



Play Big Master Class

step outside of your existing comfort zone and reach higher

iloveplayingabiggergame.com



Fabienne: Hello there and thanks for joining us for another episode of the Play a Bigger Game Master Class. This is Fabienne Fredrickson, Millionaire Business Mentor and Founder of both ClientAttraction.com and AttractClients.com where you can receive your free audio CD *How to Attract All the Clients You Need* at no charge. It's my treat.

Again, that's AttractClients.com and welcome to the Play a Bigger Game Master Class. To reach that next bigger level of greatness and professional success, you must be willing to step outside of your existing comfort zone and make the changes that seem to threaten your safe way of being knowing that you are always safe anyway. There is no other way to jump from your current small fishbowl into that bigger fishbowl or the ocean that awaits you. Through these classes and the conversations that I share with my guests, who are all playing their own bigger game, the Play a Bigger Game Master Class is focused 100 percent on you finding the inspiration, courage and personal best practices to do the same. Consider it a required curriculum for success.

My guest expert today is Marci Wieder. Dream University's CEO and Founder, Marcia Wieder, is committed to helping one million dreams come true. The author of 14 books, she has appeared on *Oprah*, the *Today Show* and was featured in her own PBS TV show called *Making Your Dreams Come True*.

As a columnist for the *San Francisco Chronicle*, she urged readers to take the Great Dream Challenge. She is a member of the Transformational Leadership Council along with thought leaders Jack Canfield and John Grey. As past president of the National Association of Women Business Owners, Marcia assisted three U.S. presidents and serves on the advisory board for the Make a Wish Foundation.

Marcia, it is so wonderful to have you here with us.

Marcia: I feel like you and I have been orbiting around each other for a decade so I'm thrilled and honored to be here. Thank you for having me.

Fabienne: Me too. It's my pleasure. I know that you are always looking to play a bigger game and you live this making your dreams come true thing. I find that a lot of people in life and in business play a really small game. I find that they could use inspiration on dreaming bigger. Before I ask you questions around that and tap into your expertise and your mastery around this, I would love our listeners to hear for just a moment, perhaps about a minute, how did you get to do what you're doing today? What was the trajectory? How did you start your business?



Play Big Master Class

step outside of your existing comfort zone and reach higher

iloveplayingabiggergame.com



What was missing in the marketplace or in your life that brought you to this place today?

Marcia: Let's see how I can condense that down to 60 seconds. I really did see there was a need because I saw a lot of people who were working primarily to put food on the table. I believe at one level we were created to create and that it is our God given birthright to create and live a life of joy, love and abundance and most of the people I was seeing weren't doing that. When I announced to family and friends that I was closing my marketing and media business in the National Press building in Washington DC to move to California to help people achieve their dreams, they thought I had lost my mind. They thought I would starve. They said things to me like, "You used to be so credible. Can't you teach people goal setting?" And although I think goal setting is useful and necessary, [audio skips] in swinging outside of just being realistic and to really open to the vision of who you are, why you are here, how do you really want your life to be, and then hopefully if it is important to you, to be paid well to be doing what you love.

My story, if I went all the way back, I grew up in a family that had grief and sadness. There was loss. The year that I was born, my older sister lost her hearing and as she grew up, wound up becoming both blind and deaf. I had a family that was filled with hopelessness and futility. And somehow in that I became I compensatory factor. I became Suzy Hope and you can do it and you can go for it.

The first big risk probably around that was actually imagining that I could turn it into a business. I have a multi-million dollar business but I had to have the courage to act in the face of a lot of naysayers and a lot of doubters and even my own fear because I couldn't look around and see that there was anybody else that was doing it. Then it morphed into Dream University and I've had my business now for over 30 years.

Fabienne: I just got chills, so it's usually a confirmation, that we need to go here but I know that when I quit my corporate job back in 1999, my closest friends said to me, "Are you crazy? Why would you walk away from a safe paycheck every two weeks? I don't support you."

Marcia: I know. I appreciate you saying it and saying it so heartfully. It's like we almost have to soften our souls and our voices because at some level, it's unbelievable. The good news is that we become some of the models and the role models and the mentors and the trail blazers for others because I've helped thousands and thousands of people make up dreams and businesses that they're passionate about



Play Big Master Class

step outside of your existing comfort zone and reach higher

iloveplayingabiggergame.com



and then live into the creation. That's really what a visionary is. It's not like we have promises and guarantees and assurances but we believe in something enough where we're willing to put our heart and soul into it.

The other reason that you touched upon why I actually turned this into Dream University which is kind of like an online campus was because we did need and do need and I still do need that ongoing support of people who dream bigger than me, resources who can help me accomplish those dreams, a safe place that I know I can come any time day or night, share my dream and I will be celebrated, encouraged and helped along the journey.

So regardless of what our closest friends or our families might say, we know that there is a tribe out there, our kind of people, that believe in us and support us in taking the next step.

Fabienne: That is one of things that I teach is that you want to surround yourself with people who can champion you, who are at a mindset of seeing their future as bigger than their past.

Marcia: Absolutely. I love that statement. I was shocked in the beginning that I also had to teach people how to dream because we're so mired in reality and so busy living from our clocks and calendars that most of us compromise our dreams down to a life of mediocrity or overly realistic. Instead of opening to what we really want and then exploring possibilities and creative partnerships and other people that can help us, most of us lost our ability to dream.

Many people don't even know what their dreams are, much less how to accomplish the ones they have. Worst of all, too many people look in their checkbook for evidence of whether or not their dream is a good idea, as opposed to looking in their heart for what they really want and then deciding the strategy for other ways to make it happen that aren't just about writing a check.

Fabienne: There is someone right now who is listening to us talking and she is wanting to go for her big dream and yet there is someone or several people in her life right now telling her to be realistic. "Don't give up your cushy whatever it is to go out after that silly dream of yours." You and I know that that silly dream of hers is divinely given. She didn't just make it up. It is part of her purpose, it's part of her calling. It's her soul's path. It is tugging, it is pulling her into her future but then there are all these naysayers and all those fears that come up, fear of failure, fear of success, fear of overwhelm, fear of humiliation, fear of rejection;



Play Big Master Class

step outside of your existing comfort zone and reach higher

iloveplayingabiggergame.com



everything is coming up at her and yet that inside she knows that this is the right thing to do. What would you say to her if she is listening to us right now?

Marcia:

Great question. Two things are bubbling up. One is reality is an important part of the mix. You have to know where you are in order to design the strategy for where you want to go but the question is what has being realistic cost you? If you're overly realistic, it can cost you your passion and your dreams. Medically speaking it's been shown that people with passion and dreams live seven to ten years longer. There's so much that comes from going for our dreams and there's a high cost of being overly realistic.

The other thing that I would say is that if you have not dealt with your own doubter, and you need another doubter on the road, their doubt will magnify yours. But if you've dealt with your own doubt and you meet another doubter on the road, by contrast, it becomes the opportunity to deepen your commitment and your conviction to your dream. Develop the ability to talk to anyone any time any place and to stand strong in what your dream is, and life will transform. I've seen people go further with passion and commitment than with skill, experience and gobs of money sometimes.

Often it's like, "I'm not going to share my dreams with that person because they're a dream killer," or "That person reminds me of my mother," and after a while we start to narrow the playing field. Rather I believe in order to master manifestation, the ability to achieve any dream, you must master the skill of enrollment, the ability to share your dream, products or services with the world in a way that inspires them to join you, to hire you, maybe even to invest in you. The obstacle called "not enough money" often disappears when you can inspire people.

The quick four-step process I teach for enrollment is establish rapport. People have to like and trust you. Number two, build value. Ask really good questions. The obstacle called "you're too expensive" disappears when you're delivering more value than you're charging for. Step number three, overcome objections by doing more of one and two, establish more rapport, build more value. Finally step number four, secure an agreement. What next step are you going to take together?

I would sum all of that up with get in touch with what you really care about and then provide a compelling and clear invitation for people to join you. A lot of what we teach at Dream University is the inner and the outer. The inner is what you touched upon. What is your purpose, your mission, your calling? Who are



Play Big Master Class

step outside of your existing comfort zone and reach higher

iloveplayingabiggergame.com



you at a soul level? And then, what do you need to say, where do you need to stand inside yourself to really be in integrity with your message and make the lifelong shift of having your ego being in service to your soul instead of your soul being hijacked by your ego.

I think that when we are authentic, when we have something that we're passionate about and we can truly paint a picture for people to see the value and the worth of what we have and we make it easy for people to say yes, they often will.

Fabienne: Beautifully said.

Marcia: We rolled a lot into that answer.

Fabienne: Like me you offer a lot of value with every sentence. I love that. Marcia, was there a defining moment in your own process that made you think, "I can no longer afford to play small like this. I have got to go beyond my current limits. I've got to get out of my comfort zone?" If so, would you describe that moment or that series of moments for us?

Marcia: Yeah, for me it tends to happen every couple of years. I used to really judge myself as a serial entrepreneur because I would often start something, leave it behind, start something else. Now I have deep appreciation for my ability to have the courage to create. I can think of one that happened just recently. For many years I've trained certified life coaches. We call them Dream Coaches. It's a brand that we own. It's a million dollar brand. It really became core to the business and it became our biggest revenue stream. So people would come, they would learn from me this profound process, this inner and outer and integrity at a soul level, and then some of them would take it out into the world and many wouldn't.

I could just feel that because it was financially successful and just because I was very good at doing it, didn't mean that it was the thing that I was called to do. I had really practiced over the last 30 years really listening to my soul's calling and having the courage, sometimes faster than others, to say no more to what's no longer true so I can say now what to what's really important.

I have a foundational belief that if somebody else could do what I am doing, then I'm probably off purpose because I actually believe each and every one of us is called to do something very noble and important. I recently had Mary Morrissey on stage at an event that I do and Mary talks about dreams so people said to me,



Play Big Master Class

step outside of your existing comfort zone and reach higher

iloveplayingabiggergame.com



“Why would you put your competition on stage?” I just looked at them and I said, “Nobody is my competition. Nobody does what I do the way that I do it.”

Anyway the big “aha” for me was I was trying to be all things to all people. I was working too hard and I was burning myself out and I thought, “If I burn myself out there’s no way I’m going to fulfill upon my mission.” I finally made the decision to pull the plug on the Dream Coach training. We’re turning it into an online certification and we’ll see what happens with that, but I didn’t know what was next when I plugged the plug. That was really interesting and exciting.

I created this open space for something new to show up. My team came to me and they said, “Marcia, you’ve stopped our biggest programs. We really need to do one event.” I said, “Well, I’m not going to schedule an event unless I’m really clear that it’s something I’m called to do.” I prayed and I meditated and I journaled and I spent some time on a passion quest. I dreamt up this program called the Wealthy Visionary Conference.

The reason I came up with it was I had this big dream of helping a million dreams come true and I didn’t have finances or resources to do it the way I want to. I felt this frustration that there had been times in my life that I had no vision, but I had the resources and this was a time in my life where I had – did I say it right? I either had one or the other. I either had a great vision, but I couldn’t afford to finance it or I had the resources, but I didn’t have a clear vision.

I said, “Well, I’m going to put on this event called Wealthy Visionary Conference. I want it to be different than anything I have ever done.” The first thing I did was I hired an event management company and a full blown set designer and stage designer and audio/visual company. Before we ever announced the event I was \$100,000 in the red.

I had never done that before because our programs, they’re so solid in the content and the structure and ritual, in terms of how they’re all held that our programs have always been successful and I never needed to do it, but I knew that this Wealthy Visionary Conference was an initiation for me into living my life differently. I invested a lot of money in it. We had the event. It was 17 speakers. I only allowed some of them to sell, so it wasn’t a big pitch-a-thon.

All along I kept spending more and investing more and cutting back on the ways that we would generate revenue and a couple of things happened. One was, we raised \$50,000 to build two schools and two Dream University Villages for Cynthia Kersey. I know that’s something that you’ve been involved in as well.



Play Big Master Class

step outside of your existing comfort zone and reach higher

iloveplayingabiggergame.com



That was a game-changer, so again, I'm taking my revenue and I'm giving it away, giving it away, giving it away.

To tell you the truth, we had a million dollar event. It stretched me into a whole new way. Here's the best part of it. I saw how I was trying to be all things to all people and I made a very strategic decision about my business. One is, I would give away as much content as I possibly could. If anybody goes to DreamUniversity.com there's an opt-in sequence there for three half-hour videos giving away 600 pieces of content. Give it away. Give it away. Give it away.

Then, for the high-end people who really wanted more access to me, I began offering a one-day in-depth visioning VIP strategy day with me or a mastermind over a period of time. Well, the mastermind was \$10,000 a person. I limited the group to 10. We immediately sold out four of them. My goal was to do 5 one-days and we sold out 20 of those at \$15,000.

All of a sudden, I had a million dollar business model working about – the masterminds are just 2 weekends, so that's 40 days – 60 days on my calendar, a million dollar business model. I'm completely free to speak where and when and how I want to. In the room, we sold the Wealthy Visionary Conference for next year. People can buy tickets right now for \$397 and get the DVD's and all of that stuff on our website, but I pre-sold it to 120 people for next year without knowing at all what it would look like or who one single speaker was.

What all of that adds up to, if I can try to name it, was really having the courage to say “no more” to what's no longer true with the intention of really using my God-given gifts to play a bigger game to serve everybody. I can now serve all the freebie people without being involved, so I feel generous rather than resentful. I'm back to my million dollar model with so much free time that I'm available to say “yes” to my board responsibilities with Make a Wish or a speaking opportunity that really does meet and fulfill my heart.

Most importantly, I feel like I have a wide open canvas right now to continue the creation of this new creation where I'm bringing more of myself to the world in a way that can really make a contribution.

Fabienne: Yes. I really love that idea of saying “no” to something that's worked really, really well, but it's not where you're going next. In full transparency, I'm at a place in my business right now where for me to get to the next level of meaning and fulfillment and walking right into my calling in a deeper way I must begin doing my business differently.



Play Big Master Class

step outside of your existing comfort zone and reach higher

iloveplayingabiggergame.com



Marcia: I want to say I so love that you're so transparent. I love you more in this moment. As a true creator, which you are, as a true creator the courage to stop and empty for a period of time – I was saying, “No more. No thank you,” for a couple of years to more and more things. My staff was getting nervous. My colleagues, once again, were rolling their eyes at me just like they did 30 years ago.

I said, “You know what, if nothing else I'm going to live my life true to myself. As long as I keep going and doing there's no empty space for something new to actually show up.” You said earlier we don't just make up our dreams. Well, at one level we do. That's where dreams come from. We make them up, but what you were referencing that I so wanted to come back to and punctuate is the who we are that's making it up is the deepest calling of our soul.

I believe that we were seeded for something long before our birth – to be part of a creation, this holy awakening that's happening and those of us that are successful and creative will often just keep going. When I started threatening three years ago to pull the plug on the Dream Coach training people thought it was just a marketing ploy. Well, it took me three years because I was nervous and I was afraid. I wanted to just put something in the space, but really the depth of the vision and clarity and joy and passion came as I created more and more space to drop more fully and deeply into myself.

I think there are two things you can't do in the fast lane. One is deepen and the other is integrate. I'm celebrating you for declaring that you know you're being called into something new and next and just you putting that out here and sharing it with your community and with me as a colleague I think that really does say to the world you're serious about it and that it's time.

Fabienne: Yes. Yes. I believe so. I also – this was said to me in a channeled session a few years ago. You don't have to throw the baby out with the bath water. Sometimes you can just get a babysitter. It's direct from source.

Marcia: That's beautiful.

Fabienne: Sometimes it's not about shutting down – in the way that you're doing it, you're not completely shutting it down. You're transitioning the business model around the coach training, which is where I'm going, but I would like to punctuate something that you just said because I've been smiling ear to ear with this conversation because these are my favorite types of conversations.



Play Big Master Class

step outside of your existing comfort zone and reach higher

iloveplayingabiggergame.com



I'd like to underline two words that you just said and I'd like to dive deeper into it. You called it the holy awakening. I call it a shift in consciousness. I'd like to know what you mean by holy awakening and let's talk about this for a moment.

Marcia: I've never said it that way before, so thank you for coming back to it, but it really does feel true to me that regardless of what's going on in the economy or in our own personal checkbooks it's never been a better or more important time for us to really have the courage – now for me, at a personal level, it has to do with age – being at midlife, realizing that I don't have a limitless amount of time and I have a mission – a calling.

I actually think that at one level we are born as essence. We are wounded early in life and that wounding forms our story, our personality, and our identity. Well, at midlife, which is a mindset more than a number, hopefully we begin to turn back consciously through our identity with curiosity of, "Who else am I? Have I become so identified with my story that I've forgotten that I'm a creator?" We consciously go back as a mature adult through the wound and we see that maybe at a certain level God, essence, spirit, source orchestrated the entire thing for us to fulfill upon our holy duty in service to this holy awakening.

For me, the holy awakening is simple. We're here to remember who we are – the one, the light, the source, love, God. However you talk about it, the essence of who we are is truly one. It's truly perfect. It's truly beautiful. Personally, I use joy as my barometer to know when I'm on track. When I'm in my joy, I'm moving closer to the home. When I'm in my grief or sorrow or struggle or complaining I try to catch myself in the act and shift to a higher state of consciousness.

Hopefully I shift more often and more quickly and I think as each of us remembers the essence of who we are and we de-identify with our story and reclaim the essence of love that we are that the world truly can become enlightened, heal and even more beautiful than it already is.

Fabienne: How nice is that? Do you sense this shift in consciousness? I see it as a shift from greed and competition and taking and accumulation for accumulation's sake toward a consciousness of love and compassion and collaboration and giving. Do you see it as I see it and how does it show up for you?

Marcia: Well, I think we're shifting at every level every moment. Peter Diamandis was one of our speakers at the Wealthy Visionary Conference and he's the author of the book called *Abundance* and *The X Prize* and financed the \$10 million prize for



Play Big Master Class

step outside of your existing comfort zone and reach higher

iloveplayingabiggergame.com



space travel. He says, “Every resource we need is available to us.” That’s even a shift in consciousness because we’ve been told that we’re running out and there are so many problems.

The good news is that every conversation opens up more conversation. I do think with generosity we create more. With an abundance mindset there’s more than enough love to go around. There’s more than enough food to go around. There’s more than enough money to go around. I think when we pull into ourselves and we contract and we constrict and we believe the story as opposed to continually creating the creation I think there is this kind of – I don’t have a doomsday mindset, but I think every moment we have the opportunity to choose, I was with Marianne Williamson last night, so love or fear, abundance and generosity and giving or something else.

I was recently meditating and I had this image and then I saw it played out in a wonderful cartoon movie that Pixar made called *Wreck-It Ralph* or *Wreck it like Ralph*.

Fabienne: Yes, *Wreck-it Ralph*. Believe me, I know it. I have three little kids.

Marcia: Well, if you look at that from a pattern level there’s a lot of agreement about staying stuck in the old story. What I really saw is there are all these programs and what changes the program from something two-dimensional, flat, wake up, go to work, make money, come home, put food on the table, go to sleep, do it again, what changes everything is care and/or gratitude. I think anytime we can embody a mindset of true, “What do I really care about and what am I truly grateful for?” I think that changes the vibration from one of judgment, criticizing, lack and limitation.

Trust me. I grew up in a family of depression parents. I grew up in a family where you looked for what was wrong. You waited for the other shoe to drop. I’d be walking down the beach with my mom. I’d say, “What are you thinking about?” She’d say, “I’m worrying.” I’d say, “About what?” She’d say, “Give me a minute.”

People often say, “Well, you’re so optimistic you must have grown up in such a positive environment.” No, it’s a conscious choice I make every day. I call it The Practice of Everyday Enlightenment. Spend more time in the light being positive, optimistic, generous, caring, grateful – less time in the dark being hijacked by my own or other people’s doubt, fear, limitations. Then, third, practice living a life of virtue and I think the king or queen of virtue is integrity.



Play Big Master Class

step outside of your existing comfort zone and reach higher

iloveplayingabiggergame.com



What I mean by that is nothing activates the voice of the doubter faster or more than saying you're going to do something and not doing it or saying you're going to do something and doing something else. I think a great path of healing for us is to get clear about who we are, what is it that really matters to us and demonstrate that our dream matters to us more than our doubt by taking action on it.

I think that's really a path of transformation and what you're talking about that I think is so wonderful is – I think it's very critical during these times to get comfortable with uncertainty. We're just living in times – as we go back to the initial question you asked, there's so much change going on. There's good, bad, right, wrong, light, dark. I think it's all the lens that you look at it. I just see it all as life, but I think if we can become comfortable with uncertainty and we can always remain the calm within the chaos then I think we're bringing our highest gifts and service to the planet's awakening at a time where life could use a little stability.

The way to get comfortable with uncertainty, I think, is to do something you don't know how to do. I took up French cooking and after I put on 10 pounds I thought maybe there was a better way. I switched to abstract painting and by exploring something I didn't know how to do I started to discover a whole new part of myself that I didn't know. That became an important part of that passion quest that I went on that eventually gave me – out of the comfort with uncertainty I developed more skill and capacity to be in the face of the unknown.

Let's face it. At a spiritual level, the path to the divine is unknown, so I think the more comfortable we can get with unknown and uncertainty the more we can meet life with an open heart.

Fabienne: Well, I believe that. We've all heard the saying that, "The magic happens when you live outside of your comfort zone." Here's how I say it and here's how I live it. I would much rather feel a low grade level of discomfort knowing that I am stretching myself beyond my comfort zone rather than, and there's no judgment in this or perhaps there is but I'll just say it anyway, rather than living a life where I'm sitting in my lazy boy watching reality TV, stuffing my face with whatever it is, Doritos, and not being alive.

When we stretch beyond our comfort zone there is this feeling of aliveness even if it's slightly uncomfortable and like anything, I believe that when you do something long enough, even being in slight discomfort, you get really comfortable with it.



Play Big Master Class

step outside of your existing comfort zone and reach higher

iloveplayingabiggergame.com



Marcia: I agree. That's a whole paradigm shift. Then, also you can always draw upon that. One of the things that gave me strength in investing so much money in this Wealthy Visionary Conference and – think about it. I was turning off the faucet on where all the revenue was coming from while I was opening to something unknown, but what gave me the strength to do it was remembering back when I first started my Dream University company and everybody said that it was a bad idea.

Now, I wasn't out of pocket so much. I wasn't in so much financial risk, but back then it felt like everything. I was closing my marketing business in Washington, D.C. and moving to California to start a whole new life around something that people told me would fail. I think each time we do make that stretch that you reference so beautifully we are a little bit larger. We have a little bit more capacity and we can always look back on our history and use that as the frame of reference of, "You know, I really do know how to do this."

I often ask people to go back to, "Think of a time that you accomplished a dream in your life and who were you being? What part of you got lost? Where did you lose the essence where you were courageous, where you were fearless, where you weren't afraid to take a risk, where you were being audacious?" The other question I like to ask into the future is, "What dream must you accomplish in order to die happy and fulfilled?" I think that helps us really course correct.

I said it earlier and I'll say it again. Just because you're good at something doesn't mean it's the best use of your life. Just because you have success, just because something's working – and I agree. I like the babysitter approach as well and I also like the, "What's no longer true for me?" For us as successful, busy women, everyone listening to this, what your ability to say "no more" or "no thank you" or "no way" to what's no longer true for you for things that you're complaining about, whining about, things that are sucking the life out of you or simply things that are now out of integrity with your soul, for you to say "no more" without immediately filling that gap up with something else is like manna.

The empty space is where creation can really come forward. Spend some time in a passion quest. Take some time to do what you love, to discover who you are now because who we are in our forties, fifties and sixties isn't who we necessarily were in our twenties, thirties and forties. What a beautiful time to discover what do you love now? What do you long for? If time and money were not issues, if you did have the support of the people around you, what would be your stretch?



Play Big Master Class

step outside of your existing comfort zone and reach higher

iloveplayingabiggergame.com



For many of us, to discover that, taking a little time to rest and empty and make space is a real blessing.

Fabienne: Wow. I like you so much Marcia.

Marcia: I'm so glad. I'm so glad we're finally connecting.

Fabienne: I can envision us sitting cross-legged on two sofas right next to each other with a cup of tea in hand and talking for five hours straight.

Marcia: I can see the same thing. Well, let's plan to do that.

Fabienne: Absolutely.

Marcia: Are you going to Cynthia's Gala? I think you are.

Fabienne: Yes.

Marcia: We'll meet there. I have three tables there.

Fabienne: Great. Great. Great.

Marcia: Part of why I offered to do the fundraiser for her at my event was because I had heard how successful it was at yours. Thank you for being a trailblazer in that. I appreciate that. I was very inspired to hear it and then to do it and now I'm a spokesperson to other people why they should do it.

Fabienne: Just tingles everywhere. Thank you Marcia. Before we wrap up because I know that the folks listening today would like to keep you for several hours, but I believe that every successful person has one or more personal mantras – a belief that they live by, a saying that inspires them that speaks the truth. I have several. One of them is just always staying in a place of positive expectation.

The thing that I continually say is, it's up here in my office, it's at home, my kid have it on their nightstands, my husband has it in his office, the saying is, "I am positively expecting great results no matter what I see in front of me because I know the universe is rearranging itself for my best interest right now." That is what I believe in.

Marcia: I love that. Wow. That was a gift for me. Thank you for sharing that.



Play Big Master Class

step outside of your existing comfort zone and reach higher

iloveplayingabiggergame.com



- Fabienne: You're welcome. I create from this space. For you, if we were to get into the heart and soul of Marcia Wieder what is one of your driving principles, a mantra, that you live by?
- Marcia: I would say don't look in your checkbook for evidence of whether or not your dream is a good idea. Don't seek out promises, guarantees, and assurances and the simple phrase is, "Can you believe in something simply because it matters to you?" Then, prove that it matters to you enough that you're actually going to take action to make it a reality.
- Fabienne: I love that. Love that.
- Marcia: Pretty, pretty simple.
- Fabienne: And yet, massively profound.
- Marcia: Profound.
- Fabienne: Well, thank you Marcia. You've given us so much great food for thought today – really paradigm-shifting thoughts and questions and I know that there are some people on the line who will express interest in knowing more about you and staying connected with you. I know that you have many resources. Would you share one resource with them?
- Marcia: Yes. Let me – first of all, my main website is DreamUniversity.com. If you opt-in at the top of the page there's a product called – a free product called *Turn Dreams to Dollars* and there are three very rich videos so that money will never be the thing that stops you from going for what you're really called to do. Then, if you're interested in really knowing about the Wealthy Visionary Conference, there's a button right on the homepage. We're offering the DVD's from last month. We just had the event – the DVD's, the live stream and a ticket for next year for \$397.
- The free gift DreamUniversity.com right on the homepage and if you just – right there in the middle you'll see Wealthy Visionary Conference. Check it out and if that calls to you that might be a small investment that could certainly yield you a tremendous return of really networking with really high level visionaries who, as I just said, are committed to not having money be the thing that stops you from creating your mark, making a legacy or creating a contribution in the world.
- Fabienne: Thank you so much for being with us today Marcia.



Play Big Master Class

step outside of your existing comfort zone and reach higher

iloveplayingabiggergame.com



Marcia: Thanks for having me. Much, much love and I look forward to girlfriend time.

Fabienne: Me too. Bye-bye. If you're new to the *Play a Bigger Game Master Class*, I'd like to make sure you know about the free audio CD available to you called *How to Attract All the Clients You Need*. It's full of immediately actionable, incredibly useful information to get you more clients in the next 90 days. There is no catch, no gimmick, no sales pitch. It's simply my way of saying "thank you" for tuning into this show. Yes, I am offering it to you at no charge. I even pay for the shipping anywhere in the world.

All you do to get your free CD is go to AttractClients.com and request it today. If you liked today's episode of the *Play a Bigger Game Master Class* you can download or listen to other master classes from this show on iTunes or by going to Iloveplayingabiggergame.com. If you have friends, colleagues or clients who would benefit from playing a bigger game pay it forward and share the love by letting them know about Iloveplayingabiggergame.com. Again, thanks so much for joining us today. This is Fabienne Frederickson sending you a big virtual hug. Until next time, live life like you mean it. Bye everybody.