

Robert: This is Robert Middleton of Action Plan Marketing. I have Elizabeth Hagen on the phone. We're going to be talking about something that's related to getting organized. It's about getting unstuck.

In the interview I just did with Elizabeth on getting organized and handling all the details of your life, we touched on some of the things that get us stuck like procrastination, perfectionism and clutter.

If we don't have a good, clear working environment, we get triggered by things and we get stuck. That's definitely a very important place to start.

Sometimes no matter how much you seem to get organized, get things in place and do one thing at a time, you still feel stuck. The way you're behaving is not getting you the results you want.

Welcome to this orientation session on getting unstuck, Elizabeth.

Elizabeth: I'm glad to be here.

Robert: We're going to talk about a process I developed recently. It's based on and inspired by a number of things. One is The Work of Byron Katie. Some people might be familiar with her. Plus other transformational work I've done over the years.

One of the issues I've always had, wondered about and gotten stuck on is repeatedly getting stuck on the same thing over and over again. Does that sound familiar to

you? It keeps coming up. A certain thing triggers us. We are in that place and can't seem to get out. Sooner or later, it dissipates and we go on with our life.

Wouldn't it be great if we could get unstuck faster?

That's what we're going to talk about. This is information you can relate to your marketing and business. The whole issue of being stuck can literally relate to anything in your life.

What are we talking about specifically? Look at Page 1 of the handout. You'll see two columns. Column 1 says "Constrictive Ways of Being." Column 2 says "Expansive Ways of Being." We're going to look at how we are being.

How we are being gets us stuck. We get stuck in a way of being that doesn't work for us. I call it a constrictive way of being. It's not as esoteric as it sounds.

If you look at some of the words in Column 1, you might find yourself *being* critical. Sometimes that's not a big issue, except when you're being critical of your spouse-always and all the time. That really isn't a great thing!

Being confused. I know people whose basic operating principle in life is they are confused all the time about everything. They don't know what to do when, why or how. They are being confused.

One that I have worked and struggle with a lot in my life is No. 3, impatience. I like to control things. I like to have things stay the way they are. If they are not that way, I'm

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not great to deal with. I get impatient and sometimes angry.

Related to marketing, often, we're being fearful. We're afraid to put the word out there and be exposed and rejected. Fear comes up for a lot of people. We're being fearful.

Are some of the things on the "Constrictive Ways of Being" list ones that you can relate to, Elizabeth?

Elizabeth: Definitely.

Robert: Pick out a few and give us a picture.

Elizabeth: "Fearful" pops up. Not "disorganized," thank goodness!

Robert: Some people have the being of disorganization. If you're always disorganized, through this process, we'll make the organizing process easier.

What's another one?

Elizabeth: Perfectionism and avoidance.

Robert: Avoidance is one I see a lot with people trying to market. They are literally being in avoidance all the time. It's a procrastination kind of thing.

Elizabeth: I've never heard it phrased as "being in avoidance." That's really good.

Robert: A way of being is easily recognizable. If you said, “That person is being apathetic,” how would you describe an apathetic person?

Elizabeth: Not much energy and a bored look on their face.

Robert: What do you think they might be feeling?

Elizabeth: Tired and scared.

Robert: Often, the ways of being are very directly related to the feeling. It’s a description of the feeling. They are feeling apathetic. They are feeling depressed. They manifest everything else to be consistent with that way of being. Someone who is being apathetic is saying apathetic things. They are feeling apathetic feelings and taking apathetic actions. It’s all consistent.

When you say someone is “being” a way, it’s really a whole conglomeration of those feelings, thoughts and actions. That’s a state of being.

Have you ever seen someone being worried? They look a little frightened or preoccupied as they go over and over things in their head.

Other than to someone who is just okay at the moment, ask a few questions. We can tell by the tone of their voice and the look in their face. We could say who you’re being right now, is that.

We don't seem to have this as a conversation in our language. We say we are being this or that. We don't distinguish it as we do in this session.

I have 36 ways of being listed here. These are just some ways of being. There are probably hundreds but these are very common ones. These are common ones that come up for people having problems with their marketing.

In Column 2 are expansive ways of being. Notice they are completely opposite to the constrictive ways of being. Instead of critical we have supportive, confused we have clarity, impatience we have patience, struggle we have ease, judgmental none judgmental, fearful fearless.

Then jumping down we have withholding expressive, depressed joyful, apathetic enthusiastic, bored engaged and exhausted energized.

If you ask a normal average person which column you would rather be living in, most of the time it's a dumb question. Of course you would rather be in Column 2.

The problem is we're not in Column 2 all the time. Sometimes we are. I don't know what percentage. When we are stuck in a certain way of being, it becomes like the water we're swimming in.

It's who we are being at the moment. We embody it completely. We're being worried. This, like all things, will pass. Someone might have a conversation with you that helps a little bit and sometimes not.

Some people get stuck in certain ways of being, constrictive ways of being. I like that word constrictive. It shuts and closes things down. It's narrow. You don't have a lot of room to move. It is a negative for the most part.

People, for instance, get caught in resentment. Maybe it's something around their parents, not for an hour or a day, but for a whole lifetime.

People have issues around fear of rejection. It's not something that just goes away when they get to be 30. It's not like acne. It just hangs around forever. The fear of rejection is real for people.

You say, "Call that company on the phone." They break out in a cold sweat. They think up all the reasons to not call this person.

External events trigger ways of being. I could spend hours on what that's all about. That's really beyond the scope of this conversation.

If we are reminded about marketing, getting out there and networking, just the thought of that triggers that way of being. Some experience in the past, that wasn't pleasant, triggers that. It triggers fear, withdrawal, panic, disappointment or whatever it is.

We don't notice. We are just being that way. All of a sudden we're looking through dark glasses and the world looks fearful to us. It looks angry to us. It makes sense because we're lost in that particular way of being in that

moment. People look lost. They don't look free. They're constricted not expansive.

Is that pretty clear?

If you turn the page to the diagram of being, here's your way of being. This could be constrictive or expansive. It generates everything in your life.

Your way of being is going to include beliefs, thoughts, feelings, attitudes, behaviors, actions, tone of voice, body language, stories, expressions, attractions and aversions. All of this is wrapped up together at any given time.

We all go back and forth between constrictive and expansive in rather mild ways that aren't a big issue. When we really get stuck, as in fear of rejection, there are certain marketing things we will not do.

If we did them, it would contradict our current way of being. It would not be in alignment or congruent with our current way of being. That's why it's so hard to do it. The thoughts, feelings, beliefs, attitudes, tone of voice, body language, everything is consistent with if I do X I will be rejected. Being rejected is painful therefore I will avoid this at all cost. We don't say it but we act consistent with that thinking.

Just picking up the phone is terrifying in some cases. I'm sure everybody on this call can relate. The fear of rejection is a big issue for most people. This is why selling is such a high paid profession if you're successful at it. You have conquered fear of rejection if you're a great salesperson.

If you haven't, you will not be a good salesperson. If you are selling your own professional services there are actually a lot of things you can do that are more indirect. Where you don't have to face as much rejection. I discovered all kinds of great marketing things. Sending someone an email gets less rejection than calling someone on the phone for example.

We find ways to work around these ways of being. We don't want to be there. We don't want to go there. We don't want to feel that way. When we do, we are stuck.

That is the sorry condition we are in, in many cases!

On Page 3 there are some marketing areas you might be stuck or need to work on. You can identify some of these areas.

You can also do this exercise in any area of your life. The area I had the biggest breakthrough with this process in was patience and impatience with my spouse. I've been trying to figure this out for a very long time.

All of a sudden it hit me. I see who I am as being impatient. I realized I had a choice. I could actually choose patience. That's the power of this. Usually that doesn't work to tell someone, "You're being impatient, choose patience." They'll tell you to go you know where. They are lost in that at the moment. They don't realize they are being that way.

This is the exercise. Turn to Page 4. I'm going to walk Elizabeth through this exercise a few times. There are a

few ways to do this exercise. One is get to someone else to facilitate it. They don't have to be as experienced or skilled as I am at facilitating. They can literally read the questions and you answer. You don't have to embellish. I'll embellish a bit and explain as we go along.

Just have someone read the questions and go through all nine questions. The other way is to copy this page and write the answers. Some people find they get better results being facilitated and some people find they get better results writing. I personally have better results writing. I don't know why, it's just the way I'm being.

Since I'm a do-it-yourselfer I like to do things myself. I sat down with this exercise in a place where I was very stuck in. I was working on some computer-related thing. It was very technical and beyond my understanding. I was getting more frustrated by the second. Most people can relate to that.

We act as if the computer did it to us. That really isn't true. Working on it and not being able to do it triggered something. I felt frustrated and overwhelmed. It's as if there was no other way I could have been, in that situation, other than frustrated and overwhelmed because I couldn't do it.

I've learned a lot of things on computers. I learned how to do HTML from a book in a week. I'm not completely incompetent this way. Every time I pressed a button, it took me to the wrong place. It was a puzzle I could not figure out.

I went to dinner and talked to my wife about it. She said, “Why don’t you do this exercise?” I said, “That’s a good idea!” I went through the exercise. By the end of it I was really calm and not frustrated. I saw that it was simply my way of being. My relationship to what I was doing was frustrating me.

I put a lot of pressure on myself to get this done now. When I looked at it, it wasn’t even a priority. I created a false urgency to begin with. I created a demand in myself that something had to be done, done right and it had to be done now.

With that kind of thinking you start to feel frustrated. After dinner I went back and started again. It wasn’t much easier but I didn’t feel any frustration. Because of that I felt much calmer. I figured it out a lot faster. It was done.

That’s the kind of results that can come from this. If you’re overwhelmed, or in any of those places on Page 1, you can resolve them.

The way I would like to start this is to look at something you want that you don’t have now, and you’re stuck or struggling with. Not at the way of being.

That can be doing talks in your business or getting an office organized. (I suggest everybody work on that one.) What I suggest is to write down a few things you get stuck on habitually.

You can’t seem to make forward movement, procrastinate or get very frustrated. It could be something related to a

relationship. Even though you want to get along with this person, you keep finding yourself becoming impatient as I have so many times with my wife.

Let us look at something that you want Elizabeth. What is a specific result that you don't have now and you're stuck or struggling with?

Elizabeth: I want more in-person speaking engagements.

Robert: Okay, that's something you want. We have a goal. We have something we want. If we are in an expansive place of being about it at the moment, and excited about it, all of a sudden we'll find ourselves making a plan, doing it and making it happen.

Then we hit a bump. We call an organization we think would love to hear about what have. They say, "We're not really interested in that."

All of a sudden that triggers something in you. You don't have as much enthusiasm anymore. Everyone can relate to this, especially in marketing. I'm trying to get this client. I'm trying to get out there. This is why so many people have said, "I've given up marketing. I just work on referrals."

Basically that's your marketing plan. You do the best job you possibly can, which is admirable. It's a good thing to do. Then you pray for referrals every night and hope the ether gets the message to send me referrals. That's not a great marketing plan!

You can do some proactive things with integrity, but not if you're stuck in one of these constrictive ways of being. The next question is, if you are stuck, "who are you being that's preventing you from having that result?"

Elizabeth: When I want more speaking engagements and don't have them, I'm frustrated, worried and confused about why they aren't hiring me.

Robert: Why don't we just start with those. Often it's one, two or three things we come up with. They're in complexes. "I'm frustrated, worried and confused when I want to do this."

The next question is, "How are you behaving when you're being that way?" I'm giving a broad definition of behavior. I'm talking about internal as well as external, like thinking, feeling, acting, saying, judging and avoiding. It's anything that manifests in you when you're being frustrated, worried and confused related to this goal.

Elizabeth: I just avoid it altogether. I try to think of other ways to make money. I get quite critical if my "one sheet" is not good enough. Earlier, you mentioned calling and fear of rejection. I don't call at all.

Robert: Avoidance is a hallmark of being stuck.

Elizabeth: I'm not alone?

Robert: Avoidance is almost always part of the game plan. If you're trying to do something and are stuck, you'll notice avoidance behavior. You'll also notice various thoughts that go with it. This is a textbook case. It's what people go

through. You'll think, "I'm not worth it. This isn't going to work. My materials aren't good enough." Then you'll find you're not doing it.

Avoidance is consistent with being frustrated, worried and confused. If you engaged, you wouldn't be that way anymore.

This is important for everybody to realize. We all get stuck. A lot of us look at being stuck as a completely external thing. It's partly external.

One way to handle this is to get very organized and create plans, but sometimes it's not enough. We still have the fear. Stuff comes up and things get triggered, like the thought of being rejected. The mind spins.

Are there any other ways you're behaving when you're being that way? Thinking, believing, etc.

Elizabeth: Critical. I try not to think about it, but I do think about it. Then I feel bad.

Robert: It's an endless loop. It's like being in a fishbowl. The water we swim in is frustrated, worried and confused. It's all there is. Everything is consistent with that when we're being that way. That's what being is about.

The next question is, "Is that way of being and behaving getting you what you want?"

Elizabeth: No.

Robert: Almost always, when you ask people Question 4, it's an emphatic "No." People get it. "Obviously, being that way, doing that stuff and behaving that way is not getting me what I want. I'm not getting it. I am, by definition, stuck."

If someone says yes, have them look again. "Oh, yes, that's getting me what I want. I get to be in my comfort zone and fail." Not really. That's simple. Question 4 is a yes or no answer.

Question 5 is the pivotal question in this whole process. "If it were impossible to be that way, to be frustrated, worried and confused regarding speaking, if it was impossible for that way of being to exist, impossible to create, who would you prefer to be instead?"

Elizabeth: Fearless, hopeful and calm.

Robert: Those are three good ones. When you're doing this exercise, you might have more than three, but you shouldn't have 20. It's fine to focus on three that ring right for you.

So we have fearless, hopeful and calm.

Question 6 is a verification question, especially if someone just has one listed here. "What other ways of being are related to that way of being?" We already have three, so that's fine. You would look down Column 2 and say, "I'd like to be that way. That sounds good." Write those down. It could be any of those.

The next question is, “What actions and results could those ways of being produce for you?” If you were being fearless, hopeful and calm regarding getting speaking engagements, what could possibly happen that couldn’t happen in your old way of being?

Elizabeth: Maybe I’d actually call an association.

Robert: You could actually pick up the phone.

Elizabeth: I don’t do that.

Robert: If you could imagine yourself being fearless, hopeful and calm, could you imagine yourself picking up the phone?

Elizabeth: Almost. It’s still a real problem.

Robert: You’re really holding onto this old way of being! What other actions and results might happen if you were being fearless, hopeful and calm?

Elizabeth: I have a huge database of associations. I would go through it and pick out some. I would start a letter campaign and follow up with a SendOut card or email. I am doing some things.

Robert: Imagine doing those things fearlessly, hopefully and calmly.

Elizabeth: I feel great! That was fast.

Robert: You’re picking a new way of being to do those things. What is that like?

Elizabeth: I love it! I'm fearless, hopeful and calm.

Robert: This is an expansion of Question 7. You would be fearless, hopeful and calm. Question 8 is, "Who do you choose to be?"

Elizabeth: Fearless, hopeful and calm.

Robert: Isn't that a logical choice?

Elizabeth: It's logical. I hope it's real.

Robert: You've had times in the past when you were completely fearless, right?

Elizabeth: Yes.

Robert: You've had times in the past when you were hopeful?

Elizabeth: Yes.

Robert: You've had times in the past when you were very calm?

Elizabeth: Yes.

Robert: It's not that these ways of being in Column 2 are foreign, esoteric or mystical states. They're very normal, healthy states of being. We can literally choose to create them right now. You just did.

Elizabeth: Wow!

Robert: Right? What's the first action you'll take that expresses that way of being and will move you toward your desired result?

Elizabeth: I have a list of women's associations. I like speaking to men and women, but my target market are women. I'll pull up the ones who speak to me instead of all of them. I don't know what to do then.

Robert: As you said in the organizing interview, you'll do the next thing.

Elizabeth: I'll take my own advice.

Robert: When the frustrated, worried, confused and fearful part of you comes up, you can't think of anything to do next. Anything that you do in that place of being obviously isn't going to work. You have to see the distinction between these.

People say, "That's all well and good, but what happens if I flip into frustrated, worried and confused?" Here's the truth: It will happen. Here's the shortcut to this process. You've done it thoroughly and said, "I'm going to choose this and take actions consistent with this."

For some people, it releases energy. They say, "I get it. I was being that old way by default or a triggered reaction. I saw that I can create and choose a different way. Did I choose the old way? Unconsciously, but I was choosing it. It was so overwhelming that I didn't realize it was a choice. I can see that I have choices." It's the distinction between the left column and right column.

Sometimes that releases some inspiration, energy or enthusiasm. All of a sudden, you take your organizing project and do all this stuff when you're coming from that place. Then you hit a bump. "I bought this thing to organize my desk. It doesn't fit on my desk." You want to throw it through the window!

These little things are triggers. "It doesn't work for me. Nothing works for me. I can't get organized. I'm hopeless. I give up." We lull ourselves to go back into that old comfort zone that isn't giving us good results.

There's a shorthand way of doing the process after you've done it thoroughly:

- "What do I want?" I.e., "I want to get speaking engagements."
- "Who am I being right now that's preventing me?"
- "Is this way of being working for me?"
- "What is a way of being that I will choose instead?"
- "What's the next step I can take from that new state of being?"

Elizabeth: Should we have this on our desk?

Robert: It's a good idea for a while. You'll know where to file it. After a while, it's like exercising, flossing your teeth or doing anything else. You start to build a muscle or habit of doing this. You start to choose things more from the right column than the left column.

You'll realize, "I've been frustrated, worried and confused. I've done these things all my life. It isn't working for me. If I couldn't have that, I'd choose something else. I'll choose to be fearless, hopeful and calm. That could result in this. When? Right now."

If you try project this into the future and how great your life will be if you're like this all the time, you can forget about it. You'll be triggered again. You can choose to be that way. When you simply create it like that, you start to feel fearless, hopeful and calm.

Elizabeth: You do!

Robert: It's something you create. We, as human beings, do not have a lot of experience and haven't exercised this muscle of distinguishing between these ways we are being and choosing one way or the other. Maybe we do in some areas.

When we don't get what we want, we don't usually jump up and down in a tantrum like we used to when we were 3 years old, but inside, we still might be seething. That way of being is clamped down. We're not showing it externally, but the way we're being is still angry and resentful.

Is that working for you? I guess it's not. If you couldn't have that, who would you prefer to be? "I would prefer to be calm and responsible. Would that work for me better? It just might."

When I started to look at my famous impatience with my wife, I said, "Gee, I could choose to be calm, kind and

loving. That's not so hard!" There isn't anything to do. It's about choosing a way of being. Then there's the next action to take.

You can't "do" being. You have to "be" being. You have to choose being. You have to choose, "I'm going to be kind." Be kind. That means having kind feelings, thoughts and actions.

I'm not saying I beat my wife or that it was the worst relationship in the world, but my impatience didn't help the relationship.

Elizabeth: This is all well and good when things are calm. Let's say in the spur of the moment, you forget this and go back to your old ways then beat yourself up. What do you do?

Robert: It will happen. Count on it. In a calm moment later on, you'll think, "That really didn't work. I'm confused." You might go back to the page and do the exercise again and work it through again.

When you're totally lost in it, you can't do it. On the other side of it, you might say, "That didn't feel so good," or, "Here I am procrastinating again. I thought I handled that. I'm really avoiding it. What's going on?"

Sit down and do the process. "I want to be productive and get these top things done every day. Who am I being? I'm in avoidance, bored and apathetic. I don't know why, but there it is. I'm answering email every 10 seconds and doing this and that. I'm not getting around to work. Is this

way of being and behaving getting me what I want? No, it's not."

The big thing in this is Question 5, looking at an alternative you haven't looked at before. We usually say is, "I don't want to be that way," but we don't have a new way of being. It's like you said in the other interview. We replace a bad habit with a good habit or a new habit of being.

Elizabeth: It's about knowing you have a choice.

Robert: You do have a choice.

Elizabeth: We know that, but we don't know that.

Robert: We might forget a lot of the time. Don't necessarily use this on the hardest thing in the world that you've been struggling with your whole life. Use it on something you struggle with once in a while that gets in the way. And then you say, "What are alternate ways of being that I could approach that with?"

Some of this is derived from Byron Katie's process and the whole process of inquiry. This really is a process of inquiry. You could investigate her book, *Loving What Is*. I recommend people get that. It looks more at your thoughts.

This process comes at the same thing from a different angle. For a lot of things, it's a little bit more accessible to me. Our feelings are right there. "How I'm feeling now is how I'm being and how that is affecting me." Then we

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start to say, “What are some thoughts within that?” Start to observe some of those.

Another thing you can say is, “What is a time in the past where I have demonstrated fearlessness and/or hopefulness and/or calmness?” Let’s try it with you. This could be Question 10.

What is a time that you were really fearless in doing something? You just did it and were amazing.

Elizabeth: I spoke in front of my largest audience of 650 high-end realtors in Florida.

Robert: Was it a great experience?

Elizabeth: It was not a perfect speech, but it was a great experience.

Robert: You’re a perfectionist, remember. You can think, “Who was I being then? What were things like when I was being fearless?” Remember that experience. Bring that into whatever you’re stuck in right now. “If I could be fearless, like I was when I gave that talk, how could I be fearless in getting more talks like that? I can just be fearless and be in that place.”

How were you behaving? What was your tone of voice? What was your facial expression? You can say, “That was being fearless.” You’re distinguishing it more. It’s not just a word anymore. You’re being clear about what fearlessness is.

When you're clear about that, it's a heck of a lot easier to create it when you need it.

After I've done this a few times, I notice I'm avoiding. I need to be fearless and come from that fearless place. I can generate that. I've done it before.

When I'm working on the computer, I work pretty fast and am doing a lot of things, like designing web pages. I notice I get very tense. My jaw clenches. So I say to myself, "Relax. It's okay. There's no rush." I realize that I need to be relaxed and calm when I'm doing this stuff. If I'm hyper, I make mistakes and feel stressed.

It's really a choice. I might do that several times in an hour. "Just relax. Slow down. Click that button. It will work fine." And then I'm just doing what I'm doing.

What is a time when you were hopeful? You didn't know what the future would be, but somehow you saw a positive future.

Elizabeth: I have a big speaking proposal out there. I'm very hopeful that I'll get it.

Robert: Hopefulness is a place where you let go of things.

Elizabeth: Let go of the outcomes.

Robert: "There's a good chance. There isn't anything else I can do anyway. I'll just be hopeful and calm."

Let's look at calmness. I'm sure you've experienced that a lot.

Elizabeth: When I walk into my office, that's a good feeling.

Robert: You feel calm. Then you pick up that file about getting speaking engagements and the calmness disappears to be replaced by frustration, worry and confusion. Isn't that interesting?

Imagine picking up that file right now calmly, opening it calmly and smiling in a calm way. You say, "Oh, I wonder what there is to do next?"

You're literally creating the way you're being. Then "doing" just flows from there naturally. The doing will be consistent with that way of being. It's going to be calm and one step at a time.

Before you know it, something you were really stuck in doesn't look so hard after all. Then you call an organization, put together your package, and all of a sudden, something happens.

After you've done it a few times, it's hard to go back there because now you've produced a result in the area of being fearlessness, hopefulness and calmness. You say, "This is the way to get speaking engagements."

People ask me, "Robert, how do you write your eZine every week? Isn't that hard?" They're talking about sitting down and getting tense, being afraid they'll write the wrong thing and having their mind go blank because they

don't know what to write. Then they feel frustrated. They start to write and feel it's not good enough. It's all ways of being that they're talking about.

The way I am being about writing is, "This will be easy. I'm always going to find an idea to write about. It doesn't have to be perfect. I'll do my best. I'm being in that open place." Guess what? I sit down and usually within a minute or less, I have my idea. I might not have even thought of it ahead of time, sometimes I have.

I write a paragraph or two. In an hour or two, I'm rolling and the first draft is done. It's who I'm being. I'm choosing that in the moment. I've chosen it so many times that it's automatic for me .

There are many areas in our lives that we do well. Those are the things we like to do over and over again because we're good at them. Who we're being when we do them is calm, focused – we're fine.

Elizabeth: I'm much more creative in these expansive ways of being as opposed to the constrictive ways.

Robert: You can't have much creativity in a constrictive way of being. It closes down creativity. Those two words are very visual. Constricted is cramped down. Expansive is flowing out and open.

If we're not in that place, we won't produce very good results. The game is, "How can I create expansive ways of being more often for myself and also acknowledge

expansive ways of being while I'm being that way naturally?"

You're hanging out with your husband or kids. It's like the story you told in the previous interview. You realized, "It's a nice day. I have walk 10 minutes. What's the big deal?" You stepped into an expansive place of being just through thinking of it that way. "What's the worst that could happen? I'd have to walk 10 minutes on a nice day." Then you had a great time with your child.

In moments when you're enjoying yourself, ask yourself, "Who am I being right now? I'm being loving, calm and expansive in many ways. There's nothing to figure out. That's just who you're being right now. Enjoy it more.

And as you enjoy it more, you experience more expansiveness. It's like when you're watching a movie that's programmed to make you laugh. The more you laugh, the more fun you have. It carries you along. The way you're being is one of joy, humor and enjoyment.

There are a million times in every single day where we're doing just fine. Choose those times and acknowledge them. "I'm having a good day today. This is great. I'm being productive today. I'm getting things done. This is great. I'm choosing that. It doesn't just happen to me. I'm choosing it and I'm choosing it and I'm choosing it." Out of that, it's easier to get organized.

Elizabeth: This way ties in hugely with getting organized.

Robert: It ties in with absolutely everything. If you want to do art and can't do art, find a place of being where art seems to be easy. Tap in to being creative. It spills over.

If we put all our focus on doing, but are stuck in a constrictive way of being, it's like you said with procrastination; we're living with your brakes on. We won't get stuff done because we're resisting, resisting, resisting.

It will change eventually. Everything changes, but to change it intentionally in the moment is to say, "Who would I prefer to be right now?" That might be the sentence you could use. It's not what you would prefer to do, but just "be" in terms of a feeling.

If nothing else, you can just turn to Column 1 and say, "Who would I choose to be? I would like to be forgiving now. Have I ever been forgiving before? Yes, I have. What was that like? Can I be in that place? Can I choose that instead of accusing, which is where I was? That didn't seem to be working for me.

"When I accused my wife, she stomped out of the room and slammed the door. Maybe it had something to do with me. Maybe I need to be apologetic." Yet we tend to ramp up the constrictive ways of being. Does that really work for you? That doesn't work very well.

Do you want to do it with one more thing?

Elizabeth: Yes, this is an actual marketing thing.

Robert Middleton Interviews Elizabeth Hagen

Robert: That's perfect for this audience.

Elizabeth: On my website I have a newsletter. If you sign up, you get a free report like everybody else has. It's a great report. I've had it for years. It's time to move on to something new.

I want to have a seven-week free audio series or something where they get me every week. I've thought about it for a year and have done nothing.

Robert: The idea is just stuck there. Let's see what's sticking it. Who are you being that's preventing you from moving forward with that project?

Elizabeth: I'm being critical that I'll never do it well enough. I'm a little fearful. I'm not really sure what the seven weeks of audio should be on. Confusion goes with that.

Robert: They often come in threes.

Elizabeth: I'm also stagnant because I do nothing.

Robert: How are you behaving when you're being that way?

Elizabeth: I'm avoiding. I don't even want to think about it. It's on my project board but just sits there. I don't even want to look at it. I'm being in avoidance. I'm being judgmental, too.

Robert: What are some of your critical thoughts?

Robert Middleton Interviews Elizabeth Hagen

Elizabeth: “What should I write? Do they really need to know this? Doesn’t everybody know this already?”

Robert: You have to be discriminating, but that’s not helping you. What are some fearful thoughts?

Elizabeth: Will my voice sound okay on the audio? How many words makes a minute? How do I know how long it should be?

Robert: It goes around and around in your head, over and over. How are you behaving when you’re being confused?

Elizabeth: I’m doing nothing because I’m confused about where to go with this. I have Audio Acrobat, which is a good first step. Beyond that, I’m confused about what to do.

Robert: I’m sure everybody can relate to this. You have a project you want to do. You can’t get it out of your mind. You know it’s a good thing to do, but you don’t know quite how to do it. Somehow the ignorance of doing it triggers all this stuff.

If you knew how to do it and could imagine a time in the future where you’d done it 10 times, all this stuff wouldn’t be coming up. All this stuff got triggered – critical, confused, fearful, stagnant.

Is that way of being and behaving getting you what you want?

Elizabeth: No!

Robert: Clearly. If it were impossible to be critical, fearful, confused and stagnant, who would you prefer to be instead?

Elizabeth: I would prefer to be clear. The opposite of stagnant is dynamic. I like that. I'd be dynamic and moving on this. It would be a dynamic seven-week series. There would be abundance.

Robert: What actions and results would those ways of being produce for you? If you were in a space of clarity, dynamic and abundance, just imagine being that way. What kinds of results might open up for you?

Elizabeth: I did an "Ask Elizabeth" campaign of people's biggest issues. I had 188 questions. I would pull the seven top questions and those would be my seven weeks. I would mind map the seven for what I want to include in each on email, paper or time. It would just flow. I know the stuff.

Robert: When you're coming from clarity, and being dynamic and abundant, it's all there. You know the steps. It doesn't mean you know it perfectly. You'll figure it out. A dynamic person goes into something not knowing how and figures it out.

We get stuck in the doing and going back over this stuff instead of getting into the place of being first by just creating it. That's the key. "I would prefer to be there. These are the kinds of actions I need to take."

Who will you choose to be?

Robert Middleton Interviews Elizabeth Hagen

Elizabeth: Clear, abundant and dynamic.

Robert: OK, good. What's the first action you'll take?

Elizabeth: I already pulled out the top seven. I'll go back to see if it makes sense for a seven-week series. If not, I'll pull another one. I love mind mapping and figuring this stuff out.

Robert: When the critical, fearful, confused and stagnant raises its ugly head, and it might if you hit a bump, what are you going to do?

Elizabeth: I will stop and say, "What do I choose to be? I choose to be dynamic right now, not stagnant."

Robert: "Out of that, what would be the next one thing to do?" All of a sudden, you'll find that it's happening.

Elizabeth: Great!

Robert: This is almost too simple. A lot of people will listen to this and think, "I knew that."

I suggest trying this on something. Take it seriously. It's one of the most powerful processes I've ever used to get unstuck from absolutely anything, like business and money. Everyone is stuck somewhere with money, their love life or relationship, marketing or business.

Now you're thinking, "Now I have this nifty little tool set of working with who I'm being. I never had that before, I never made that distinction before. I never had that power

before. It's free. Basically I can do that any time. I can print out a page. I can figure this out. I can really look and choose. I can say, 'Who would I prefer to be?'"

I can't promise it will work wonders for you every single time. Don't do it superficially on 20 things. Do it in depth with a couple of things, then play with that. Get into a difficult project that you're avoiding.

Keep asking, "Who do I need to be to succeed with this? Who do I need to be to have fun with this? Who do I need to be instead of who I've been before?" The distinction between those is so clear.

After a while, you'll find yourself more naturally choosing expansive ways of being to get things done where you used to be stuck. You think, "No problem. I'll just choose this in the moment," and do the first thing.

The other day I was reading something and got a great idea. I created this whole program of doing these workshops around the country. Usually I would have thought about it for a while, just like your thing. I jumped in, committed and put it out. I started to plan it.

I'm coming from a place of, "This will be fun. This will work. This is a great thing to do." I'm coming from a place of confidence and clarity that I already have anyway, but that I sometimes forget about. I think, "I am being calm. I can be clear. I can make this happen."

If you look at very successful people, somehow, not necessarily using this process, they access those places.

The only difference between them and me is how they're being. The way of being of an Albert Einstein or Bill Gates regarding certain things is certainly different from my way of being.

He thought, "No problem. We'll figure out the rules of the universe." He was an intelligent person as well, but he was coming from a place where it was possible. He said, "Imagination is more important than knowledge."

We're talking about imagining yourself into a way of being that works to support what you have instead of the old default way of being.

Elizabeth: I pick the new way.

Robert: Tell me what happens.

I think that completes it. I recommend that everyone listening to this go over the sheet again. Work this through a few times. You can't think or figure this out. You have to do the exercise.

Pick a few things you're stuck on and identify those ways of being that are stopping you. Go through the whole exercise. Take your time. Take 15 or 20 minutes or even longer.

If you have trouble doing it by yourself, get your partner to do it. Say, "Just ask me these questions." Then try to answer as honestly as possible. Often, something will pop and you'll say, "Wow. I was stuck all this time and didn't need to be. Isn't that interesting?"

Elizabeth, thank you for being brave enough to jump in here and do this. You demonstrated that, even if we're the most organized people in the world, we can still be stuck and have things to work on.

Elizabeth: Thank you, Robert. This was eye-opening. I appreciate this very much.

Please note that there have been a few changes made to the worksheet for this process since this recording was done. The intention is to make the process a little simpler and more powerful.

The link is [Getting Unstuck Worksheets](#).