew exactly what he wanted.

Penelope: He had the details. That's for sure!

Tom: He knew, exactly. We always tell everybody, "Yeah, you know, ask for the Bentley or the Rolls, but also, you might want a new Chevy." You know? Because...

Penelope: If you have a twenty year old Chevy, it's okay to ask for a ten year old or a one year old or a brand new Chevy, AND ask for the big stuff. You ask for the big stuff and you ask for the little stuff.

Tom: Because you've got to become the person that's ready to have that vehicle before you can have it and enjoy it. Wouldn't you say so, Joe?

Joe: Yeah. How do you become that person? Because, I hear people on this call....

Well, first of all, I'm glad to hear you say that they have to know what they want. Because I did hear a few people before the call, while I was quietly eavesdropping, say that they hadn't decided on their car yet. So, they need to decide on what they want.

But, if they do want something like a Bentley or a Jag or our friend Charles is in Japan wanting this handmade car that I've never heard of before!

Penelope: [Laughter]

Tom: That would be Charles!

Joe: That would be Charles! Yes! Which...is perfect for you, Charles!

How do they become: the person who can have the Viper; or, the person who can have the Jag; or, the person who can have the Bentley? How do they become that?

Tom: Well, you see, that's a natural process. That will happen automatically.

Penelope: And, we are going to give you a little more detail about the steps that you take. How we....

Tom: Well, we've heard the steps over and over again.

Penelope: You've talked to people about the steps. We're going to show you a detailed way that we do it and as you go through your life, you will become that person.

Tom: Yeah. As you ask for something, you'll be...things will happen to you, chemicalization [sic], testing, however you see that. Something will go wrong, you'll have to deal with it and all of a sudden, one day you feel like you've stepped up a step and you have. You have become the person who has that car. You won't get it until you do. Or, if you do get it, it's for a lesson.

The first car that I asked for was a Mercedes, as you know, from reading our book, the *Rich Dreams* book

Joe: Yes.

Tom: And, I'm detailed! I knew exactly what Mercedes that I wanted, but it ended up that I got a Volkswagen.

Joe: [Chuckling]

Tom: Now, it was brand new and I loved it!

Penelope: You have to understand the old clunker they had at the time. It was quite an improvement.

Tom: Oh, gosh.

Penelope: It was quite an improvement.

Tom: It was a huge improvement. We didn't have a car that could make it to the grocery store and back safely.

We got the Volkswagen and had it about eleven months and it just like.... I don't know, it was such a natural process. I went into the bank to ask them about refinancing that one, because I thought the interest rate was too high. They misunderstood and thought that I was trying to take cash out because I was broke, when I wasn't broke! I had a lot of money. Finally, I talked to the guy who was head of the whole department.

He said, "Oh, I'm sorry. We can have you refinance that."

I said, "Well, I don't want it! It wouldn't work for me."

He says, "Well, what do you want?"

I said, "Well, I want a Mercedes!"

He says, "Okay!"

I mean...it didn't even dawn on me that I could get it! But I got it! I got it eleven months later, but I got what I wanted.

So, I got what I wanted, but I got something in between.

Penelope: To get you to the next step.

Tom: You got to get to the next step. So, ask for everything that you want, do just ask for the little stuff.

Penelope: Because sometimes you may get the big thing and that's what happened to this night watchman.

Tom: Yeah. He had asked for a Bentley. About three days later, a guy drove into the coffee shop where he was at, and had a midnight blue with gold interior, yadda, yadda, yadda. He had exactly what he wanted! He asked the guy to go look at it.

He said, "I'm in love with this car."

He said, "Buy it from me!"

He says, "Oh, sir, I couldn't." It was two years old!

You know...do you know how much a two year old Bentley is?

Joe: Uh-huh!! [Chuckling]

Well, for the people who don't know, what would be the ballpark figure for something like that?

Penelope: About \$300,000.

Tom: Well, the new ones are \$330,000.

Joe: The new ones are \$330,000. Okay.

Tom: \$330,000, so a used one, two years old, you know it's going to depreciated, but it's going to be \$250,000.

Penelope: At least!

Joe: A quarter of a million dollars. Okay.

Tom: A quarter of a million dollars for four wheels and a seat.

Joe: That'll get you to the grocery store!



Tom: [Laughter]

Penelope: Yes!

Tom: So, he says, "Well I couldn't do it." They guy says, "Well...."

Penelope: He says, "I can't possibly afford your Bentley, I only have \$5000 in the bank! I mean, that's all I've got!"

Tom: The guy says, "Oh, write me a check!"

So he says, "What?" [Laughter]

He says, "You know what? I'm getting a divorce and my no-good, rickety-rackety, ex-wife is trying to get my car and I'd rather give it to you than to her!"

Joe: Isn't that amazing?

Penelope: He sold him a two year old Bentley, the exact kind of car this guy wanted, for \$5000! Handed him the pink slip that night!

Tom: For a check!

Joe: These are absolutely the stories that I love! These are how you attract a car. It's out of our ego's orchestrated process.

In other words, our ego thinks, "Well, it has to be done in a certain way."

Tom: Right.

Penelope: Right.

Joe: The ego thinks that you have to go to the car lot and that you have to get it through conventional loan. But, the Universe, or the wider picture, this thing that is bigger than all of us, might send somebody to your house or put you in a situation where you meet somebody who just wants to get rid of the car that you want for just what you are willing to pay!

Tom: Yes! That's absolutely true! I've had that happen, too. But in the case where our guy delivered, he drove up to our house and wanted to sell his car.

Penelope: But, that was a whole other story.

Tom: Whole other story, but the guy with the Bentley. He got the Bentley and he was just as happy as you can imagine! Oh, he drove it everywhere, took his friends out to dinner. Went out to dinner and found out that the....

Penelope: You've got to tip a little bit more for the valet with a Bentley.

Tom: Yeah. Tipping is a little higher.

Joe: [Laughter] Yes.

Penelope: They don't really want to park it in every parking lot that you drive by.

Tom: Right. The next thing he did, he said, "Well, you know, I got nervous!" Because he didn't have a garage, you know.

So, he says, "I'm going to give it to my Dad! He's got a garage! He can keep it."

Well, Dad's not going to let that Bentley sit in the garage! He took it out driving and then he smashed in the right front fender! Okay?

So, after three months of having this car, the guy was so frustrated, overwhelmed, he wasn't the man for that car!

Penelope: He didn't want that car anymore.

Tom: He didn't want that car anymore!

Joe: Oh, incredible.

Tom: He had the lesson that he wanted out of it. He had learned a great lesson.

Penelope: He got it! He asked for it and he got it. Then he found out that it wasn't really what he wanted.

Tom: It wasn't his path. Not that's its good or bad. You are not good or bad for the car that you drive for gosh sakes! You know?

Joe: Right.

Tom: But you are just...this wasn't his path. The road that he was on just didn't have a Bentley driving it. So, he sold it! [Laughter] He sold it at a bargain price of \$125,000.

Joe: I was just going to say that I bet that he sold it for a good chunk of a profit!

Tom: He did! About a buck twenty five and the guy was thrilled to have it!

Penelope: That ain't bad!

Joe: That's actually wonderful!

You know what, I've got to pause here, if you don't mind, and let me interrupt, because you are reminding me of the story of my getting my first brand new car.

I remember when I was doing this healing work, fifteen some twenty years ago, and I started to focus on manifesting my first car. Well, I was always driving these clunkers.

When I started looking around, I thought that I wanted a Mercedes. I didn't know what it would be like to have a Mercedes, but I started looking at them. But, of course, all of the fears came up, "How will I afford it? How would I pay for it?"

I was very much into the mindsets that a lot of people have been that are on this call, where they start worrying about payments.

I found that as I started looking at the Mercedes, I would overhear things that would turn me off. I remember being in a bookstore...now, I'm in a bookstore...and somebody walks in off the street whose car just broke down outside and it was a Mercedes!

Penelope: [Laughter]

Joe: He said, "I hate Mercedes! They are always breaking down!"

Tom: Expensive!

Joe: I remember hearing that. It was like, "Joe, pay attention to this. This isn't about this guy's car breaking down. This is about you hearing this message!"

Tom: That's right!

Joe: I remember looking at other cars. I was actually led.... My first brand new car, I ended up buying about five of this kind of cars, was a Saturn!

Tom: I knew it!

Joe: I loved that Saturn! It was not on the status level of a Mercedes.

Penelope: Right.

Joe: But, that car meant so much to me!

Penelope: Right!

Joe: I ended up buying five more. I think that it was about four or five more and I had

bought Marion, my late ex, who bought three of those kind of car and she absolutely loved them. It wasn't until a few years ago that I finally moved into the BMW category. Of course, I still love Saturn's, but I don't own Saturn's anymore. I am now a BMW guy.

Tom: [Laughter]

Joe: But, I had to go through this process that was also a changed process inside Joe.

Penelope: Absolutely!

Joe: Yeah.

Penelope: I think that it's so important for us all to remember, that it's okay if you don't really want a Mercedes. It doesn't mean that you are not good enough or you are not rich enough or that you don't have that status that you are so consumed with.

What matters is that you have a car you love.

Joe: Oh, boy! That is so true!

Tom: When you talk about the lists of people...the site that you have with the various message boards.

Joe: Oh, yes.

Tom: I was looking through that. I noticed that a lot of people were doing a lot of dreaming. They want the big car or the fancy car and they want the payments now.

I mean, the most important thing is that you hold it in your heart and that you see it inside of you, whatever car this is.

I have gone through...I've had four Mercedes. Right now, I have a Jeep, not a Chrysler, and I love my Jeep.

My wife has one of those new Pacifica's. You know?

Penelope: Which scarily and ironically, I have a Pacifica and my husband has a Jeep.  
[Laughter]

Tom: It's terrible.

Joe: [Laughter]

Tom: We get them all for half price, so we said, "Hey, let's get a bunch!"

Penelope: [Laughter] Load up the driveway with twinsies [sic]!

Tom: His Jeep is bright red and my Jeep is.... And, they are both Limited's with big engines. We don't drag race.

Joe: You focused on a very good point. It's all about making your heart sing!

It's not about an ego status symbol. It's more about the fun thing that you feel fantastic in driving. What is appropriate for you?

Penelope: Right. If you have kids.... I have a one year old. I'm not going to buy a Mercedes! She's just going to pour juice on the leather...

Tom: [Laughter]

Joe: ...and get crumbs everywhere and squish her banana in there.

Tom: Okay. You hear messages. I have a friend who is a lemon law lawyer in San Diego. He's a very dear friend. The worst company to deal with, and he tells me these horror stories, day in and day out, is Mercedes! [Laughter]

Joe: Amazing!

Tom: I mean, it's a fantastic car to drive, but they will not admit that they have a problem.

Joe: [Laughter]

Tom: If you finally get to the point where it's like, you insist to go to court, they'll send in five lawyers to fight you over a small problem.

I mean, they are just not going to be sued. It's funny. You just get those messages and the last time I went to go buy a car, for my Jeep, I wrote down three cars. I wanted an SUV. So, I wrote down a Jeep, a Grand Cherokee. I wrote down a BMW 5X. I wrote down a Mercedes ML 430.

We'd had one of those and my wife was adamantly opposed to it, so there was really no point in writing that down, but I did until the end, anyway.

Penelope: [Chuckle]

Tom: So, when all of this settled through, I asked for those three cars. I did my work. I was active. I went out there and I looked around. I ended up with a Jeep and I am so happy! The Universe knew what car was better for me!

Joe: Tell me, because a lot of people listening may not understand, when you say, "I

wrote it down,” I think when you write something down it means more than a shopping list to you.

Tom: Oh, yes.

Penelope: Absolutely! We have a real...

Joe: Tell me about that process.

Penelope: ...detailed process that you do. There are some rules that go along with writing it down.

Tom: She loves the rules! You get to hear all of the rules!

Penelope: [Laughter]

Joe: Oh, tell us a few of those rules or all of them, if you can!

Penelope: The first rule is that you always write in present tense only, because we experience life in the present tense. If you really want that new car, you want to be able to drive it, you want to be able to drive it in the now. You can't drive something in the future.

Penelope: So, we say, get out a seventy-nine cent notebook. For people around the world, that that is a sort of strange way to say things, that just means a spiral notebook with paper in it. It doesn't have to be expensive. It doesn't have to be a big deal.

Tom: It could be the back of an envelope.

Penelope: It could be the back of an envelope. We like to keep it all in one place, because it's easy to deal with.

Tom: Don't spend a lot of money planning.

Penelope: Don't spend a lot of money planning, right. Save your money for the car.

But, you get a notebook and you get a pen and you write down, “The first thing that I want, I have a new car.” Or “I have a new or like-new car.” We write down like-new, because there are times that you can get incredible deals on something that is something just like brand new.

Tom: We have four cars...

Penelope: ...that are like-new. [Laughter]

Tom: That we paid half price for and they are like brand new. We get them with like

12,000 miles on them.

Joe: Oh, nice insight. Okay.

Penelope: That's a really big key.

Joe: Okay, so that's the first step.

Penelope: That's the first step is that you always do it in present tense.

Then, what you want to do is skip lines. Leave enough space around what you want, because you are practicing abundance in your notebook.

You detail everything you want in that car. What you want out of that car, how you want to feel in the car. So, your lists could look like this:

I have a new or like-new car.

It is a Jeep Grand Cherokee.

It is blue.

The seats...It has leather seating.

Tom: It has grey leather upholstery.

Penelope: It has beautiful wheels.

Tom: It has a CD changer.

Penelope: I feel safe in it.

Tom: It has chrome wheels.

It has...whatever you specifically want.

Penelope: Specific things that you want.

Tom: When you get to the details of the radio and you get down to the details of everything that you want to the point where you go out and you go to a dealership and you sit in one of those things. You look around in it. You feel it. You smell the leather. You know it and you own it in your heart! Okay?

Penelope: And, you...

Tom: So, it's not just some like pie-in-the-sky thing you saw.

Penelope: Find living that word. [Laughter]

Tom: You know it's not like a Hollywood dream. It's your dream.

It's what you want! You can see yourself driving in this. I mean, this is kind of cool! You just feel neat about it. I mean, if you can go into a dealership and you don't feel like.... You know, I don't have a BMW right now. I don't have a Mercedes.

I for the longest time was writing down that I wanted a Bentley or a Rolls Royce.

But, you know what? I don't even want to go to the dealership and sit in one of those. I'm not comfortable with it. So, why should I mess with that?

Joe: I don't know.

Penelope: He's not ready.

Tom: I'm not ready for it, you know?

Joe: That's good to know. That's a beautiful insight.

So, that step two is that writing it out stage. Is that what I understand?

Penelope: Right and you are detailed. You want to stay positive. Don't put "no's" in there.

Penelope: "I do not have to pay high car payments." What.... The Universe doesn't hear "no," so what you are asking for is high car payments.

What you put down is: "It is easily affordable to me."

Tom: "It is easily paid for."

Penelope: "It is easily paid for."

You do this each on a separate line. Keep it short and simple.

Keep those messages short and sweet. Don't go on and on and on and on. It's this and has chrome wheels.

Don't take what you want and put it all into one sentence. It's too hard.

The Universe is going to give to you what you want, the best to its ability, the closest to your list, the fastest possible way.



So, if you get every single thing on your list, except Chrome wheels, do you not want the car?

Joe: [Chuckle]

Penelope: Or, do you want the car?

Tom: You can get the Chrome wheels later.

Penelope: You can always get chrome wheels later. You can always get any detail later.

Tom: When you are writing, be sure that you do not use the word “want.”

“I want a new car. I want a new Mercedes Benz eclass.”

Penelope: That is going to make you to want it!!!

Tom: Forever!

Penelope: You are asking for one thing.

Tom: Do not say, “I will have a new car.”

That means that you are going to get it in a time in which you can not use it!

Penelope: It’s always: I have; I am.

It’s just like the title of our book, *I’m Rich Beyond My Wildest Dreams – I am. I am. I am.*

Joe: I am. I am. I am.

Penelope: The “I am” is very powerful!

So, that’s step two, the detailing of everything you want. Writing it down specifically as to your specifications you want in a car. Go real deep in it.

I write things like: “Only those for my highest good may ride in my car.”

“I am totally safe in my car.”

Tom: You’re still there, right, Joe? Joe?

Joe: I’m here.

Tom: We heard a blink.

Joe: Yeah. I'm still here. I have a moment of panic when I hear that, too, but we are fine. [Chuckle]

Tom: There's one more thing. That's step two.

Then, there's step three. After you have written down everything in detail all that you can about the car, every detail about whether it has insurance, and how easily that it's paid for, and all of these things that you want. Right then, you visualize it.

Penelope: We don't just mean... Use all your senses. Smell it. Feel the steering wheel in your hands. Hear the music playing. Feel the wind coming in through the windows. Sit and close your eyes and feel as though you already have that car, because if you can feel that way, then it's there. It's waiting for you.

Tom: You know, it's like when you ask for something that you want, whatever it is, and if it's a step up from where you are now, there's a natural resistance. I mean, you are really not resonating at the same level at what you are asking for is resonating at.

Like attracts like; so you need to be at that same level. So, a little trick that I use, when I ask for a car is I sit back and I relax and I close my eyes. I take about three deep breaths and I imagine or I view this car in my mind and I see it. As Penelope says, I try to smell the leather, feel it, and taste it and see myself driving it.

Then, as the final thing...it's just an image, right? I try to drive this image into my left arm and up into my heart. Once I have it into my heart, I've broken through that border, that invisible reluctance or whatever you have.

Penelope: Inertia.

Tom: Man! It's amazing how fast things happen!

Joe: I love that! So you drive the car right into your arm which leads right into your heart, and that leads right into your life...

Tom: Yes.

Penelope: Right!

Joe: ...and that will lead right into your driveway.

Penelope: That's [laughing] true!

Tom: It seems to work that way for us and a lot of people!

Joe: Very nice!

Penelope: Then you go about your life. You don't sit and obsess about the car forever.

Tom: No, you don't.

Joe: I am so glad that you said that! Because, a lot of people write and they say, "Well, I'm doing that. What do I do now?"

Penelope: You let go.

Joe: Yeah.

Penelope: You let the Universe give it to you. If you are going to keep trying to do it yourself, no one else can help you! Let the Universe help you. You don't have to do all of the work anymore.

You know, our system is about "ask and receive." It's not about "ask and achieve!"

Penelope: This isn't a test to show how you can figure everything out. Get out of your own way!

Tom: You go about your life. You do your things. If you feel like calling people...I mean, sure, you know, you are going to make some calls. Like, when I bought my Jeep. I'll go back to this one again, because it's more recent than any of the other cars. Well, there are some cars past that, but.... I'd gone through this.

I'd gone through a bunch of ads online and everything and I'm like, "Aw, I'm done. I'm done!" I saw that all as putting it into my heart. I just...I was done. "I'm going to watch a Laker's basketball game," I said. This is back when we had Shaq and it was worth watching.

Penelope: Let's just take a moment of silence.

Tom: Oh, yes! [Laughter]

Penelope: [Laughter]

Joe: [Chuckling]

Tom: Anyway, I was going to watch the game. So, I was sitting there and Diane says, "Somebody's calling about a car."

I said, “Honey, I’m done with that right now.”

She says, “He said he called you! There’s a green Jeep like you’ve been asking for.”

I said, “Oh, really?”

She’s like, “Tom! Take the phone call!!” She had to yell at me. I mean, I was watching the game! You know?

Joe: [Laughing]

Tom: I was detached! So, I went in and I talked to the guy. It was everything that I wanted. I went over there to get the car the next day.

Penelope: You have to hear it. This is the phone call that we got, “Oh my God! It’s the most beautiful color of green.”

Tom: Yeah. It’s was the most beautiful...

Penelope: It’s the most beautiful color of green.

Tom: Harvest green, you know, I don’t know what Harvest Green is, but that’s what the guy said it was.

Joe: [Laughter]

Tom: It turns out by meeting this man I met his son, who buys lease deals and sells them to dealership as a business. Since then, he gets us all of our cars at half-price.

But, I was looking at this car and it was the most beautiful green I’d ever seen, because I wasn’t going to buy a car that wasn’t green, because that’s my favorite color. I’m Irish and I admit it.

Joe: [Laughter]

Penelope: [Laughter]

Tom: [Chuckle] So, I bought the car. I drove it home. I pulled up there in front of the house.

Penelope: He’s so proud!

Tom: They said, “Well, where is it?”

I said, "Right here!"

They said, "That's not green, that's taupe!"

Penelope: [Laughter] It's taupe. It's not green!

Tom: It changed colors on the way home!

Joe: [Laughter]

Penelope: It's not green. It was never green.

Tom: I love that car!

Penelope: But, the Universe knew!

Joe: The Chameleon car!

Penelope: But, the Universe knew that that's how to get his attention! Because, that is what is important to him is that it's green. You see, when you put those personal things in there, right?

When you make it personal and you make it that something only you would know, then the Universe can fulfill that quickly, because that's a single. That's a one-in-a-lifetime.

If you say, "It makes me feel like a million bucks. It makes me feel like I'm opulent and powerful. It makes me feel like [this]." The Universe knows how to make YOU feel that way! It's not generic.

Tom: There are two lines. I don't want to steal her thunder. I was just taking a moment here. Okay.

Joe: Uh-huh! [Laughter]

Penelope: Gee, thanks! [Laughter]

Tom: There are two lines that I always write down, irregardless of what I am asking for.

I found this out when we bought a house in San Clemente and we looked forever. My wife wanted one kind of house and I wanted another. We couldn't agree.

So, finally we were sitting at like a Burger King out BFE here in the desert, looking for houses. [Chuckle] My wife just got upset.

I pulled down this thing and I wrote down two things.

I wrote down: "Our house finds us. We recognize it instantly."

You can do that with your car!

"My car finds me. I recognize it instantly."

Joe: Oh!

Tom: The next day, our agent had to have a root canal. She wasn't even with us. She sent us off to find houses. We don't even have a lockbox key to see anything.

At dusk, it's getting dark! We drive up to this house and walk in the gate, around to the back. It is vacant. The shades are pulled so that you can actually look in. So we squint in and this house is empty. At dusk, you can barely see inside. We haven't been inside. It's been on the market for two months.

I turn to Diane and she said, "This is it!"

I said, "This is it! Let's go make a full price offer. We don't want to lose it."

Joe: Wow!

Tom: [Laughter] We didn't even see it! We knew that that was our house!

Penelope: I have a similar story. The first big car that I bought on my own was a Dodge Durango. It was.... I drove a Jetta and a Bug, you know, little cars.

Tom: Six liter engine. Ask her about that!

Penelope: Oh! It's so nice in L.A., to be able to just drive past everyone. I have a small car now. So we're not going to go there.

I wrote down on my list when I decided to go get that car, I wrote down: "My car speaks to me."

I thought what the heck, we'll see if that.... You know, I just get going and you start writing details and you just try to be personal.

I wrote, "My car speaks to me."

It was raining that day and we stepped out of this...which is a great day to buy a car, because they've got to get you a deal no matter what.

Joe: [Chuckling] That's true!

Penelope: So, keep that in mind.

We went out into lot. We were just going to look. I looked down the lane. There was this Durango, after Durango, after Durango, after Durango. There was this one Durango, sort of pushed in front of the rest of them, maybe by six inches, and I looked at it and I felt something funny. All of a sudden I heard, "There it is!"

I was like...I turned around. I was looking at my husband and he was like, "What?"

I said, "I think I just heard, 'There it is.'"

He's like, "Where what is?"

I said, "That's my car. That's her. That's where she is. She's right there waiting for me."

I walked up, and this was the last car of the previous model year.

They gave me this car for about one-third off because they had gone...it had been in every dealership. It had originated in North L.A. and we were in South Orange County. That's a pretty big distance. They were trying to get the car to go. They wanted it out.

Joe: Amazing.

Penelope: We got an incredible deal on it.

Tom: I mean, this was like the end of the spring of a new year.

Penelope: Yeah!

Tom: They had to get rid of that car!

Joe: Well, I'll tell you, I'm going to have to interrupt here, so I can go to my next guest. But, this has been fantastic! I think these are great stories, great insights, and I love those three steps that you gave and the examples that you've given.

Do you want people to go to the [www.RichDreams.com](http://www.RichDreams.com) website? Is that where you want them to head out?

Tom: Yeah. Go to [www.RichDreams.com](http://www.RichDreams.com) website and if they read the book. I mean, we don't sell the *I'm Rich Beyond My Wildest Dreams* book ourselves. There is a link from there that you can go to from our website.

Penelope: You can purchase it at [www.Amazon.com](http://www.Amazon.com) or [www.BarnesandNoble.com](http://www.BarnesandNoble.com).

Joe: I strongly encourage it!

Penelope: Or you can go to a local bookstore and you can purchase *I'm Rich Beyond My Wildest Dreams – I am. I am. I am.*

Tom: Joe...

Joe: Yes?

Penelope: The website is [www.RichDreams.com](http://www.RichDreams.com). Go.

Tom: Joe, there is a little thing in there that they are going to want to read in that book. It's called Cosmic Buying.

Joe: Cosmic Buying?

Penelope: Cosmic Buying Power.

Tom: Yeah, Cosmic Buying Power. When they go in there, there is a way if you go shopping and find what you want, and claim it and nobody else will buy it, it will wait for you!

Joe: [Laughter] Now that would be something.

Tom: I've gotten some incredible deals with this deal.

Joe: That's a beautiful tease right there and I know that it's a beautiful method. So, I love Tom. I love Penelope. I love your book, *I'm Rich Beyond My Wildest Dreams – I am. I am. I am.* The website is [www.RichDreams.com](http://www.RichDreams.com).

Tom and Penelope, thank you both!

Tom: Oh...

Penelope: Thank you!

Tom: ...thank you from the bottom of my heart!

Penelope: Good luck everybody, you are doing great!

Joe: Alright. Talk to you later.

Brad, are you on the line?

Brad: I am and Tom, if you are still there, if you want to be ready to have that Bentley or



Rolls, stay on the line.

Tom: [Laughter]

Joe: [Laughter]

Tom: Well, that might push me or anything. That's good, Brad.

Brad: That's good. That's good.

Joe: Well, Brad, welcome back! You are back by popular demand! People have said, "We want the EFT guy back on!" So, that's Brad Yates.

You were on my very first call, right? Wasn't it two weeks ago?

Brad: Yeah. Two weeks ago.

Joe: Okay, the very first of the teleseminars. Tonight's the third one.

I gave the link out earlier, in case people wanted to go to the source. That would be [www.emofree.com](http://www.emofree.com).

But you have your own website and your own materials and I don't have that in front of me. What's your website again, Brad?

Brad: It's [www.bradyates.net](http://www.bradyates.net).

Joe: .net, that's what was throwing me off. Thank you.

Brad: Yeah. Think nothing but 'net.'

Joe: Alright, well, the people listening, most of them have been on all three calls. They just heard Tom and Penelope. A lot of them have not picked out there car. A lot of them have picked out there car. Some of them have already gotten their car.

But, I've also heard, and so have you, from some people who have concerns.

There are people who are worried about car payments. I think that they put the focus on the wrong place there, but let's just use that since it came up. There are people that are worried about having too much power in their lives. Like, they were unconscious creators before this whole teleseminar started or before they read *The Attractor Factor*. Now, they are awakening to the fact that, "Oh, I've been creating my life and that's scary, because now what am I going to do next?"

Brad: Very scary! [Laughter]

Joe: So, I want you to help people resolve these tensions and concerns and these limiting beliefs, so that people can attract a new car, house, wealth, or whatever it is that they are looking for.

Brad: Yeah, and I'm really glad that it's real exciting to have Tom and Penelope on, because it's so much of what I use comes from things that I have learned their book. They addressed the issue of when describing the car saying that, "it's easily paid for."

Because on your list someone had said, "Well, saying what I want is only half of the part, because you have to say how it comes."

And you said, "No, you don't have to say 'how.'"

Part of the description is, "That it is easily paid for."

Joe: Yeah.

Brad: Not that manifesting the car means, "Well, I can go out there and buy it and have payments that are going to choke me." [Chuckling] So, you don't have to do that. That's another way of manifesting. But, you want to manifest in a positive way.

Joe: Yeah, and that's my whole point here is that it can be easy and, of course, positive, and that's what we want to focus on.

So, Brad, we are in your hands. I can shut up and let you do what you need to do here.

Brad: [Laughter] Well, somebody's hands, I channel all my work. So....

Joe: There you go. Well, we are in good hands.

Brad: [Laughter] I trust the hands that you are in.

In going through, of course, whenever I'm working with someone on whatever the issues are, and there are a lot of issues. Last week or two weeks ago, we tapped on was the idea of "not being worthy"...

Joe: Yeah.

Brad: ...which is one of the biggest blocks to abundance. One of the things that has been coming up, also, and I heard this from someone who was commenting on, I think, someone mentioned it last week, is the issue of "it just doesn't seem possible."

Joe: Um. Okay.

Brad: "It seems too easy to be able to do this."

I loved last week when you and Bob were talking about going down and test driving the car.

Joe: Yes.

Brad: Because, I did that last week. I went down and I test drove my car and immediately, everything comes up that tells me why it's not possible. I just started tapping on the way over there and test drove my car.

Joe: Well, I'm glad that you said that, because people need to know that we all do these things ourselves.

Brad: Absolutely!

Joe: I do tapping myself. You just sold me that you did it when you went to go test drive a car.

I also want to reiterate something that Bob said earlier, when you test drive a car, the car sales people obviously want to make a sale that day, but they also know that people also come to find out what car fits them. It's like trying on a jacket.

Brad: Right, there is not an expectation that as soon as they take you for a test drive, that there is a guaranteed sale.

Joe: Yeah. So, when you try on a jacket and it doesn't fit, you just put it back on the shelf. If you take your car for a ride and it doesn't feel right for you, you just say, "Thank you, I'm going to keep looking." That's it.

Brad: Yeah, and for my sake of integrity. I was just totally upfront with the person and said, "I'm not buying a car today."

Joe: Um.

Brad: You know, just so that you know that I'm not going to pretend that I'm walking in here with cash to buy this car today. He said, "Fine!"

Joe: Perfect! Perfect.

Brad: Yeah, whenever those fears come up, challenge yourself, like that by test driving a car and then do whatever. Tapping is one of the great tools, you can do it on the way over and you can release all of those fears.

Joe: What are they tapping on, Brad?

Brad: Well, just tapping on whatever the fear is: so, even though I'm afraid that I'm wasting this person's time; even though I'm afraid that the car dealer is not going to like me; the sales person is not going to like me; they are going to get angry.

That could be a big thing is "I'm afraid that if I test drive this car and I can't afford it today, that they are going to be angry at me." That can be all kinds of old issues, that...

Joe: Yeah.

Brad: ...thank goodness that you brought them up, because once you've brought them up, you can get rid of them! So....

Joe: I remember the time first time that I went looking for cars back in the story. I had actually forgotten that I had thought that I wanted a Mercedes, but I didn't.

I was led, and it's important to realize that I felt led to check out Saturn cars. They were fairly new cars when I first started looking at those cars. Most people didn't know what a Saturn was. It was a brand new car and a brand new company.

I remember going in and I was embarrassed, because I thought, "Oh, I'm going to test drive the car. I already know that I like it. When I fill out the paperwork, they are going to find out that I don't have the money to pay for it and that will be embarrassing!"

Brad: Yeah.

Joe: So, I had the thought, "This is going to be embarrassing. They are going to get mad at me. I'm going to be red-faced with shame and I'm going to leave with my head hanging."

I didn't know about tapping at that point. I think I was about to be introduced to thought-field therapy shortly around that time. But, I went through the process and instead of leaving with my hanging I left with a brand new car and the keys in my hands.

Brad: Yeah! We stop ourselves from so many things, because of our fears.

Just last week my son couldn't ride a bike and said, "I'm never going to ride a bike. I hate my bike."

Joe: [Laughing]

Brad: Suddenly, within a matter of minutes, he went from training wheels to riding a two-wheeler, without any problems at all.

Joe: Oh, didn't you have to go buy him a bike Saturday?

Brad: Oh, yes! I went and bought him a new bike, because he was off of the training wheels and he needed a bigger bike! It just happened instantly, because he was somehow was able to move through that fear. That's what tapping can do

Rather than just talking about it, I want to actually take you guys through a process. So, it's not just information. I want everyone to have a visceral experience.

Joe: Can you tell them either how to follow along online, because some people are in front of their computers and they can go to the website...?

Brad: Okay.

Joe: ...or be so specific that they know to hit on the karate point part of their hand, and so forth?

Brad: Yeah, absolutely.

If you don't have access to the picture of the tapping points... which you can do on my website, [www.bradyates.net](http://www.bradyates.net). Down on the left hand menu, where it says "EFT Intro," click on that, down on the left hand side there will be a box that say's "Brief Tutorial." That will show you a picture of Michael D'Angelo's David, which to me is such a perfect image for this, because Michael D'Angelo said that, "David was already there perfect in the marble, I just had to chip away the parts that didn't belong."

The philosophy behind my work is that the person you most want to be is already most perfect inside of you, we are just tapping away the parts that don't belong.

Joe: Beautiful!

Brad: So, then, I'll describe that the first place that we are going to tap is on the Karate chop. That's on the side of the hand. If you were to karate chop somebody, right there on the knife edge of the hand below the pinky.

The next point is the eyebrow point and that is right there at the beginning of your eyebrow, close to the nose.

The next point is the side of the eye, right there on the outside corner of your eye

on the edge of the skull.

The next point is right under the eye, directly below the middle of the eye.

The next point is right under the nose; then right under the lip, right in the crease between your lip and your chin.

The next point is the collar bone point. The best way to do this is to make a fist and hit your fist right where your two collar bones come together in that little “U” shape there.

The next point will be under the arm. That’s about four inches down under the armpit, right about bra strap level.

The last point will be on the top of the head, where you would wear a beanie or a Yarmulke [pronounced ya-ma-ka].

I will say the point that we are tapping on. You don’t have to repeat when I say the name of the point, but I do ask that you repeat the words that I am saying. Because we find that EFT is more effective the more emphatically that you repeat/the more emphatically you say the words out loud.

The words are designed to bring up whatever it is in your energy system that can then be balanced out.

Again, for those of you who haven’t been on, EFT, emotional freedom technique, is based on the idea that there is energy flowing through Meridians in the body. This is the basis through Acupuncture. It’s been working for thousands of years in Chinese medicine.

Negative emotions, these fears that come up, these fears that we’ll be embarrassed or scolded are disruptions in this energy system. So, by balancing them out by tapping on these points, we clear out those negative emotions so that we are then free to move forward. The idea that, “I’m not ready for my Rolls Royce,” there’s something in the energy system that comes up around that, so we can balance that out.

So, what I think that I am going to do is use the expression, “I don’t think that it’s possible.” I’ll tie in as many different themes around the things that we’ve talked about into this round of tapping. So, I’ll use that as the one....

Joe: It think that is an excellent one, Brad.

Brad: Yes, because that’s one that someone mentioned last week, and I think that it comes up for a lot of people. It’s like, “It’s a nice idea, but....”

Joe: Right. “How to attract a brand new car, it sound’s like it’s not possible!”

Brad: Yeah. "It's fun to play along with, but I'm not going to get my hope up!"  
[Laughter]

Joe: Yeah, "Joe's a nice guy and we are having fun. He's been making calls, but I'm not going to get my hopes up!"

Brad: Right, and because we don't get our hopes up, then we don't take the steps! You know?

Tom and Penelope say get that notebook out and write the description. "Well, yeah, when I get around to it, but I'm not going to invest a whole lot of time into this because it's folly."

Joe: Can we do this in about five minutes or less?

Brad: Absolutely!

Joe: Isn't that beautiful?

Brad: We are going to jump right in. For some people it will clear a lot, for some people a little bit. You know, we'll do what we can.

So, starting tapping on the side of the hand and Joe if you can repeat out loud. I don't know if anyone else is still on this line.

Joe: It's probably just you and me, so I'll repeat it out loud, but the people listening can repeat it out loud wherever they are at.

Brad: Okay. Yeah, please do. So...

Even though this couldn't be possible...

Joe: Even though this couldn't be possible...

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

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

Brad: Even though this can't be possible...

Joe: Even though this can't be possible...

Brad: ...I deeply and completely love and forgive myself.

Joe: ...I deeply and completely love and forgive myself.

Brad: Even though this can't be possible...

Joe: Even though this can't be possible...

Brad: ...it's way too easy!

Joe: ...it's way too easy!

Brad: The world just doesn't work that way!

Joe: The world just doesn't work that way!

Brad: If I want a luxury car...

Joe: If I want a luxury car...

Brad: ...I need to make a lot more money.

Joe: ...I need to make a lot more money.

Brad: I need to have a lot of things happen.

Joe: I need to have a lot of things happen.

Brad: I need an inheritance...

Joe: I need an inheritance...

Brad: ...or some other huge thing to happen for me...

Joe: ...or some other huge thing to happen for me...

Brad: ...which I just don't see happening.

Joe: ...which I just don't see happening.

Brad: So, this just isn't possible...

Joe: So, this just isn't possible...

Brad: ...because I haven't seen it happen before...

Joe: ...because I haven't seen it happen before...

Brad: ...and I know everything.

Joe: [Chuckle] ...and I know everything.



Brad: I am SURE I know everything!

Joe: I am SURE I know everything!

Brad: I am SO certain that I understand everything...

Joe: I am SO certain that I understand everything...

Brad: ...that this can't work if I don't think that it will work...

Joe: ...that this can't work if I don't think that it will work...

Brad: ...and even though I don't think it will work

Joe: ...and even though I don't think it will work

Brad: ...and it's not possible...

Joe: ...and it's not possible...

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 convinced me that this is not possible.

Joe: ...who has convinced me that this is not possible.

Brad: Eyebrow point: It can't be this easy.

Joe: It can't be this easy.

Brad: Side of the eye: It can not be this easy.

Joe: It can not be this easy.

Brad: Under the eye: It just can not be this easy.

Joe: It just can not be this easy.

Brad: Under the nose: This belief that it can not be this easy.

Joe: This belief that it can not be this easy.

Brad: Under the mouth: It would take a miracle...

Joe: It would take a miracle...

Brad: Collar bone: ...and I don't believe in miracles...

Joe: ...and I don't believe in miracles...

Brad: Under the arm: ...at least not in my life!

Joe: ...at least not in my life!

Brad: Top of the head: Sure, I've heard stories...

Joe: Sure, I've heard stories...

Brad: Eyebrow: ...the Universe has delivered for other people...

Joe: ...the Universe has delivered for other people...

Brad: Side of the eye: ...but those are flukes.

Joe: ...but those are flukes.

Brad: Under the eye: They are coincidences.

Joe: They are coincidences.

Brad: Under the nose: There is nothing that I can trust in.

Joe: There is nothing that I can trust in.

Brad: Under the mouth: I can't believe in this...

Joe: I can't believe in this...

Brad: Collar bone: ...because I know everything.

Joe: ...because I know everything.

Brad: Under the arm: When I switch the light switch...

Joe: When I switch the light switch...

Brad: Top of the head [sic]: ...I fully understand the current of electricity...

Joe: ...I fully understand the current of electricity...

Brad: Eyebrow point: ...and the mechanics of the light bulb...

Joe: ...and the mechanics of the light bulb...

Brad: Side of the eye: ...and that's why the light goes on for me.

Joe: ...and that's why the light goes on for me.

Brad: Under the eye: I understand all of the principles of aerodynamics...

Joe: I understand all of the principles of aerodynamics...

Brad: Under the nose: ...and that's why I can fly on an airplane.

Joe: ...and that's why I can fly on an airplane.

Brad: Under the mouth: If I don't understand how it works...

Joe: If I don't understand how it works...

Brad: Collar bone: ...it can't work for me.

Joe: ...it can't work for me.

Brad: Under the arm: This fear that it can't work for me...

Joe: This fear that it can't work for me...

Brad: Top of the head: ...and this fear that finding out that it can...

Joe: ...and this fear that finding out that it can...

Brad: Eyebrow point: ...because then I would have too much power.

Joe: ...because then I would have too much power.

Brad: Side of the eye: Maybe, I won't let myself believe in it...

Joe: Maybe, I won't let myself believe in it...

Brad: Under the eye: ...because then I've got too much power...

Joe: ...because then I've got too much power...

Brad: Under the nose: ...and as Spiderman learned...

Joe: ...and as Spiderman learned...

Brad: Under the mouth: ...with great power comes great responsibility...

Joe: ...with great power comes great responsibility...

Brad: Collar bone: ...and I don't want responsibility! [Laughter]

Joe: ...and I don't want responsibility!

Brad: Under the arms: So, I am unwilling to commit...

Joe: So, I am unwilling to commit...

Brad: Top of the head: ...and to justify not committing...

Joe: ...and to justify not committing...

Brad: Eyebrow point: ...I am holding onto my belief that it's not possible.

Joe: ...I am holding onto my belief that it's not possible.

Brad: Side of the eye: If I knew that it was possible...

Joe: If I knew that it was possible...

Brad: Under the eye: ...I'd have to commit to it...

Joe: ...I'd have to commit to it...

Brad: Under the nose: ...and take responsibility for my life...

Joe: ...and take responsibility for my life...

Brad: Under the mouth: ...past, present, and future...

Joe: ...past, present, and future...

Brad: Collar bone: ...and that seems like too much power...

Joe: ...and that seems like too much power...

Brad: Under the arm: ...and too much responsibility.

Joe: ...and too much responsibility.

Brad: Top of the head: Of course, then I could have the car that I want!

Joe: Of course, then I could have the car that I want!

Brad: Eyebrow point: Um, tough choice!

Joe: Um, tough choice!

Brad: Side of the eye: Living as a victim of circumstance...

Joe: Living as a victim of circumstance...

Brad: Under the eye: ...free of responsibility...

Joe: ...free of responsibility...

Brad: Under the nose: ...or at least having the illusion of freedom...

Joe: ...or at least having the illusion of freedom...

Brad: Under the mouth: ...or actually being able to manifest what I want.

Joe: ...or actually being able to manifest what I want.

Brad: Collar bone: Because the truth is...

Joe: Because the truth is...

Brad: Under the arm: ...is how the Universe works...

Joe: ...is how the Universe works...

Brad: Top of the head: ...whether I believe it or not.

Joe: ...whether I believe it or not.

Brad: Eyebrow point: the Universe works by the Law of Attraction.

Joe: The Universe works by the Law of Attraction.

Brad: Side of the eye: ...whether I believe it or not.

Joe: ...whether I believe it or not.

Brad: Under the eye: Thinking about what I want...

Joe: Thinking about what I want...

Brad: Under the nose: ...creates what happens.

Joe: ...creates what happens.

Brad: Under the mouth: My thoughts are the cause...

Joe: My thoughts are the cause...

Brad: Collar bone: ...my circumstances are the effect.

Joe: ...my circumstances are the effect.

Brad: Under the arm: It always works...

Joe: It always works...

Brad: Top of the head: ...and so, it's absolutely possible.

Joe: ...and so, it's absolutely possible.

Brad: Now, take a deep breath.

Joe: [Deep breath in, and exhale]

Brad: Alright. Pulled it in just under six. [Laughter]

Joe: Alright! You did great. You did great!

Brad: So, folks if you want to check out...

Tom: Brad?

Brad: ...on a scale of how possible it seems for you and depending on where you are at,  
it may take a lot more tapping.

Joe: Yes.

Tom: Joe?

Joe: Yes?

Tom: Can I just add one thing? Brad?

Brad: Yes?

Tom: I'm going to start looking for that Bentley again.

Brad: [Laughter]

Joe: [Laughter] That's a beautiful thing to add, Tom. Thank you!

Tom: That means I've got to have the house to put it in, so I need a third car garage...

Brad: [Laughter]

Joe: You can have it all!

Tom: ...down here in California. Pardon me?

Joe: You can have it all!

Tom: You don't know what that means out here in California! [Chuckling]

Brad: I live out here in California! I'm a native Californian.

Joe: [Chuckling]

Tom: Maybe you DO know what it means out here in California!

Penelope: [Laughter]

Brad: I absolutely do! [Laughter]

Joe: Hey, guys. I've got like one minute left. I'm going to have to wrap this up.

Brad: Okay.

Joe: Thank you, Brad. Thanks, Tom for coming in and to say that. I didn't know that you were participating, and it's so great to know that you were and to hear what the difference was for you!

People, again, I want you to go to Brad's website. And, if Brad, you are still there, that's [www.bradyates.net](http://www.bradyates.net).

Brad: Correct.

Joe: Did you have a final comment? So, I don't completely cut you off here?

Brad: Who was it? Someone says, "Expect miracles."

Joe: Yes. Expect miracles.

Brad: [Laughter]

Joe: I love it! Brad, thank you again.

Brad: My pleasure. Thank you, very much.

Joe: Okay.

Folks, I wanted to mention a couple of things.

This was the third in our teleseminar series in How to Attract a New Car. The next one and last one, the final one is next Wednesday, same time, same place, same phone number.

I have two guests that I have never interviewed before that I am very excited about. They are manifestation and prosperity specialists. They are experts. They are very well known. I am amazed that they agreed to allow me to have them on this teleseminar for you, but they have agreed to do so.

Also, I wanted to mention, since I ended up telling my story of how I got my first new car, which ended up being a Saturn. I want you to know that when I was handed the car keys and I was approved for a loan. I was very nervous, because I thought, "How am I going to make the payments on this car?" That was one of the first thoughts that I had.

Now, today, I know that I could have just tapped that away. But, that was a real thought that was on my mind. Then I realized that I didn't have to have the money to make six years worth of payments. I only had to have the money to make one month's payment! Then, as the next month clicked in, I just needed the money for that!

To my amazement, as I went for my dreams, which in my case was a brand new car, which in my case was a brand new Saturn, the money also showed up that I needed to pay for it!

So trust was being required on all levels. But as I trusted, as I jumped off of the mountain top, I didn't fall to my death. I instead grew wings and flew!

So, I am going to un-mute the call so you can say something: hello, good bye, tell a joke, whatever. Let's see what you have to say. I'm going to un-mute right now.

Audience: Thank you, Joe! Thank you, Joe! Thank you, Joe! Wahoo! Thank you!



[Whistle]

Joe: Okay. I heard a few “Thank you’s” but just like the previous weeks, there are so many people calling in from all over the world that I can’t hear all of you. But I can feel your energy!

Let’s all work together. Let’s go to our website that’s for our mutual support  
[www.AttractorFactor.com/calls](http://www.AttractorFactor.com/calls).

I will send out all of the links to tonight and all of the previous calls. I will send that to everybody that is one this call and that has signed up and so forth.

So, thank you again. Focus on what you want. Expect miracles. I love you all.  
Good morning and Good night. Bye.