

I had attended a number of goal setting type courses such as Monthly Mentor, and Success Tracks plus others over the years but none touched me with the “ah hahs” that Bill Bartmann’s book called “Billionaire Secrets to Success” did. His goal suggestions are so succinct and simple.

MY PROMISE & NOTABLE ACHIEVEMENTS

All my other courses had taught me the importance of goals. Indeed I had written many lists of goals over the years. I achieved many and even surpassed a few that I had written down in my Success Tracks workbook. One of my big “ah hahs” through Bill’s book was to rename my goals into “my promise plan” instead. As Bill suggested I may not meet my goals but I always keep my promises. Wow did that get me started! As soon as I created my promise plan events began to take over and I began writing again.

Another incredible analogy made me realize what was holding me back from starting. I didn’t feel that I was good enough. That insightful analogy sticks with me because it was told in a way that I made a moving picture of it in my mind that I will never forget.

Bill first told about an “I Love Lucy” skit in which Lucille Ball is starting her first job at a chocolate factory. Her job is to take chocolates from a conveyor belt and wrap each piece. She was instructed not to let any chocolates get past her workstation. At first she can keep up but as the conveyor belt speeds up she is unable to keep pace with the flow and begins to wrap three and put the fourth in her pocket. As the conveyor moves even faster now she wraps one and stuffs one in her uniform pocket. The conveyor continues to pick up speed and now Lucy is not able to wrap any chocolates at all. She is putting chocolates in her dress, her pockets and even in her mouth.

Bill likened Lucy’s experience to that of my mind. In my mind I have a data clerk that files my experiences moment by moment in a file cabinet in my mind. When a data experience comes in with emotional attachment my file clerk says to herself “This is a priority. I had better file it where it can be recovered.” She puts it into the file cabinet where it can easily be retrieved. But so many experiences are coming into my mind every second that they overwhelm my data clerk and she is unable to file them all. Experiences lacking emotion come in on my conveyor belt and just drop off the end into a big jumble pile of forgotten memory.

What was so illuminating about this analogy was the realization that most of my experiences filed for easy retrieval by my mind’s clerk are those attached to negative events. All the times that I did not measure up, failed, was fired, felt I was not good enough, was embarrassed, hurt someone, felt stupid, did something dumb that I regretted, these were easily remembered to beat myself up with. My positive happy experiences were hidden in the jumble pile. Achievements and positive experiences were in the

jumble because they were not wrapped in much emotion. I discovered that I had to think hard and long to recover memories of positive occurrences or even my achievements.

To assist my efforts to keep my promise plan Bill encouraged me to write a list of notable achievements to focus on to be carried with me all the time. In his book he also had a long list of questions to help trigger my memory. Creating my notable achievements list was a rewarding and uplifting tool enabling me to focus on the positive in moments when I might feel down on myself. What a wonderful gift from a loving inspirational teacher!

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Bill’s web site is www.billbartmann.com



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