

INVEST DIGEST© WORDS YOU CAN EAT

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Monthly Notice

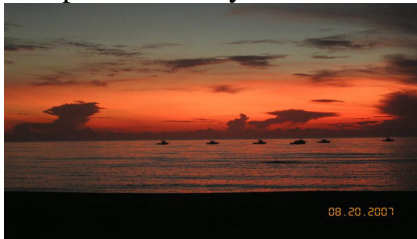
This month has been brutal on everyone and everything in reference to winter. The plants, the body, the mind and my fingers. The miserable weather brings miserable thoughts.

It is easy to get distraught and unhappy with all the clouds, rain and cold. How does one stay positive and fight negative energy? I, myself stare at pictures. The ones I have taken during the last vacation in the islands that bring me such joy. This could be the reason for the delay in the newsletter. I keep staring.

Just recall when you last booked a vacation. The following day you stared at the brochure, looked at the date you were going, marked the calendar counting down the days, focusing on this vision constantly until the day you left. The feeling is bliss. It would not be a bad idea to visit a travel agent, pick up a brochure and dream. Dreams are meant to come true. The power of thought could manifest that dream into reality. If reality cannot be reached, then you will still enjoy the thought and possibility of a wonderful dream. This will lessen any non-friendly thoughts you may encounter. Remember the great dreams we had during our sleep that we never wanted to wake from. My dream is manifesting to reality. I am in a collaborative effort with Brian Tracy and other co-authors, in writing a book. My deadline is February 15, I am diligently working to place my most profound thoughts on paper and help advance anyone who reads it. On the day I received



the call to be included as a contributor to this book was like winning a big vacation to my favorite island paradise.



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HAVE NO FEAR-HELP IS HERE!

DID YOU KNOW...?

The **RADIO**, a great invention. Do you know who invented it? **Marconi**, right (at least I thought) or how about **Edison**, both are wrong. It was by **Nikola Tesla**, a man from Serbia. He was credited in **1943** after Marconi used **17** of his patents. He was more famous than Edison until he joined with him in **1884**, go figure. He also invented **3 phase and AC electricity**, the fluorescent bulb and a hundred other ideas. His invention of the radio coil is still used today. He is considered the father of modern technology.

Here is a helpful hint: "Alternate choice" When you ask a question that brings a yes or no answer, it is most likely to be a no. It is human nature for people to be defensive when they are in the presence of any form of negotiations. The natural reaction to say no, could present itself 90% or more, every time. It would stand, why ask a question in that form. Instead, ask an **"alternative choice"** question (this or that). If you ask someone, **Would you like to have this today?**, your result is yes or no. If you ask them, **Would you like to have this today or tomorrow?**, then they need to choose an answer and you eliminate the no. When you approach your boss to ask, **Are we starting my raise this week or next week?** When you ask your spouse, **Are we are going on vacation this month or next month?** When you ask a client, **Would you like to pay in full or partial?** An affirmative answer is very important to keep control and to advance in any negotiating setting. A no will keep you from getting to your final objective. **Would you like to hear more or did you have enough?**



Looking Forward

More specifically with clients, months of hard work on tasks performed are coming to fruition. It is a pleasure when all the efforts result in a letter, not once but twice, stating "You have changed my life!" in addition to letters received from individuals grateful for my help. One has said "thank you for helping me with my credit and giving the control back in order for me to move forward in this crazy economic time." Another has thanked me for the advice from one of my "Free Advice Seminars" which enabled her to literally build a thriving life that was once a bleak setting only months ago. I look forward to helping many others accomplish what they desire, big or small.