Venus evening with Dr John Demartini in Auckland, April 2015

Rachelle Millar from Wild Womanz, Wellness and Leadership programmes for women compiled a summary of what she heard during our evening with Dr Demartini

Everyone regardless of their race, creed or colour lives by their values, values are the things that are most important to them. We have a hierarchy of values that dictate how we perceive the world and these values determine your destination.

Each individual has a unique set, we are inspired by our higher values to achieve them...these higher values awaken a natural leadership capacity. You identify around your highest value, whatever that is this is where you excel!

You never have to motivate your child to play games on their device! Motivation is a symptom never a solution. How you perceive your work, once you have meaning then you cannot wait to get up in the morning and be of service. When your work is aligned to your highest value then customers/people can’t wait to receive your service. Warren Buffet, Oprah, Donald Trump...

There are four things/feelings that are important within a company. Peter Lynch in the 90’s would analyse the stocks and before purchase he would go out to envisage these companies or stores. He looked for companies that people would go to work for their highest value and if the company/organisation vision and values spoke directly to their values then they would go to work grateful for their job, love what they do, inspire vision and would be enthusiastically doing their job.

Time is of little consequence when aligned to your highest value or purpose, you don’t think of tea breaks and you are gliding instead of walking up a hill.

Nobel prize winners are focussed on their work that serves humanity, they can work relentlessly for 10, 20 60 years to achieve something that serves humanity.

If you have a big enough reason for doing something then your space and time horizons expand, spontaneity sets in and your self worth soars and your net worth expands!

Identify what you truly value, we often subordinate ourselves instead of accessing what we are really called to do. Leaders search for challenges in the world that we are in.

Parkinsons Law – If you don’t fill your day with purpose then it will be filled with trivia. If you don’t plant flowers you will consistently pull weeds. Do not succumb to the projections of the masses around you. No one is as dedicated to your purpose than you. (Multi task ourselves)

Choose 6-7 inspired actions you can do that day that help inspire your mission on the world. Gratitude journals, count your blessings….document until your heart opens. An organisation without heart is dead.
Exercise

Write on a piece of paper everything that you do every day for a month

<table>
<thead>
<tr>
<th>Daily activities in a month</th>
<th>How much does that produce per hour</th>
<th>How much meaning does it have</th>
<th>Replacement cost at the same level you would do this job</th>
<th>How much time is spent</th>
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1. As long as you do low productive, or low priority things you will not rise above! – delegate them. Put together a job description, if you hire someone who is not inspired to do this job then you can’t move on and do what you need to do. It is essential to master the skill of delegating...

2. To sell is to care about somebody, it is about fulfilling their needs….once you care you start selling!

3. If you only do meaningful stuff and no producing then you fail.

4. Alex McKenzie – release the things to achieve, let go of how you would do it and look at the results orientation to achieve it.

5. Say NO to others priorities!!

You have to see your entire business in your own mind, make a flow chart of your business every single step. Then look at it and say how can I do that one piece better, more efficiently and effectively.

Keep looking every day at it and ask what I do today is it the most efficient and effective way to do it...

Am I putting myself into deletion if I don’t keep up with what is going on. If we keep current with it then we stay in business.

**The Hierarchy of your values dictates your financial destiny.**

- If you like Jimmy Choo Shoes then you spend your money on shoes
- If children, then you spend it on your children
- If you are focussed on wealth creation then you invest it in there.

So we either invest in wealth creation or we are deluded by consumerism and immediate gratification. We give away our power and money to other brands. If we work for money all our lives then we become slaves. If we master economics then we create a liquid cushion for our self and create immortal wealth.

Emotions destroy wealth, strategies build it. Money circulates to where it is valued!

**The 6 things that build immortal wealth:-**

1. Write 200 benefits of building a business that serves vast numbers of people/serves humanity.

2. 200 benefits of maximising and managing a business to return a profit.

3. 200 benefits of saving an ever progressive proportion of profits – no risk to saving

4. 200 benefits of investing in ever progressive degrees…. Not just in own business, important to widen your portfolio.

5. 200 benefits of accumulating a vast fortune

6. 200 benefits of investing financially in a cause (philanthropy) that leaves a legacy, got to have a cause bigger than you.

If you want to be a leader in your family, then you need a vision that is bigger than your family.
If you want to be a leader in your community then you need a vision that is bigger than your city.

If you want to be a leader in your city then you need a vision that is bigger than your country.

And so on.....

If you want to be a world leader then you need a vision that is bigger than your universe! Astronomical Vision!!

Rupert Murdoch said; what message do I want to bring to this space!

**The calling of our soul**

What is the cause you want to inspire to? Meditate on it! Start with what you know and let what you know grow! What’s the service that you provide, what’s unique about it?

For me... The biggest thing I walk away with is “Don’t let others projections be your destiny!”

PS. If anyone wants to understand their purpose, meaning and values.... This is the core of the work I do...happy to help in any way I can!