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Dr. John Demartini is considered one of the world's leading authorities on human behavior and personal development. He is the founder of the Demartini Institute, a private research and education organization with a curriculum of over 72 courses covering several aspects of human development. Dr. Demartini travels 360 days a year to countries around the world where he shares his research and findings. In this episode we discuss: How Dr. Demartini left home at the age of 13 Set goals on what you really value Prioritize your life People are obliged to fulfill what they value most high-priority actions vs. low priority distractions The power of the delegation Do low-priority things devalue yourself Eliminates distractions / keeps focus Dr. Demartini's process of objective Small actions make big dreams Goals vs. temporary fantasies Focus on what you are grateful to get more to be grateful for the quality of your life is based on the quality of the questions you ask How important are mentors? 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Thanks! [1:37] – John starts things by talking about values, especially the values of the determination process. He leads us through the thirteen questions involved in determining our values. [7:27] – We hear more about how this value determination system can help in professional situations or as a tool for deciding who to hire. [8:31] — John talks about how knowledge of your values can help you live accordingly. [9:50] – What if someone is unable to afford to hire someone to delegate their tasks with lower value? [11:36] – John shares what he does with people who are not fulfilled in his career and do not look forward to Mondays. Stephan then gives an example of having hired someone else to do a low-priority task for him. [14:58] – Stephan explains that this process is not about ego and that you should not look at tasks as below you. John replies, talking about once he did the exercise he has outlined himself. [17:17] – We learn about Paul MacLean's theory of the treeune brain. 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[52:56] – Because of grief, John explains that we mourn only the loss of the things we fall in love with. He gives advice on how to transcend grief. Hello and welcome to Get Yourself Optimized. I'm your host Stephan Spencer. It is my own pleasure to have on the show today Dr. John Demartini. John is considered one of the world's leading authorities on human behavior and personal development. He is the founder of the Demartini Institute and creator of The Demartini Method. John is the author of 40 books published in over 29 different languages. He has also produced over 60 CDs and DVDs covering topics such as development, relationships, wealth, education and business. John, it's great to have you on the show. Thank you for having me. Let's start by talking about the values determination process. It's something you're very familiar with. I have all my employees who come on board to do it as one of the first activities. In fact, I have many of my final candidates, before I even decide to hire them, do the value determination process and send me their results. Let's talk about values determination. As I say in some of my programs that each one lives off a set of priorities, a set of values, things that are most important to the least important in life. In the area of their highest values, according to the highest values, this is where they are spontaneously inspired from within to fulfill their lives. The lowest values, they require external motivation to get them to do it. When we can identify what is really valuable, what is really important to someone and figure out how the tasks and responsibilities that they are going to do are to help them fulfill it and how the company's mission is going to help them fulfill it, we can discern whether that person is going to be engaged in advance by how congruent those duties are with the person's values. Taking the time to review the value provision can be very useful in business and in all relationship dynamics. What I did is that I developed a value determination process based on what people demonstrate, not by what they say. So often we can ask people what are your values, and they would give you all sorts of social idealisms and things that have been injected from culture, traditions and other individuals that they admire instead of looking at what their lives actually demonstrate. What I did is that I looked at ways to find out what their lives really demonstrate rather than these external influences. I find that the best was how a person fills his place. I ask the person in the value provision, write down the three things you fill your personal space with whether it's at work or at home, but what are the things you keep with you in your personal space most consistently and what do they represent and mean in your life. For example, I carry around my computer and my computer is my research vehicle and also write vehicles for all my programs that I use in education. If I look at what I fill my room with, my computer is the one that dominates it, and it helps me research, write, and teach. That's what you do, you try to figure out what's your surroundings because the things that are really valuable to you, you keep in your room and things that aren't valuable to you, you want out of your space, so that's the first indicator. The second indicator is how to spend your time. You take the time for things that are very valuable to you, and you run out of time for things that aren't. The third indicator is what gives you energy. You have more energy at the end of the day when you do things that are high in your values and you're drained if you're doing things low. I look at what it is that gives you energy, how do you fill your space, and how do you spend your time. The fourth is what do you spend your money on, and where does all your money go? Look at the top three things you spend most of your money on, and what do they really represent and mean to you, which gives you an idea of what's important to you. If you are very clear on these answers, you will find the same answers continue to emerge. There is another way to look at the same thing that is basically high in your value. The next one is where you are most organized because you organize the things that are high in value and you have a lot of chaos around things that are not. You never come around to bring origin. The next is what are you most disciplined and most reliable at. What can you always be disciplined and reliable to do? People can trust you to do it, it's another sign of high value. The next one is what you think about, the next one is what you visualize and the next one is what you talk to yourself about how you want your life that shows evidence of coming true. It has to be about what you really want in life and what you show evidence for. If there is no evidence that is not what you want, it is not the dialogue that is basically self-deprecating. It is the dialogue that inspires you as you say to yourself, sees yourself and thinks about. This is what is highest on your values. The next is what do you talk to other people about wanting to bring the conversations to, what do you love to talk about the most. The next is what is consistently what inspires you or what is common to people who inspire you. The next what are your three most consistent persistent goals that you have about how you want your life, and again showing evidence of coming true. The last one is what it is you love to study about, read about, about, listen to about, and that you live when you go to a bookstore or go online and research or want to watch TV. If you take all 39 answers, 3 answers for all 13 questions or value determinants, look at which answer continues to appear most consistently, second most consistent, third most consistent, it will reveal what your life shows as really valuable to you, top 3. These are the top three that are most important when you screen people for a job, when you inspire people at work or when you expect someone to do something they're supposed to do according to their values at any time. No one goes to work for a company's sake, they go to work to fulfill what is most valuable to them. Going through the value determination process, many programs help relationships, personality, it helps social relationships, business and work. It helps you decide where money fits on the list of values to help you grow wealth. Almost all mistakes in life are amplified by knowing what these values are and structuring your life accordingly. Taking the time to review the value provision can be very useful in business and in all relationship dynamics. You can map the candidate or new hire what the job tasks are, the responsibilities they're going to get, and how they're improving or how their values are improved by each of these job tasks. Their highest values can be reinforced by making that connection very explicit and obvious to them, right? The people that I have been blessed to share this tool in the business, Heavy Mart which now saves them aggravation, costs, money, turnover, and we have more engaged employees. That's value. It's not a fantasy. There are many other variables that are advisable to incorporate, standard variables that we used to discern who to hire, but this is not a piece of a puzzle, and when we include it, it definitely speeds up and helps the process of hiring. Yes, I found that it has been priceless, it is a 30-minute process and it is free on your site. drdemartini.com. Quick value determination or determine your values on the left sidebar and follow the instructions, right? It's very simple. Yes, if I wanted to do this for myself, I would be able to determine my highest values and use it in different ways to see where I live unreasonably and I live unreasonably. Let's talk more about it. Well, if you don't fill the day with high-priority actions that inspire you, your day is going to turn with low priority distractions at dawn. You're going to have entropy. It is very important to discern what is very important to you. Many times people support me to the world on the outside injecting the values of other people that they admire in their lives, clouded the clarity of their own highest values and spread themselves, and then they have difficulty saying no to everyone else's expectation and losing themselves in the process and disempowering themselves. know what is valuable to you and prioritize your life accordingly and delegate lower priority things to people who are engaged to do these things make your life more satisfying, and it allows you to increase your self-worth and achievement. Knowing the values can have enormous applications in only personal development. What if you're going through a transition or you're having a hard time financially being able to afford to hire to do things that are low priority, low on your value hierarchy, maybe cleaning your house is small on the value hierarchy or cooking is low on your value hierarchy. I know there's little value hierarchy. You haven't cooked in decades. What if someone isn't in that position to be able to afford to delegate, hire all these people? This is a very important thing that I mentioned in my presentation. The universe, the world, society seems to support or help individuals fulfill their lives by making sure they have what I call equity. Equity means they value other people and try to serve other people while earning themselves a fine balance. If we don't care enough about people around us to find their needs and find their problems and help solve them, we don't have a source of income. If we don't have a source of income that exceeds the cost of doing low-priority things, we will be caught doing low-priority things and valuing ourselves. It is so important to increase our contribution, make us valuable, serve other people and earn money to extract surplus value out of delegating through other people so that we can free ourselves up, earn an income, save and invest to make it work for us and have a fulfillment of making a difference in the world. We are really rewarded by making a difference to other people, not narcissistic just existing ones. We're here to serve. If we earn an income and we set ourselves free to delegate. We cannot live an inspired life without the service of other people. It's so true. Many people do not live an inspired life, they work in a job that does not meet for them, they are not in their gift, they just pay the bills. What a sad existence. What do you tell someone who is in the daily grind and doesn't look forward to Monday every week? The first thing I do is I have to write down everything they do on a typical day through a month. Let's just say they write everything they do in a month and stick it into it because they do it in a day, personally and professionally. So, what we do is we put next to it how much money does it make? Amazingly, a good percentage of what people do doesn't earn. It doesn't serve outside individuals, so there's no incompetence out of it. The third thing is what means that it gives considered on an meaning of say 1 to 7 or 1 to 10 because some things you will sacrifice income for something that is extremely inspiring and meaningful. The next is what causes to replace that job it to someone else. How much would it cost to hire someone to do these activities. The last, how much time is spent? By going through these five columns, you can get a better idea of where you are minor majors and majoring minors and why you are self-deprecating and burn yourself out and dull yourself. It gives you permission to then structure your life according to what will really produce, earn, have meaning and provide an income, and then you can hire people to do those low-priority things. I have not yet found one person, not one person in all the times I have done the screening that could not have been more effective in their daily activities, not one. Either at home they can do it and you can hire and delegate things at home, but sometimes we think we're the only ones who do it. As long as we're trapped because we think we're the only ones doing it, we're going to hold back. We can't possibly do all the low-priority things and expect us to raise our self-worth and contribute to more people etc. To go through and make an overview of what you're doing, prioritize that inventory of what's really productive and serves that allows you to set you free to make money to delegate things is smart, both personal and professional. Nine times out of 10 at work and almost 100 times at home, I find people are underage in majors and majoring in minors, and they burn themselves unnecessarily because they haven't taken the time to reflect on what's really important, what really produces, and what really serves. I hired someone at Task Grabs. I actually had my virtual assistant hire the person at Tax Grab to get in and assemble a standing desk that I ordered outside of Amazon. Actually, I could only have delegated ordering it on Amazon, so I didn't have to do any of it, so I chose the standing desk, but I didn't want to mount it. Can you imagine getting some IKEA furniture and having cryptic instructions, trying to follow it, and spend the next hour or two assembling it? It's not my gift, and it's not something I like. The thing is that you are smart and intelligent and do not know to do low priority things that weaken you, which drains you because you deprive yourself of creativity. When you do high-priority things, your leadership center comes online, which allows you to maximize your creativity. When you don't, [00:14:15] comes on and makes you want to escape, challenge and look for instant gratification and devalue you. Our brain rewards us by being prioritized, being effective and effective, and doing things that are truly meaningful and inspiring to us. A trap I found early because I would get in my ego and think it's baloney, it's not something that I should do with my time, but it's not about being baloney and it's a very selfish way of looking at it. That's what's my gift, where can I put the most value in the world and create values so that I don't distract this value creation. Many years ago, when I was in practice, I did the exercise I just mentioned. I listed everything I did in one day, both personally and professionally, I listed how much it produced that was shocking. I realized that I did a whole lot of things that didn't make any income, and I said Why am I doing this? It was like punching in the face when I do this inventor. And then I looked at what was the cost of getting someone to do it? I had to put up all the costs, not just their salary, but their space use, their depreciation equipment, everything. When I analyzed it, I knew exactly where I was going over the next few months, etc, what to hire first, second hire, etc. I got someone to help at home, I freaked out, I earned more income, I had more freedom to be creative, I felt like I hired people and helped the economy. I started to be a coach and a leader and learned how to make it. I grew as an individual because I learned to prioritize it. It didn't cost. It does not cost to delegate properly, it costs not to. It doesn't cost you to find someone who's inspired to do the things you need to delegate, so you can continue and do the things that are inspiring to you. It's a reward because you invest an inspiration and don't save desperation. This is very crucial for people, and people think that I can't afford to delegate. You can't afford not to. That's the bottom line, right. Yes, let's talk about the leadership center against the amygdala. You get fight or fly or freeze or you operate from your executive center and you make good logical decisions that improve your life and other people's lives versus operate from a very basic form of reptilian reactionary place. There was a gentleman named MacLean who did what they call The Triune Brain many years ago, back in the 80s. There has been some development of knowledge since then of course, but he believes that it was a primitive part of the brain he used in the evolutionary model that has now been changed quite a bit. He used the evolutionary model that said that down on the primitive part of the brain, we deal with impulses and instincts. Instincts if sor predators who try to avoid things that challenge us, impulse is for pleasure, prey, things that support us. It's the most primitive. The second layer is like the limbic brain. These areas are involved in emotions. It's not exactly impulse and instinct, there's some reason in it, but it's mainly emotional. It is still subjectively biased. The tallest and most advanced part of the brain is more objective. It makes more sense, and it is foresided, not back-sided. It's targeted rather than pointless. Knowing how to work our way up the brain, what is shown is when we live off high-priority actions, glucose, oxygen and blood go to the forebrain, the most advanced part of the brain management center is. We wake it up, which is why it gives us the advantage to think clearly, objectively without emotional bias, and to come up with strategies on how to solve challenges and contribute. We come up with creativity and original thinking. This is where we have the greatest advantage and become more masters of our destiny. This part of the brain controls the lower part, moderates its behavior, and then in a way we have a very controlled, clear person who is what we can call more self-realized. It's to our advantage to live by priority, and it costs us our lives by not doing it. It literally eroded us with entropy and breakdown and self-worth depreciation. I can continue with. Many problems with the way people were raised as children by their parents or caregivers, and they were imposed with the value hierarchy of others. They were taught at a very young age to play the piano or whatever, go through dance from two years old or whatever. Now they're adults and dancing, but it wasn't like they got a choice, really. They were only imposed on these values as a small child. What do you tell someone who lives other people's values may not even realize it. We cannot sustain living out of external values and suppressing our inner highest priorities without breaking down, in the end. What happens is in some cases parents will impose expectations on the child, the child will push himself because of this motivation. There are some advantages to it in a sense of some achievements, but many times what happens are the children make up at a certain age in life, usually 30s or 40s, and realize that they lived life according to what everyone else has expected from them. Sometimes they can rebel and get a teenage reaction in their 30s or 40s, but sometimes children will also find out how what their parents expect will help them fulfill what is valuable to them. I am a firm believer that, as a parent, the wisest thing to do is to discern what the values of the child are, and this can be easily apparent if you know how to ask the right questions and observe carefully. Master the art of communicating what the parent thinks is going to be wise for the child in terms of the child's values, so that the child feels that it is to be engaged in it not because they have to, but because they can see how it will help them. I think respecting the child's value is the way we run it. If we're going to sell something to someone, we can't impose them, and it really offends people when you say. You need this, we know best, you don't know what you need, we do. They're like Who are you? Children retaliate and become defiant and become attention deficits as a symptom of it, but if we care enough to communicate what we think will help people, children or others, and communicate with the way they get their values fulfilled, they are receptive to incorporating what we have to I think out of respect, parents need to identify the values of the child, care enough to communicate in the values of the child, to share in the child's values what would help them. When the child sees how it will help them fulfill what is important to them, they will take it on board, and then you will get the benefits of both worlds, the child's inspired and the parents guide. This is a more respectful, not autocratic tutorial way, and it leads

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Taking the time to review the value provision can be very useful in business and in all relationship dynamics. What I did is that I developed a value determination process based on what people demonstrate, not by what they say. So often we can ask people what are your values, and they would give you all sorts of social idealisms and things that have been injected from culture, traditions and other individuals that they admire instead of looking at what their lives actually demonstrate. What I did is that I looked at ways to find out what their lives really demonstrate rather than these external influences. I find that the best was how a person fills his place. I ask the person in the value provision, write down the three things you fill your personal space with whether it's at work or at home, but what are the things you keep with you in your personal space most consistently and what do they represent and mean in your life. For example, I carry around my computer and my computer is my research vehicle and also write vehicles for all my programs that I use in education. If I look at what I fill my room with, my computer is the one that dominates it, and it helps me research, write, and teach. That's what you do, you try to figure out what's your surroundings because the things that are really valuable to you, you keep in your room and things that aren't valuable to you, you want out of your space, so that's the first indicator. The second indicator is how to spend your time. You take the time for things that are very valuable to you, and you run out of time for things that aren't. The third indicator is what gives you energy. You have more energy at the end of the day when you do things that are high in your values and you're drained if you're doing things low. I look at what it is that gives you energy, how do you fill your space, and how do you spend your time. The fourth is what do you spend your money on, and where does all your money go? Look at the top three things you spend most of your money on, and what do they really represent and mean to you, which gives you an idea of what's important to you. If you are very clear on these answers, you will find the same answers continue to emerge. There is another way to look at the same thing that is basically high in your value. The next one is where you are most organized because you organize the things that are high in value and you have a lot of chaos around things that are not. You never come around to bring origin. The next is what are you most disciplined and most reliable at. What can you always be disciplined and reliable to do? People can trust you to do it, it's another sign of high value. The next one is what you think about, the next one is what you visualize and the next one is what you talk to yourself about how you want your life that shows evidence of coming true. It has to be about what you really want in life and what you show evidence for. If there is no evidence that is not what you want, it is not the dialogue that is basically self-deprecating. It is the dialogue that inspires you as you say to yourself, sees yourself and thinks about. This is what is highest on your values. The next is what do you talk to other people about wanting to bring the conversations to, what do you love to talk about the most. The next is what is consistently what inspires you or what is common to people who inspire you. The next what are your three most consistent persistent goals that you have about how you want your life, and again showing evidence of coming true. The last one is what it is you love to study about, read about, about, listen to about, and that you live when you go to a bookstore or go online and research or want to watch TV. If you take all 39 answers, 3 answers for all 13 questions or value determinants, look at which answer continues to appear most consistently, second most consistent, third most consistent, it will reveal what your life shows as really valuable to you, top 3. These are the top three that are most important when you screen people for a job, when you inspire people at work or when you expect someone to do something they're supposed to do according to their values at any time. No one goes to work for a company's sake, they go to work to fulfill what is most valuable to them. Going through the value determination process, many programs help relationships, personality, it helps social relationships, business and work. It helps you decide where money fits on the list of values to help you grow wealth. Almost all mistakes in life are amplified by knowing what these values are and structuring your life accordingly. Taking the time to review the value provision can be very useful in business and in all relationship dynamics. You can map the candidate or new hire what the job tasks are, the responsibilities they're going to get, and how they're improving or how their values are improved by each of these job tasks. Their highest values can be reinforced by making that connection very explicit and obvious to them, right? The people that I have been blessed to share this tool in the business, Heavy Mart which now saves them aggravation, costs, money, turnover, and we have more engaged employees. That's value. It's not a fantasy. There are many other variables that are advisable to incorporate, standard variables that we used to discern who to hire, but this is not a piece of a puzzle, and when we include it, it definitely speeds up and helps the process of hiring. Yes, I found that it has been priceless, it is a 30-minute process and it is free on your site. drdemartini.com. Quick value determination or determine your values on the left sidebar and follow the instructions, right? It's very simple. Yes, if I wanted to do this for myself, I would be able to determine my highest values and use it in different ways to see where I live unreasonably and I live unreasonably. Let's talk more about it. Well, if you don't fill the day with high-priority actions that inspire you, your day is going to turn with low priority distractions at dawn. You're going to have entropy. It is very important to discern what is very important to you. Many times people support me to the world on the outside injecting the values of other people that they admire in their lives, clouded the clarity of their own highest values and spread themselves, and then they have difficulty saying no to everyone else's expectation and losing themselves in the process and disempowering themselves. know what is valuable to you and prioritize your life accordingly and delegate lower priority things to people who are engaged to do these things make your life more satisfying, and it allows you to increase your self-worth and achievement. Knowing the values can have enormous applications in only personal development. What if you're going through a transition or you're having a hard time financially being able to afford to hire to do things that are low priority, low on your value hierarchy, maybe cleaning your house is small on the value hierarchy or cooking is low on your value hierarchy. I know there's little value hierarchy. You haven't cooked in decades. What if someone isn't in that position to be able to afford to delegate, hire all these people? This is a very important thing that I mentioned in my presentation. The universe, the world, society seems to support or help individuals fulfill their lives by making sure they have what I call equity. Equity means they value other people and try to serve other people while earning themselves a fine balance. If we don't care enough about people around us to find their needs and find their problems and help solve them, we don't have a source of income. If we don't have a source of income that exceeds the cost of doing low-priority things, we will be caught doing low-priority things and valuing ourselves. It is so important to increase our contribution, make us valuable, serve other people and earn money to extract surplus value out of delegating through other people so that we can free ourselves up, earn an income, save and invest to make it work for us and have a fulfillment of making a difference in the world. We are really rewarded by making a difference to other people, not narcissistic just existing ones. We're here to serve. If we earn an income and we set ourselves free to delegate. We cannot live an inspired life without the service of other people. It's so true. Many people do not live an inspired life, they work in a job that does not meet for them, they are not in their gift, they just pay the bills. What a sad existence. What do you tell someone who is in the daily grind and doesn't look forward to Monday every week? The first thing I do is I have to write down everything they do on a typical day through a month. Let's just say they write everything they do in a month and stick it into it because they do it in a day, personally and professionally. So, what we do is we put next to it how much money does it make? Amazingly, a good percentage of what people do doesn't earn. It doesn't serve outside individuals, so there's no incompetence out of it. The third thing is what means that it gives considered on an meaning of say 1 to 7 or 1 to 10 because some things you will sacrifice income for something that is extremely inspiring and meaningful. The next is what causes to replace that job it to someone else. How much would it cost to hire someone to do these activities. The last, how much time is spent? By going through these five columns, you can get a better idea of where you are minor majors and majoring minors and why you are self-deprecating and burn yourself out and dull yourself. It gives you permission to then structure your life according to what will really produce, earn, have meaning and provide an income, and then you can hire people to do those low-priority things. I have not yet found one person, not one person in all the times I have done the screening that could not have been more effective in their daily activities, not one. Either at home they can do it and you can hire and delegate things at home, but sometimes we think we're the only ones who do it. As long as we're trapped because we think we're the only ones doing it, we're going to hold back. We can't possibly do all the low-priority things and expect us to raise our self-worth and contribute to more people etc. To go through and make an overview of what you're doing, prioritize that inventory of what's really productive and serves that allows you to set you free to make money to delegate things is smart, both personal and professional. Nine times out of 10 at work and almost 100 times at home, I find people are underage in majors and majoring in minors, and they burn themselves unnecessarily because they haven't taken the time to reflect on what's really important, what really produces, and what really serves. I hired someone at Task Grabs. I actually had my virtual assistant hire the person at Tax Grab to get in and assemble a standing desk that I ordered outside of Amazon. Actually, I could only have delegated ordering it on Amazon, so I didn't have to do any of it, so I chose the standing desk, but I didn't want to mount it. Can you imagine getting some IKEA furniture and having cryptic instructions, trying to follow it, and spend the next hour or two assembling it? It's not my gift, and it's not something I like. The thing is that you are smart and intelligent and do not know to do low priority things that weaken you, which drains you because you deprive yourself of creativity. When you do high-priority things, your leadership center comes online, which allows you to maximize your creativity. When you don't, [00:14:15] comes on and makes you want to escape, challenge and look for instant gratification and devalue you. Our brain rewards us by being prioritized, being effective and effective, and doing things that are truly meaningful and inspiring to us. A trap I found early because I would get in my ego and think it's baloney, it's not something that I should do with my time, but it's not about being baloney and it's a very selfish way of looking at it. That's what's my gift, where can I put the most value in the world and create values so that I don't distract this value creation. Many years ago, when I was in practice, I did the exercise I just mentioned. I listed everything I did in one day, both personally and professionally, I listed how much it produced that was shocking. I realized that I did a whole lot of things that didn't make any income, and I said Why am I doing this? It was like punching in the face when I do this inventor. And then I looked at what was the cost of getting someone to do it? I had to put up all the costs, not just their salary, but their space use, their depreciation equipment, everything. When I analyzed it, I knew exactly where I was going over the next few months, etc, what to hire first, second hire, etc. I got someone to help at home, I freaked out, I earned more income, I had more freedom to be creative, I felt like I hired people and helped the economy. I started to be a coach and a leader and learned how to make it. I grew as an individual because I learned to prioritize it. It didn't cost. It does not cost to delegate properly, it costs not to. It doesn't cost you to find someone who's inspired to do the things you need to delegate, so you can continue and do the things that are inspiring to you. It's a reward because you invest an inspiration and don't save desperation. This is very crucial for people, and people think that I can't afford to delegate. You can't afford not to. That's the bottom line, right. Yes, let's talk about the leadership center against the amygdala. You get fight or fly or freeze or you operate from your executive center and you make good logical decisions that improve your life and other people's lives versus operate from a very basic form of reptilian reactionary place. There was a gentleman named MacLean who did what they call The Triune Brain many years ago, back in the 80s. There has been some development of knowledge since then of course, but he believes that it was a primitive part of the brain he used in the evolutionary model that has now been changed quite a bit. He used the evolutionary model that said that down on the primitive part of the brain, we deal with impulses and instincts. Instincts if sor predators who try to avoid things that challenge us, impulse is for pleasure, prey, things that support us. It's the most primitive. The second layer is like the limbic brain. These areas are involved in emotions. It's not exactly impulse and instinct, there's some reason in it, but it's mainly emotional. It is still subjectively biased. The tallest and most advanced part of the brain is more objective. It makes more sense, and it is foresided, not back-sided. It's targeted rather than pointless. Knowing how to work our way up the brain, what is shown is when we live off high-priority actions, glucose, oxygen and blood go to the forebrain, the most advanced part of the brain management center is. We wake it up, which is why it gives us the advantage to think clearly, objectively without emotional bias, and to come up with strategies on how to solve challenges and contribute. We come up with creativity and original thinking. This is where we have the greatest advantage and become more masters of our destiny. This part of the brain controls the lower part, moderates its behavior, and then in a way we have a very controlled, clear person who is what we can call more self-realized. It's to our advantage to live by priority, and it costs us our lives by not doing it. It literally eroded us with entropy and breakdown and self-worth depreciation. I can continue with. Many problems with the way people were raised as children by their parents or caregivers, and they were imposed with the value hierarchy of others. They were taught at a very young age to play the piano or whatever, go through dance from two years old or whatever. Now they're adults and dancing, but it wasn't like they got a choice, really. They were only imposed on these values as a small child. What do you tell someone who lives other people's values may not even realize it. We cannot sustain living out of external values and suppressing our inner highest priorities without breaking down, in the end. What happens is in some cases parents will impose expectations on the child, the child will push himself because of this motivation. There are some advantages to it in a sense of some achievements, but many times what happens are the children make up at a certain age in life, usually 30s or 40s, and realize that they lived life according to what everyone else has expected from them. Sometimes they can rebel and get a teenage reaction in their 30s or 40s, but sometimes children will also find out how what their parents expect will help them fulfill what is valuable to them. I am a firm believer that, as a parent, the wisest thing to do is to discern what the values of the child are, and this can be easily apparent if you know how to ask the right questions and observe carefully. Master the art of communicating what the parent thinks is going to be wise for the child in terms of the child's values, so that the child feels that it is to be engaged in it not because they have to, but because they can see how it will help them. I think respecting the child's value is the way we run it. If we're going to sell something to someone, we can't impose them, and it really offends people when you say. You need this, we know best, you don't know what you need, we do. They're like Who are you? Children retaliate and become defiant and become attention deficits as a symptom of it, but if we care enough to communicate what we think will help people, children or others, and communicate with the way they get their values fulfilled, they are receptive to incorporating what we have to I think out of respect, parents need to identify the values of the child, care enough to communicate in the values of the child, to share in the child's values what would help them. When the child sees how it will help them fulfill what is important to them, they will take it on board, and then you will get the benefits of both worlds, the child's inspired and the parents guide. This is a more respectful, not autocratic tutorial way, and it leads

to a good result. There seems to be an epidemic of ADD, you mentioned just that. Attention deficit or ADHD and autism. You actually had a learning disability when you grow up. What are your thoughts on this epidemic and how we can fight it? What do you think the underlying causes are? I've had the opportunity to work with quite a few kids over the years that have marked it. I'm leery of labels, labels aren't usually as diagnostic as people like to think they are. They are sometimes just projections of incompetencies on communication with children. The parents have asked me to work with children, they have been stamped by their counselors, their teachers, their specialists, their psychologist that they have attention deficit and Operational Defiant Disorder. They get many more labels. I don't believe in these labels, first of all. I think they're just labels because we don't know how to communicate. Let's find out what your child's values are. Let's find out what's really important to them. What do they do spontaneously without being reminded? We can find that they are involved in video games or social interaction, whatever it may be. We ask the parent: How specifically does this child's values serve you? Usually the parent runs out and says it's not, that's why I have to fix it. As long as we do, it's like being in a marriage where one of the partners doesn't honor or value what the person dedicates to, and they constantly want to change those who destroy the partnership. The boy relies on his parents, so they have nothing to do except retaliate and negotiate. The wise thing to do is to find out what your child's value is, find out where they excel because the same child marked with attention deficit sits at school in a class that is boring for them can sit there for 6 hours with total focus on their video games. They don't have attention deficits in their own highest values, they only have attention deficits in the things that aren't important to them, or they don't see going to help them get what they want. Next, we need to find out what is valuable to the child, and then show them the links to how the classes they take or the duties they are responsible for will help them fulfill what is meaningful to them. There is a science in doing it, it is an art, and if you practice it as a parent or teacher, you can transform the child, the label of the child in minutes or hours. I've seen it done over and over again. been hired to do so. I've helped children who have had these labels all this time, they're not defiant anymore because they feel like their values are being fulfilled and they're not paying attention because they feel like they're getting what they want and they're engaged, they're doing well at school all of a sudden. I've done it over and over again. I'm leery of the labels, I think it's incompetence and sometimes the doctors or counselors who approach, I think that it doesn't respect the individual values of the child. It is the parents who are autocratic and dictatorial instead of actually communicating in respectful ways and having a democracy in the family, the basic unity of society. I think that it's a way to train people to do it, I love doing it and I know it gets results. Labels are usually not as diagnostic as people like to think they are. They are sometimes just projections of incompetencies on communication with children. Click to Tweet yes and you have a first-hand experience of what it's like to be a child that's tagged, I mean you didn't read until you're 18 or 17 something, like that. Yes, 18 is when I read my first book. Let's talk about your story, how did you go through your childhood with that kind of learning difficulties to then be one of the world's leading authorities on so many different topics. Only your knowledge and expertise is so incredibly deep. It's mind-blowing, so it's hard to believe you had this learning disability as a child. I was born with my hand and my foot turned inward. I guess they call it a pigeon foot or pigeon arm. I had to wear suspenders as a child. I remember going and having to deal with them, I didn't like them. I wanted to be free from them. I wore them until I was four. I also remember walking when I was I think one and a half to about four goes to a speech pathologist because I couldn't pronounce and speak very well. At the time, if you were left-handed, you were scary and bad. Everyone is trying to make me a right-handed person and to make me good and write which is quite interesting. I had challenges. When I was in elementary or kindergarten class, I could draw. I had a certain degree of three-dimensional artistic capacity, but I couldn't do the normal things that people expected, the teachers expected. When I was in first grade, my teacher tried to put me in reading and learn to read Jack and Jill things, and it didn't work. No matter what I did, I tried to spell words backwards. I wrote backwards, I had all the challenges there. The teacher eventually said to my parents: I'm afraid your son is never going to read or write or communicate, he wouldn't go very far. If I were you, I would get him into sports, because when I came out of braces, I would just run everywhere and I was a good runner. I seem to have a decent arm on baseball throwing balls. I went into sports and the only way I did it eventually school until I was about 12, the smartest kids asked questions. Today, my method is based on questions. I think it was a training of asking questions in life. I ask questions of the most advanced students in school: What did you get out of class? What did you get out of the reading assignment? They had no problem telling me. They like their ego massaged and I acted humble and I just wanted to ask them what to do and I would keep information from what they said enough to pass school until I was 12. I moved to Richmond, Texas, from Houston, Texas, we went to a small town that has a low social economy and there were no smart kids. I had no one to do it with, and I started to fail, and I ended up dropping out of school. I ended up being a street boy. I left the family home and started living at the age of 13, about 2 months before my 14th birthday, and I was a street boy until I turned 18. What happened like 18-18 was there some kind of transformation for you where you realized you had virtually unlimited potential? I died almost weeks before my 18th birthday, just weeks. It was probably the first in November or late October 1972. I had cyanide poisoning and I was unconscious for 3 and 1/2 days. Luckily, a lady found me in my tent. I was living in a tent at the time, and a lady found me and helped me clean up the tent because it was a disastrous experience there and helped get fluids in me, helped me get myself and go to a health food store and bought me some carrot juice and started getting me to eat decent food. I'm very grateful for that boy. She never got to meet the lady after that, she disappeared, but it catalyzed me. One afternoon when I left the health food store, I saw a flyer on the door of the health food store and something about the pilot made me think. I saw yoga on it, the word yoga, that's the main word that made me curious. Someone said I had to take a yoga class to have my mind over my body to help me. I saw this yoga flyer and something intuitive said go. I literally hitchhiked down the highway down to the sunset recreation hall and stepped up these little steps, walked in this small room with 35 people sitting on the floor with a woman yogi and this older man named Paul Bragg. She introduced him, and he began to talk, and that a man in an hour with his one inspirational message came to me. He made me believe as he presented it that I could do more with my life, and I could overcome my learning problems. It's the first night of my life I thought I can be intelligent. I might learn to read again and go back to school. I never thought it would be possible, I just assumed I was going to make surfboards and be a surf bum. That night is a turning point, and then I got the opportunity to spend three weeks, every morning with this man, and he gave me a whole lot of tools on how to use my mind and how to visualize, how to work myself differently, differently, to think about. It inspired me to go to the health food store and pick up the first book that I ever tried to read that was called Chicos Organic Gardening and Natural Living. It's a book of pictures of gardens. I picked up that book. The reason I picked it up is because there's a long-haired hippie on the cover who wrote it, and I thought this guy looks just like me, I bet I can read it if he wrote it. I read that book. I went through each page, the first time I went through an entire book page by page. I didn't understand everything in it, but I had the courage to go through each page to see it and try my best to understand the words and look at the pictures. It was a turning point, and then I picked up another book, and I couldn't read it, and I finally got a book by Paul Bragg about fasting, and I tried to read it with the help of another guy who lived in a tent with me. That was the beginning of my learning curve. It was a slow process. I started learning dictionaries. My mother and I used to work together and tried to get 30 words a day and grow my vocabulary when I moved back home to Texas. It was a slow process to learn to read and eventually become more of a scholar. When did you start teaching others? When did you start doing seminars? The first time I started teaching, I was 18. I took a GED and passed it by guessing and trying to go to college. A GED and a high school, we call a college entrance exam, I passed it by guessing. I just guessed, I passed. It's just part of my destiny. I guess. I tried to take a class, and I failed the class, and I almost gave up the whole thing about being intelligent, I almost gave up. I just didn't. I just made a decision I wasn't going to let anything stop me. Slowly but surely, my vocabulary grew 30 words a day, and I started passing the school. I was just dedicated to studying and learning than any other classmate. They took everything for granted, I wanted to learn now. I did yoga every day, meditating every day, and visualized myself being intelligent and a 3-year-old, 75 pound African-American girl came at me and asked me to teach her yoga. It was my first student, and then a guy asked me to teach him meditation, a Persian, it was my second student. Seventeen people gathered in a library while I was studying in the library and learned to do mathematics, and they asked if they could study with me. Whatever I knew, I shared, and it grew from there when I went to the University of Houston, I would have 100 to 150 people every day to ask questions out in the park, under the trees. It just grew from that community to around the city, different conversations, and then the state. Just kept growing, now it's all over the world. Fantastic. You've been teaching pretty much non-stop since then. You've been doing the breakthrough experience for how many years now? It happens 28 years, and that's 1,090 times I've learned it. Wow. I learned pretty well every day either on radio or tv or webinars. I do it every day. I learned a long time ago when I was 18, I found that if I want to keep information, the best way to keep it to use it and the best way I found to use it is to articulate to others and teach. If I teach I will learn, I tend to keep the information. I used to get up at [2:00] in the morning when I was in professional school doing yoga and meditation for 30 minutes and envisioning my day and what my goals were, and then I would come to work. I wanted to get the momentum to read, then I was speed reading. I went from not knowing how to read eventually to being driven to reading faster and faster. I developed a speed measurement and learning system. I used to read four to seven books, depending on the size of the books every morning from about [2:30] in the morning to [6:30]. I read 1 to 1 1/2 books an hour on average. That night I taught for three hours on what I read, that way I would use it quickly and keep it and then go to bed at ten o'clock and do it again. I slept four hours a day, and I read as much as I could all day. There were days were spent reading 18 to 20 hours a day, nonstop. I've read 39 books in one day. I've been a nutbox to learn because I just want to learn. How many books would you guess you've read during your life? For the record I am actually on 30,019 books. Oh, wow! I'm about to start 30,020 sitting in front of me. My reading capacity today, my speed of knocking out books now is much less because my speech is way up. I have other account capabilities now, but I still read a lot. I'm over 30,000 books right now. It's amazing, what's the speed reading system you're using? Did you develop it yourself, or did you learn from someone else? No, I just asked every single day what worked and what didn't work and documented it. I noticed that if I read lying down, I didn't do as well as I was sitting right up. I learned that if I try to read with brilliant light, it didn't work as well as if I had diffused light. I just kept asking. I noticed the temperature, I had a certain temperature that I tend to read better at. I used to practice longer distance reading, I keep the book further away, and I would be able to see the whole pages. I did all the experiments you could to find out what worked and what didn't work for me. And then people start to see me read so fast that they say, can you share it with me? I started a class, and I guess I've been teaching that class for probably 42 years gradually developing the class as I learn new things. I learned to go into visual reading instead of auditory because most people read with their mouths and they can only read as fast as they can talk. If they can't talk fast, they can never read fast unless they go into visual reading. I show people how they go from auditory to visual reading so they can snapshot and view pages. There are people who read much faster than me. I know a young boy who 40 books in one day on a regular basis. He's already on almost 18,000 books and he's 15 years old. He's way ahead of where I was, and he's just learned to visually do it. I see him reading an 800-page astrophysics text in literally four minutes. It is difficult to understand what this kind can do, but he is literally a wonderful boy in his reading capacity. I did, today I don't read much because I talk so much. I do so many interviews and other things, but when I have a gap in reading, I just love learning. I played with an app that makes you stop reading in your head using your internal voice and make the visual type of reading where you can do much faster. There are several apps that do it for iPhone and Android. It seems to work pretty well, but I like the tactile feeling of having a printed book in my hands and not trying to read off a screen. I do both. I love books, but recovering information out of books is ineffective, so it's a payout. I just got into Houston, I'm going to be talking. I come into my office in Houston maybe four times a year. This time I didn't even get to go into the office. I just came into town to do seminars, but I dropped off 72 books. I unloaded them in my purse, they get heavy after while when I started collecting more of them. I read most of it now, the percentage of books has fallen as I carry and most of them are online. I also read research materials. I have about 20 scientists who send me ongoing research regularly. I just added a new one, there's a quantum physicist working at Google. I only have scientists who send me data daily. I can get anywhere from 4 to 20 different articles coming in one day from all over the world from different specialists in different fields. It speeds up my process, so I devour their summaries and read the articles, and I also read the articles and books online. Much of my reading now is in that format. Now with Wikipedia and all these other things, you can collect data in some and more effective ways, especially when extracting information for programs, books, etc. The hard copy book I still love to read, but it's a little less sufficient today when you extract information. Another thing about the effectiveness of reading, you already avoided it about diffuse light versus brilliant light. I just learned about this called Irlen syndrome. I was at the Bulletproof conference a few months ago and Helen Irlen was the person who discovered Irlen syndrome. Basically, if you are one of two people, 50% of the population has this syndrome, it is very difficult to read. In fact, it can be difficult to drive at night, and there may be other problems too, but especially with reading, and I have it. It's just the page is very loud. It is difficult to focus on the same: I don't usually finish books because it's just tough. Discover if you have this syndrome is very important and you can get special glasses that you can kind of look like Bono Bono the different color glasses depending on which filter is the best filter for you, so that it spreads the light and makes it much easier for you, have you heard of it? I've heard about it, but I haven't really investigated it and I don't feel qualified to comment on it. I notice that when people read and they are overwhelmed by an entire page, I guide them with visual guides to help focus them. There are many ways to get people to focus that kind of problem. Maybe we can check a few times and we can see if we can experiment with some things. I'm actually going to have Helen Irlen in my podcast, I'm going to interview her in the next few weeks. Fantastic. I'll share the episode with you. I'm curious, of the 30,000 books you've read, what's your favorite? People ask me about it quite often, and I usually ask them what is your highest value, what do you love to learn the most, what do you value most, and then I usually lead them into the books that are most meaningful on this subject because otherwise it won't matter to them. My favorite book that I tell people most consistently to go and devour is actually produced by Britannica. They created what they call the great ideas. The Great Books Of The Western World by Mortimer Adler, he was the editor. This synthesis of volumes, it is about sixty volumes. The first two volumes are my favorite, and it's called Syntopicon Volumes One and Two. It is a synthesis of all the greatest ideas of the greatest minds over the last 2700 years of the Western world summarized in a two-volume set that is about 800 pages each. They are just amazing summaries of the biggest thoughts, the biggest ideas and the most important things to know for humans. I think it's the two best books I recommend to people, it's like a doctorate in life by reading these two books. Oh wow! There is another book that you mention on the breakthrough experience which is a wonderful event, a wonderful seminar. I'm very happy that two of my daughters are going to go to the coming weekend. Orion, my wife and I, we left two years ago, it was amazing. If you take this great book with you, I'll forget what it is, but it's hard to get hold of I guess. It's like a secret knowledge book about wealth. Are you talking about the Book of Wealth? Yes, that's all! The book of wealth. The Book Of Wealth is a ten-volume series written by Hubert Howe Bancroft at the turn of the century as in the 1890s. He collected this and made 400 sets, it is a beautiful masterpiece with great works of art. 10 volumes, about 3 feet high, 2 1/2 wide, and about a foot deep with all 10 volumes. It is on the summary of the largest individuals, institutions and organizations that have created and amassed the largest fortunes of the last 6700 years. It is the people who created the Pyramids of Giza, the great hanging walls of Babylon, the Colossus of Rhodes, the Great Wall of China, large palaces, the large cathedrals, etc. What drove huge fortunes? This is a 10-volume set that talks about how people use resources and contribute to the development of society. It's a masterpiece. I summarized it in an audio video product called Wealth Wisdom of the Ages. When I actually filmed that in three urban studios in Johannesburg, South Africa, we filmed it live and it was filmed, and I guess you could say projected into cinemas to 15,000 people during the hour I resumed it up. The woman, who organized it, was a real estate executive and a billionaire. She paid me to spend the hour doing this, and we funded out to 15,000 people where she showed off some of her real estate items from resorts to condominiums and sold \$150 million of condominiums and who knows what she sells there in an hour. Oh, wow. It was a metaphor of the Book Of Wealth. What we did is that we used The Book Of Wealth, and she used the principles of The Book Of Wealth, which is why she wanted me to share it. She generated even more wealth by doing so and gave me some ownership of one of the ski resorts. I was very pleased at the one hour of my life to do it, but I have to speed up reading and summarizing the ten volumes in preparation for the one hour. Oh, wow! It's unbelievable. It's hard to wrap your head around it. Let's switch topics here to your morning ritual, you've kind of escaped this in the past when you talk about reading to be part of your morning for hours. I'm curious what's your morning ritual these days? You travel most of the year, how many days a year do you travel? Full-time because if I don't travel between cities. I'm on my ship traveling, so I'm a full-time traveler. Do you live on a boat? I live on a giant ship, and it's a private yacht. There are about 100 of us living there. I've been there for about 15 years. It's called The World, it's amazing, it's the best address I know of for my life. It's just a big giant yacht that has condominiums on it and we stay at condominiums and we travel and explore the world doing expeditions and things. I travel between my journey. Oh, wow. My daily ritual varies per day. I usually get up. I'm usually in the hotel if I'm in a hotel, wake me up. It depends on where I'm at and what time zone it is, but I usually get up. I tend to make a lot of gratitude because I document gratitude every night, things that I'm grateful for documenting. In fact, this interview is already documented. I did it before we moved on. The opportunity to do this, meet these people, and go to this place, I keep a record of it. I was told when I was very young, and since I was born on Thanksgiving day, if you're grateful for what you have, you get more to be grateful for. I make it a daily ritual to make gratitude every night, and then I go through them in the morning I get some kind of inspired openness, and then I'll think what is prioritized actions I can take today that can help me fulfill what I do. Many of these are consistent because I've been doing it for so long, but sometimes it's uniqueness for the day. I would usually write them on a small notepad right next to the bed of the hotel I hold. What I do is I get up and wash my face and I hit the computer and I go and see if there's anything on the email that's important. I shower, clean up, have breakfast and start working. Usually, what I do is that I either research and write, or I'm out talking or doing interviews. I do about 1,000 interviews a year, and I do about 300 plus speeches a year, and I just keep doing education. So I either research, write, travel or teach, that's basically all I do, and the rest of it is all delegated away. I'm not driving, I'm not doing anything else. The four things, research, writing, teaching and travel are your four highest values right? That's all. I love learning. If I have top priority now at this stage, it's teaching. Teach one on one, consist keep one on one groups, workshops, teach one at greater as I did in Dublin the other day with thousands of people, or do the media where I reach tens or hundreds of millions of people. I only teach every day. That's what I love to do. I love sharing ideas that I feel will help people. You do webinars too. You have thousands of people on a webinar from what I hear. The other day we had about 5700 people signing up for the webinar. Sometimes they sign up to get a small download. We actually had about 1700 on the second day, sometimes we have more sometimes we have less. I've been blessed to get on with the media where we reach millions of people, and it's inspiring to reach millions of people in an hour, but I don't care if there's one or many I still just do it because I feel that's what my mission is. Fantastic. This gratitude documents, is it in a gratitude diary? Well, I'm sure you've seen it. It is a set of multiple volumes of my goals, missions, values, standards, uniqueness, posthumous biography, calculations on the goals I shoot for, and all my gratitude. I do them every day. I update it every single day. I don't miss a day, and I've been doing it for decades. I found that it's one of the most fruitful things I can do. It's fun and inspiring to read, and my students love reading them because it inspires them to push themselves to new levels of achievement. You mentioned that your posthumous biography is part of this diary you keep. Can you elaborate a little more on why you maintain this? I believe that we go around theology and say that we are immortal souls, but very few people have immortal goals. I have goals that are only limited to weeks or days or hours or months, maybe years, why not have goals that are things you can build. Bill Gates has a foundation that will last beyond his life. I have structured mine to when I pass, Demartini Demartini is formed and a foundation is set up that will continue beyond my life. I have goals that go far beyond my physical existence. Things that I want my students to continue and my children to continue and their generations. I wrote everything down about how I want to be perceived 1000 years into the future. If you looked at what super Wikipedia will be then, I want to be able to say, I made some kind of contribution. I didn't want to leave it to chance. By studying [0:55:47] and some of the other great philosophers, I see those who actually took the time to formulate it and structured it, they ended up achieving it, so I followed their footsteps. I did what Giordano Bruno did, he wrote a 500-year plan for how he wanted to be perceived and 400 years later they honored him with what he wrote. We only have a few more minutes. How do you deal with grief and what is your view of multitasking? I'll do multitasking first. I think it's a good idea to prioritize what you're doing and surround yourself with people to get things done instead of trying to spread yourself with multitasking. It has been shown that it is not the most effective as people imagine in the first place. I'd rather use the super task where you connect all things to a common goal and focus on common goals and then try to delegate things away. Otherwise, you will probably spread yourself and devalue yourself in the process and not feel like you are doing anything with great achievement. It's a good idea to prioritize what you're doing and surround yourself with people to get things done instead of trying to spread yourself with multitasking. Super tasking is like finding the common thread and everything you're trying to do and things that don't have a common thread, you put them aside, and then it feels like you're just working on a big project instead of a whole bunch of just scattered things. If you join a company, you can have many departments, but the concentration is on the main focus of the company, and then delegate departmental activities, and you can then run a large company. Multitasking and trying to spread yourself in multiple areas at the same time usually backfires and usually not the best way, but super tasking has value and delegation has tremendous value. When it comes to grief, we only mourn the loss of the things we are in love with. We never mourn the loss of what we dislike. Instead of falling in love with things that usually mean we're blind to the disadvantages or dislike things that mean we're blind to the upsides, it's a good idea to ask questions to bring deliberately out of the unconscious from both sides and see it balanced so that we can transcend the grief and relief that most people live in and let them appreciate the presence of the things they thought they lost because things change in the new forms and become more aligned with our values as we evolve. Grief is a symptom of not quite seeing things as they are and holding on to fantasies about what was. It is important if you mourn the loss of a loved one or you mourn the loss of an opportunity, or you mourn a very painful childhood that you had, you are stuck in this fantasy place? Yes. If you mourn the loss of a loved one, you forget the things they did that challenged your values, and you just concentrate on the things that just satisfied it, and you create a fantasy about what it was like instead of honoring the way it is. If you died, you don't want people to grieve, you want people to live their lives to the fullest. There is a kind of dishonor in the person who went to grief. Some people think it's natural, animals are grieving. It's too expensive in man, but I developed a methodology used all over the world and we're about to spend on Nagasaki prefecture in Japan where they had an earthquake last year. We have been asked to come in and use this tool to help people who are supposedly grieving. I show people how to break through it in minutes to hours, not weeks, days, months or years. I've gone through that process myself. It's really transformative. It's unbelievable. It is and people deserve to know about it. I love working on it. I'm going to do it every week, and I do it in the breakthrough experience and blow people's minds with it. But in Nagasaki, we're going to have cost me 100 of my facilitators working with 10 people a day and see if we can clear out 1,000 people a day with the grief that has lost their homes and loved ones and everything they own. Amazingly, you are such an inspiration. Thank you John so much for joining us today and sharing your wisdom and all this wonderful experience. Listeners, please go check out the show notes with the links to the different resources mentioned in the episode. Also go to Dr. Demartini's website, drdemartini.com, and do the value determination process and sign up for his amazing seminars and buy some of his big DVDs and CDs. Thanks for listening, this is Stephan Spencer signing. Watch out on the next episode of Get Yourself Optimized. Key links: Find out what your true values are with Dr. John Demartini's value determination process, which is free on his website. Now that you know what your values are, focus on applying these to your own life. Prioritize your life based on what's really valuable to you. If you are a parent, you can find out what the child's innate values are. Communicate with your child based on these values to help him or her be more receptive. Write down everything you do on a typical day. Next to each item, write down how much money it earns, and then rate how meaningful it is for you on a scale of 1-10. On this list, write down what it would cost to replace less meaningful jobs and how much time is spent on them. This will give you insight into how to restructure your life. Hire people to do things with lower priority on your list as the cost of time justify it. If you are able to do so, this means outsourcing all your low priority tasks. Add more reading to your regular routine by setting a goal that's realistic for you (whether it's a book by day or a book a week). Document the things you're grateful for every night. Review them the next morning until you feel inspired. Each morning, write down a list of the highest priority actions you can take that day to meet your larger goals. Minimize multitasking as much as possible, instead focusing as much as you can on your highest priority. Remember to delegate as much as possible to help with this. About Dr. John Demartini Dr. Demartini is considered one of the world's leading authorities on human behavior and personal development. He is the founder of the Demartini Institute, a private research and education organization with a curriculum of over 72 different courses covering several aspects of human development. His trademarked methods, the Demartini Method and Demartini Value Determination, are the culmination of 44 years of interdisciplinary research and study. His work has been incorporated into human development industries around the world. Dr. Demartini travels 360 days a year to countries around the world, sharing his research and findings in all markets and sectors. He is the author of 40 books published in over 29 different languages. He has produced over 60 CDs and DVDs covering topics such as development in relationships, wealth, education and business. Each program is designed to help people activate leadership and strengthen themselves in all seven areas of life: Financially, physically, mentally, vocational, spiritual, family, and social. Disclaimer: The medical, fitness, psychological, thinking, lifestyle, and nutritional information provided on this website and through material, downloads, videos, webinars, podcasts, or emails is not intended to be a substitute for professional medical/fitness/nutritional advice, diagnoses, or treatment. Always seek help from a doctor, psychiatrist, therapist, certified trainer or nutritionist with questions about starting new programs or treatments, or stopping any current programs or treatments. This website is for informational purposes only, and its creators and editors, including Stephan Spencer, assume no responsibility for any damage or illness arising out of the use of the material thereof and make no warranty, express or implied, with respect to the content of this website and associated materials. TAKE THE TEST Please consider letting me a review with Apple, Google or Spotify! It will help people discover this show and hopefully we can change more lives! Review and review

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