

# DoFL MONTHLY

1st November 2008

## Upcoming Events

All At Hatfield Next  
Generation Gym &  
Hotel Complex

## 1/2 Day Values Workshop

Fri 21st Nov  
Fri 19th Dec

## Financial Wshp

Sat 29th Nov

## Transform Wshp

Sat 13th Dec

2009 schedule  
coming soon.

## Demartini

See My 'Dates'  
website page

## Words Of Power

I am worthy of love, no  
matter what I have or  
have not done

I am a Lover of Life

I am a Sun shining out  
across the world



## Nov Hints and Tips Enjoying Things We 'Shouldn't'?

So, you like to think of yourself as a generally all round 'nice' person, even though you have heard Dr Demartini talk about us being both 'nice' and 'mean'. It's still the way that we like to think of ourselves!

Then every now and again we see signs of our imperfection and because we are ignoring our 'bad' side we get confused because it "just isn't just like me".

It's time to admit it!

We sometimes LOVE drama in our lives, whether on TV or in our family, or relationships or at work! It's a story, something to tell others. There's an excitement as we get involved in it.

We sometimes LOVE to be the 'victim' of the drama, the one that everyone is concerned about, and spend time looking after and protecting. It means

that we were the 'right' one and the others 'wrong'. We don't have to take any form of responsibility for getting ourselves there, and we can remain in this land of irresponsibility for days, months and years. It's great, so much easier that seeing how we had a part to play in it and therefore looking to transform ourselves and take those big steps into the unknown of maturity. We can see responsibility as feeling heavy and lonely, rather than powerful and free (two different perspectives of it)

There's no way around it. Be the victim and you know that someone will listen to you and want to try and rescue you. you may burn some out, but there is a never-ending supply of rescuers out there.

Take responsibility for your life and suddenly it gets a lot harder and unknown. Anything could happen.

There are all sorts of uncomfortable questions to look at, like:

"What is my purpose?"

"How exactly am I going to 'get my business/project out there?'"

"How will I make my money from it?"

"What might I have to sacrifice initially for it?"

"Who will be interested in it?"

"What's my USP - Unique Selling Position?"

"What's my next step?"

"Who will still want to be my friend when there is nothing to rescue and I am a potential threat to their business/world?"

We also sometimes LOVE gossiping and bitching about people. Wonder how you benefitted people last time you passed out drunk, or did something equally embarrassing? You gave people hours of self-righteous bonding over

stories of your stupidity (as they saw it). What about the last time you shouted at and argued with someone? Was it a great opportunity for them to release some pressure by shouting back? You know some people thoroughly LOVE to wind people up and see how they react.

Doesn't it feel great to walk away from an argument with a pithy one liner? Or, if you aren't so good at that hows about a few tears that will get you lots of hugs and attention? Or maybe, it gives you a good excuse for a "good session" down the pub with your mates?

Do you find yourself often talking about how you are lacking in confidence, and funnily enough do all your friends then tell you how wonderful you are? Your worry is that if you stopped pretending to only see the bad in you, they might forget to tell you. Of course, you could tell yourself instead!

And why do people put up with us when are are like that? Because it gives them a sense of value to be needed by you. Or because they feel good about themselves because "they are not that stupid any more". Or because we give them tones of fuel for more gossip and bonding with our friends.

Go on - admit it! We all enjoy things that we think we "shouldn't"!

You are who you are; See yourself clearly and remember:

**"No Matter what you have or have not done, you are worthy of Love"**

## November FAQ

### How Many Sessions Do you Do?

OK, so loads of people have been asking me - How many Demartini Method sessions do you do? Or How many did you do when you first learnt?

So My first answer is; I bet you are asking because you are comparing yourself and thinking that you should be doing something different! You are either looking to see that you are doing better, or as well as, or to beat yourself up for not doing as well as. So my answer is, however you have managed to fit the DM into your life, is perfect for you and your values!

However, moving on from that, thinking about it I do have a very particular, and possibly retentive way of using the DM (I've realised since thinking about the answer!!).

I book 1 or 2 days per month as a Business Development Day, which means either several sessions, or one mega session on the day. For example, on one day recently I did a session on 15 people. I'll pick the most pressing resentment, infatuation or issue that is on my mind. The side-effect is my articles for this newsletter, clarity on my mission, USP (Unique Selling Position), new affirmations, preparation for a new project and clarity on my strategy or plan.

I think this has come from a love of doing 'juicy' sessions at the Breakthrough Experience courses, when I first started out. I would actually 'save up' stuff for the courses!

The rest of the month is a mixture of 1 or 2 other full DM sessions, normally done just before bed. Then Daily counting of my blessings. Plus every other day listing of one/two columns depending on what is happening at the time, to keep me centered.

I can't quite remember what I did when I first started out, but I don't think that I felt comfortable with doing regular sessions on my own until after the Certification course - hence why I love it so much. But I did attend a LOT of courses, in a short period of time, so there was a constant dribble of Demartini info into my life. Plus I have watched/read/listened to just about everything he has ever done. So y focus was not always on the DM itself, and sometimes on the surrounding philosophies.

So that's how I did it. But remember, it is not about injecting the values of other people. Find what works for you, rather than comparing yourself to others, because that will only put you off.

## New - Available in November

### Quantum Selling CD

"Have you been searching for a sales model that works for you and your values? Something that's congruent with who you are?"

I was looking for just that when I discovered Peri's Quantum Selling philosophy. In the last 2 months it has helped me keep sales, I would otherwise have lost, and learn questioning skills that I'm thoroughly enjoying. It's great to learn about sales from a Demartini perspective, as it really works for me.

You can hear Peri Shawn live with her CD, Quantum Selling, where you'll learn how to:

- Relate the quantum to sales
- Increase your sales
- Ask more effective questions
- Leverage values and voids in sales
- Determine your most efficient business model
- Sell in your next coaching sessions more effectively
- Determine what to collapse to manifest more

These proven quantum sales ideas have generated hundreds of thousands of dollars for other speakers and corporations. Imagine what they might do for you.

As you know, the quantum applies to your perceptions, and ... the quantum also applies to your sales. Leverage Quantum Selling to increase your sales today.

#### About Your Peri

Peri Shawn, known as the Executive Performance Coach, helps sales executives and their teams sell better, sooner and more often without the expense of taking their sales people off the job for even one day of sales training. This includes

using the Demartini Method® with their corporate executives.

As a full-time independent speaker (author and coach) and a Canadian national speakers' association board member, she understands what it is like to have your income reliant on your sales skills. Not only has she worked in the area of corporate sales, she has also coached other speakers to successfully grow their businesses.

The CD's are enroute, and will be available direct from me, or through a link on my site (when we get the technicalities resolved!).

## Schedule Updates

### Nov-Dec Offerings

2009 information coming soon.

- **Values** - Fri 21st Nov- 9-12.30pm
- **Financial** - Sat 29th Nov
- **Transformation** - Sat 13th Dec  
Early bird price until Nov 13th.
- **Values** - Fri 19th Dec- 9-12.30pm  
Early bird until 19th Nov

## New Workshop Nothing is Missing

Coming soon is my new workshop based upon an aspect of the Demartini Method, which Dr D doesn't get to describe in great depth on the B.E. course (Called rather dully 'Form C'). I love this part of the method, because it can be used on it's own or in conjunction.

It's great if:

- You have a new person in your life and you are scared of losing them.
- Or you feel that you lost someone and you are missing them.

## The Riches Within Demartini Talk - 3rd Nov

If you fancy seeing Dr D your last opportunity for this year (unless you are attending Prophecy) is the evening of Nov 3rd at Alternatives in London, where he is presenting 'The Riches Within' for £15. See: [www.alternatives.org.uk/](http://www.alternatives.org.uk/)

## Oh My God New Demartini Film

You may have heard Dr D talking about a new film that he has been involved in called 'Oh My God'? Well the website with trailer is up and running, and I think that it will be in theatres before the end of 2008, which means it will be available on DVD in 2009.

It has all sorts of fascinating people on it and the trailer looks great - see:

[www.omgmovie.com/](http://www.omgmovie.com/)

## European Certification May 2009

I have great news! There will be a certification course in Paris next year, hosted by Optimum Sante. Plus, they have offered me a 10% discount for everyone who does a group booking with me. I will have more details in December/January, but please do let me know if you are interested. See:

<http://www.optimumsante.fr/>

## Copper Strings Source of Info

Copperstrings is a budding online community for conscious living, with fascinating journals and connected radio, events, and wiki sites.

<http://www.Copperstrings.com>

See these groups - 'The Dance of Life', 'Fun to be a Mum', 'What film would I love', 'Writing from the heart' Demartini Teachers / Prophecy / Empyreance & 'Concourse of the Earth'.

## Meetup.com

Check this site out to meet other Demartini peeps in London and Ireland

## New Phone Number

For people who don't have skype and can't make it to face to face sessions, I now have a new landline no: 020 3287 0508. Be aware it is a skype no, so it won't be available all the time, only when I'm logged on.

## Payment Plan

There is now a payment plan available for my workshops. you pay 50% before the workshop and 50% within 1 month of the date of the workshop. Available at my discretion.

## New Payment Rules

Sessions must be paid for 48hrs prior, otherwise they will be subject to cancellation, unless otherwise agreed

## Business Processes

- Workshop Bookings now shut 3 days prior to events.
- Workshops are subject to cancellation if there are no more than 3 people booked 7 days prior
- Places on workshops are only reserved with payment
- Cancellation fees are 50% for the day before & 100% on the day of sessions
- Cancellation Fees are 50% for 2 weeks before & 100% for 7 days before seminars.
- Late Arrival for Sessions - Where possible if a client is 15mins late, I will attempt to still fit in a full session. Later, than that, I will start to charge.
- Travel - Charged at my hourly rate, plus expenses.

## Discounts & Offers

- 50% off for re-takers on all my workshops.
- 15% Early Bird Discounts available for bookings 1 month prior to a workshop
- £30 cash back for referring a friend
- 20min free Q&A sessions for sending in a success story

## And Finally!

Thank you to you guys for reading this! Looking forward to seeing some of you at Prophecy with Dr D next week. (Prophecy is a 7 day course which follows on from the Breakthrough Experience and covers Fear in the 7 areas of Life).



### Lisa Pearson

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### Online Community - Copper Strings

Group - The Dance of Life  
<http://www.copperstrings.com/Groups/GroupDetails.aspx?GroupID=24>