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Fabienne: 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 I share with my guests, who are all playing their own bigger game, the *Play a Bigger Game Master Class* is focused 100% 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 Sally Anderson. Sally Anderson is the leading expert in sustainable transformation, emotionally, cognitively, physically, and spiritually. Sally is at the forefront of sustainable human and organizational transformation. A cutting edge leadership coach, leadership advance facilitator, inspirational keynote speaker, seminar leader, master coach trainer, and author. Sally has inspired thousands and thousands of people from feeling disempowered, whether it's in their personal or professional life, to experiencing outstanding sustainable results.

She is passionate about the advancement of the human performance and is pioneering new ways of being in human consciousness through providing her revolutionary education and she speaks and she does leadership coaching, and she creates leadership development programs for corporate and public retreats, and she has church certification. Sally is a living embodiment of the concept that it is a profound privilege to contribute to other human beings and to offer herself fully and completely in the service of others to achieve their greatness and then sustain it.

I am so happy and so proud to have you here with us, Sally.

Sally: I really appreciate the opportunity, Fabienne.

Fabienne: Yeah. It's great to have you here. You guys, as you're listening to this, I want you to know that I met Sally just by recommendation of someone I knew, and I went to a one-day event. I remember saying to Sally with a tear rolling down my face, "Oh, my gosh. I've never heard anything like this before," and I spent several days with her in a program that she did, which was transformational and which was sustainable.



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I'm so happy that you're here. You are a fountain of wisdom. I just want to get into the psyche, get into the brain of Sally Anderson. Before we get started, I have a lot of questions for you, but where I want to get started is I always really enjoy seeing how someone got to do what they're doing today. I'd love for you to give us the Cliff's Notes, you know, a minute or two, as to how you got to do sustainable transformation for people? Please share it with us.

Sally: Great question. My background is in belief behavioral and organizational change at a very large level within corporate. So, I left the corporate world about 12 years ago. Millions of dollars would be spent on global change programs that I would be charged with implementing, but they wouldn't get a return on their investment three to five years after I walked out the door. So I actually knew at the start of the program that there was a lack of emphasis on the sustainability piece. Then, given the audits that I used to run within corporate, the amount of money that was being expended in change programs, in hiring consultants and hiring trainers and sending people into workshops and retreats and business coaches, but very little return on investment back to the bottom line to the business, and that it basically became a toleration within the business.

It became an indictment of my values system. I didn't want to be associated with something that I knew at the start -- the consultancy company that I worked for, I respected, but they were more interested in getting paid than they were about the true sustainability aspect. So, that's kind of where the inquiry first started.

Then I'd been a course junky for 30 years, name a book, a CD, a course, I've listened to it, read it and been to it. I pretty much did back-to-back for 30 years. There was a lot to fix about myself off the back of my experience in the past, and always looked outside of myself for the answers. And again, the thing for me was the ability to sustain the change.

I meet so many people that have invested a lot of money into their own personal transformation, but for whatever reason, they've either not transformed to the degree that they'd like, or they've not known how to sustain it. So, the whole fascination around this elusive thing called sustainability started there, that if you're going to invest money into change, let's make sure it's sustainable.

Fabienne: Yeah, I agree with you. And we've all met the course junkies. I would say I'm a course



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junkie, too. I do have -- do I implement everything from every course? No. I don't. Perhaps there are people who do. But you and I both know that it's in the implementation, it's not in the sitting there in the room or buying the CDs and even listening to them that you get the results and play a bigger game. But it's in implementing, yeah?

Sally: I'm the first one to say everybody's education is redundant unless you apply it, but where I come in is beyond the default. So, I specialize in what I term the default identity.

Fabienne: So, can you explain that? Because I'd never heard about default identity until I met you and spent some time with you. It was one of the most profound concepts I've ever heard. One, because it was the very first time I've heard of it and I haven't heard of it since you. Would you explain this to our folks here on the line today?

Sally: So, moment by moment by moment you're in one of two states. You're either in an empowered state one minute, or a different powered state the next. As human beings, we have a tendency of defaulting into the disempowered state depending on what's happening externally. Our happiness, more often than not, is reliant on circumstances shifting. I believe happiness is a choice.

So, off the back of my own experience, I lived at out a very dysfunctional behavior for more than two decades, and so, it was part of my life apprenticeship to know the extremity of living at that end of the spectrum, to now be able to teach people, through my own experience and through those that I've had the privilege to coach, the whole discovery around what would it be like if you could sustain being in your power all the time, regardless of circumstance?

I believe that as a human being, we have what I term a default identity. In the study of ontology, the study of what it is to be human, they distinguished that there were three incidences in your childhood between the age of 3 to 5, 5 to 12, 12 to 21, and in those incidences of a negative nature, you decided to shut down and you learnt to mold your behavior into a particular identity because life at that point was not safe. Now, regardless of how great people's childhoods, that's irrelevant because you do not come through childhood unscathed. I often have CEOs say to me, "Sally, why when I've come to see you about my business are you talking to me about my childhood?"

I said, "I have no interest in dragging up anybody's past, but I do have interest in going and taking a



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snapshot, coming back out, and having you see how you have this whole identity that has been, for most people, unconscious.” Once you bring it into that person’s awareness, they can then see the tickertape parade across their entire life of where they have sabotaged their life. Human being’s fundamental base belief is that they don’t think they’re good enough. The fact that we allow that in our schooling system is a crime, but I won’t get onto that tangent today.

Fabienne: That’s a whole ‘nother call.

Sally: It’s a whole ‘nother call.

[Laughter]

Sally: I’m passionate about people being aware so the education that I’ve developed is termed awareness-based training. There’s power in mastery to go from being unconsciously incompetent, like the 15-year-old getting into the car, it’s all a bit clunky, versus getting into your car now, you don’t even think about it, where you’ve become unconsciously confident. I’m interested in partnering people, specifically at a leadership level, to become unconsciously confident around their own identity. I talk about unrecognizable transformation. Most people tolerate not even getting transformation. So, I talk about unrecognizable transformation and I had somebody in my audience recently say to me, “Sally, if it’s that unrecognizable, how do you recognize it?”

I go, “In your current level of awareness, I would agree with you. But when you die to this level” -- and it’s an absolute death to that particular identity...

Fabienne: Yeah.

Sally: ...you become unrecognizable to yourself, and that’s what I’ve personally experienced in my life and that’s part of what I teach.

Fabienne: Yeah. I did a program with you which was really transformational. One of the things, I’m not going to reveal anything about your program, but one of the -- because I think it’s a very sacred space and it shall remain so. But one of the things that you said in the beginning was there is going to be a whole lot of sustainable transformation happening over the next few days, and there



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will be one person who will be the most unrecognizable by the end of the -- what was it, three or four days?

Sally: Yep.

Fabienne: And in the end, I mean I witnessed it right in front of my eyes, this one person who I connected with on the very first day who was, shall we say -- well, in his terms, in a very bad place. Three days later, skipping out of there and we've connected since, and he is unrecognizable. I mean, I have tears in my eyes just thinking about it. This is like real stuff. This is really -- it's truly amazing talking about just turning somebody completely around.

Sally: Well, the ability to be able to circumvent 10, 20, 30 years of preconditioning, so most people that are attracted to my education are between the ages of 30 and 60, they've had decades of entrenchment in their particular way of thinking. To be able to make inroads into -- to really, truly have a paradigm shift experientially. I'm interested in shifting people experientially, not just sort of head-level, such that they get present to the cost. We live in such a disassociated society. Seven billion people on the planet, the majority [head 11:51] by fear. We were born connected. We were born fearless. We were born intuitive. Those are our birthrights. The fact that we have moments of intuitive insight, the fact that we predominately hang out in fear is a generalization for most humans, and the fact that we live in a disconnected state. Part of my interest is to bring people back to reclaim their birthright, to live a fearless existence as your birthright. Lovers or [inaudible 12:17]. It is a fine line between love and fear. To live in a connected state, connected to the co-creative realm, which is very much what I specialize in, in the leadership side of things, and the ability to live an intuitive life.

Part of what I educate people in is the static that they listen to on a day-to-day basis, from the minute they get up in the morning to the minute that they go to bed, there's only four key things that disempower human beings:

1. One is fear
2. Two is the inner critic, the internal dialog that treats you ill
3. Three is these issues/problems/challenges that people love to feed
4. Four is confusion: how convenient you don't know, you don't have to be responsible in that moment



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To me, I call that the human static. If you were driving in the car and you were listening to the radio, you wouldn't stay on the static channel, you'd quickly try and tune in to the music. But most people don't actually know what their music is and so, part of the role that I play is to actually bring people back to their innate self. But for that to occur, they have to die to looking good. Most people are had by looking good. They can't divulge what's really going on behind the scenes...

Fabienne: The mask, right?

Sally: Yeah. Yeah. It's the persona. They lack the freedom to actually be their unique selves.

Fabienne: Yeah. One of the -- I call it, "I can no longer afford to play small. I've got to go beyond my current..." there's this defining moment in one's process when you say, "I can't do this anymore," and you have a particular way of saying this, which I'm not going to say because I can't say it. But you and I both know what it means. But "I can't live like this anymore, I have got to go beyond my limit." So, you've lived this in your life and people can read about your experience in your book. Would you remind them -- tell them the name of your book and where they can find it.

Sally: The book is called *Freefall: Living Life Beyond the Edge*. If they just type that into Google, it'll come up under Amazon and pretty much any other online book link online.

Fabienne: Great. Great. You've come to this place at a really defining moment in your own life when you said, "I just can't do this anymore. I can't live this way." I know there are people who are listening to this right now who are in a place, whether it's in their relationships, whether it's with their finances, with their business, with their health and fitness level, where do you start with them if they're at that place right now? What is the first thing that you would have them do to flip the switch?

Sally: I do a lot of reverse psychology and because I understand this whole default identity and how it works, having lived out of it to the extreme for over two decades. So, I normally facilitate with people that you can't transform something until you own that it's operating. Even when people know that they're so disassociated and they know the cost of that behavior, still people choose to not associate. So, some of the things that I do with people is to say -- two of the main areas people want to shift is their financial situation, and/or, say, people who have ongoingly had issues around their



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weight. There's always four quadrants that are synonymous with what people want to change. They want to change their relationships, they want to change their finances, they want to change their relationship with wellbeing -- predominantly around weight -- and then it's all about the calling and the job, the vocation, the passion, the whole inquiry in that area. It normally falls into those four quadrants.

The two main areas are relationship and finance. They always have to do with self-worth. So, if I'm talking to somebody, I'll say to an audience, "How many of you have been trying to transform your finances 2, 5, 10 years?" Hands go up. "How many of you have been trying to lose weight 2, 5, 10 years?" All hands go up.

"Okay, great. So, do you normally frame that in that you hate it, you don't like it, you feel frustrated by it?"

"Yeah, yeah, yeah, yeah."

Okay. So, the first breakthrough is to be able to get a sense of humor and actually get that you love it. "Oh, I love being overweight. I love my finances being stuffed," because wherever the results are being produced is a function of your commitment. That is where the results have been produced for the last 2, 5, or 10 years, that is actually what you're more committed to. But until you actually own it, you can't transform it in a sustainable way. I normally have humorous conversations where we get to do a lot of self-deprecation because we're -- how many books do we need to read that say, "Be careful what you think, your thoughts create your reality"? Well, they do.

Fabienne: Yeah.

Sally: We are not disciplined in where our thoughts are focused on a day-to-day basis. So, the minute that you're able to stop being so serious, significant, and dramatic, which is always a function of the default, because -- to infiltrate the serious, significance and drama that is occurring, that person would have to change in their identity. To suddenly be the person who's in the great body, to suddenly be the person who is financially sound, that is a different identity to operate out of. Most people are unaware of wherever you are at, if you're listening to this today, wherever you're at in your life is exactly where you want it to be because...



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Fabienne: Which is ouch, right? Ouch!

Sally: Yeah.

Fabienne: Yeah.

Sally: Yeah. Most people are blaming it on 20,000 different things as to why it is the way that it is. Wherever that is where it's meant to be at for where -- I believe that we are all here learning. Whether we learn or not, we get the tap on the shoulder, we ignore it. We get the 4x2 at the back of the head, we ignore it. Then we get the Mack truck. In answer to your original question, I've had a number of Mack trucks along the way, and one was when my father died. He was a visionary. He was somebody who was very much playing a big game and I swore on his deathbed that I'd get out there and I'd take on the world as you do, and it took me another two years because I was so fearful of actually playing a game to that magnitude.

I'm glad to say 12 years in that I learnt the whole realm of what I term the four-fifth dimension. This is one to three dimension. You cannot suffer unless you're living in the realm of meaning. So, when people say, "Oh, Sally, you're playing such a big game," I go, "When you no longer live in the realm of meaning, nothing's big anymore, it's just a conversation. But it's a conversation I'm willing to have."

Considering the magnitude of the game that I'm playing when I'm wanting to make inroads into counseling and psychotherapy and transform the way schooling systems operate and the whole raft of things that I've got in my 20-year vision, to me, it's just a conversation. So, that enables me to, A, give myself permission to have the conversation because I don't view anything as big. Language creates the reality of your world. If you want the reality of your world to change, change your language.

I specialize in the area of linguistics and so, as a coach intuitive, all I do is listen to people's language and it kind of like tells me where I need to go. Being able to partner people to play big games, to me, the magnitude of the game that you can play is limitless if you are accessing the co-creative self.



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Fabienne: Yeah. And being responsible for your words, and therefore, your results. That issue of personal responsibility, I think, is a huge issue around playing bigger. As you mentioned just a moment or two ago, a lot of people will get into a blame state, a, “I’m a victim” state and point outward for the fact that they do not have the relationship or the finances or the wellbeing or the calling that they want, that they desire, and yet, it’s really all happening on the inside, isn’t it?

Sally: Uh-hm. Well, to me, there’s only two courts in life. One, where people are thinking about, talking about, and wanting things to change versus the court called commitment and the reality of those things changing. But where I come in is that whole thing around the default, that if you don’t know about your default, if you don’t know the nuances of why you’ve cultivated it, because fundamentally, it’s all about safety, regardless of how dysfunctional it is, and most people get off the court in life when they find things of a confronting nature or it’s resistance or it is uncomfortable. Whereas, as a change agent, I believe it is our responsibility to take personal responsibility, to go looking for everything that confronts you, go looking to everything that makes you resistant, to looking to live in uncomfortable shoes as a way of being and that then becomes the new comfortable. When you...

Fabienne: Okay, I really want to ask you to talk a little bit deeper about that because somebody who is hearing this for the first time, as I did the first time, I thought, “Well, this is very interesting,” because you said, “I invite the confrontation. I invite the discomfort,” and I say that, too, but when I heard you say it, it was more than a slight discomfort, “I invite that stuff because...” explain that a little bit deeper. And here is why I’d like for you to do that, is because I understand that if you want things to change, you’ve got to change, but few people are willing to change, to create a change. So, say more about that.

Sally: Yep. So, because of the level of disassociation, people are not aware of what they’re getting out of staying in that default identity, staying in that dysfunctional state. In the context of confrontation, resistance, and being uncomfortable, that to me are the three access points to true transformation. And I’m talking true transformation, where there’s a death of the old self. I liken it to Wimbledon players, when they get on the court at Wimbledon, millions of people are watching them play the game, there are many times when they’re confronted, many times where they’re resistant, many times where they feel uncomfortable because the ball does not go their way in front



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of millions of people, but they sure as hell don't get off the court because they've trained themselves to that elite level.

I have a process; it's a four-prong process. I love bringing simplicity to complexity. We complicated the hell, as human beings, out of transformation. It is a very simplistic process and we keep it complicated so that it lives in the realm of hard so that people don't think that they can access it. Yet, I believe it is very simplistic, especially after the life trajectory of 30 years of doing the complete opposite.

The four-prong process is called Recognition, Evaluation, Sensation, Reaction. I'll give an example. When somebody is feeling confronted, I often have people say to me, "Sally, you're denying me access to my feelings." I go, "No, I'm just wanting you to understand your default-based feelings because although they may be serving you in the game called sabotage, they're certainly not serving you from the game called [inaudible 23:49] game and having the life that you love."

When you are in reaction, i.e., a disempowered state, so regardless of what that state is: hard, struggle, overwhelm, pressure, anxiety, whatever the terminology is, the access point is the reaction. We'll use confrontation as an example. When you are in reaction, confrontation is present, and normally, people are then at consequence to the confrontation. The part of stage one of the training when you're in reaction is the ability to be able to observe the reaction. So, the ability, kind of like talk back to yourself and go, "Okay, confrontation's present right now. What's really going on?" No drama. You're not in it, you're just able to observe it, but the access point has been the thing that's hooked you.

You then move over to recognition, and you only ask one question: what's really going on? Again, no drama. And then move into evaluation. 100% of the time, when you are in a disempowered state, which is my issue with most education curriculums, there are 20,000 education curriculums out there that teach you different methodology on how to deal with fear, how to deal with the inner critic, how to deal with -- to me, it's all just one approach applies to all because it's all a default. It all makes you feel disempowered.

Fabienne: Hmm.



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Sally: In the moment that you're disempowered, one process applies to all. 100% of the time, you are disconnected, feeding a projection. You're either out in the future, creating a world that's not even here yet. Or you're dragging in something from the past. In the phase of evaluation, what is really going on? Okay, I'm confronted in this moment. Nine times out of 10, it's always something from the past that we're bringing into the present and projecting out into the future. We land that, "Hmm, there I go again, feeling something from the past. Got it."

Then we move into sensation. Whenever I work with people, I always distinguish what are you motivated by? If you don't know what you're motivated by in life -- why do you breathe, why do you get out of bed in the morning, why do you do what you do -- you can't sustain, which is the key aspect that I focus on, you can't sustain your state. Most human beings are motivated by love, passion, and freedom. Rather than feeding a past-based projection that doesn't have any validity but the validity to which you feed it, reconnecting in the area of sensation to what you're motivated by then enables you to change the reaction.

Now, the speed with which you move is the mastery piece. The key to self-mastery is not about not getting triggered. It's the length of time that you spend in the trigger.

Fabienne: Yes.

Sally: A minute, an hour, a day, a week, a month. Some people go to their grave being triggered. Now, the speed with which you move in the process, and I'm not expecting everybody to be happy, clappy people. What I am expecting them to take responsibility for what's actually going on. If you can't shift your state back into alignment with what motivates you, then you are getting more out of the default behavior and it is proven that in the study of ontology, there are stock standard human pales that people get when they are in a disempowered state. They get to be right about that situation. They get to be justified about their point of view. They get to make others wrong. They get to be a victim, feeling powerless to change the situation. They don't have to be responsible there. And they get to dominate, manipulate, and control. They are stock standard human pales.

Fabienne: And no one wants to hear that this is what's driving them. But in the end, if I'm honest about some of the things where I get stuck, it's because I want to be right, I want to be controlling, I want to -- all those things. And I think what you're saying is that at least get clear that you're doing



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that and own that, right?

Sally: Uh-hm. I remember on stage in my heyday of being a course junkie and I was -- I had been a suicidal person for quite a number of years, and to cut a very long story short, I was onstage and the leader basically said that I was a victim and of the many things that I thought that I was, victim wasn't one of them because I thought victim meant weakness. But when he made the distinction that victim equals feeling powerless to change a situation, it was like I could see a tickertape parade across my entire life. I never understood the distinction choice. I have a choice on how I feel. I have a choice on what I do. I have a choice on how I react. I have a choice. I for 30 years, I never realized I had a choice. I thought life was doing it to me.

When I realized in that moment and I connected the dots on the cost, because I was so -- I had to keep finding evidence in my life to validate my negative listening of myself, years and years of self-hatred, years and years of self-loathing, that created a certain identity about myself. I had to keep creating crisis to survive it, crisis to survive it because my whole identity about myself was that I was a survivor, so that was my world view...

Fabienne: Because you had to prove the identity as true.

Sally: Yeah. So, a lot of people unconsciously creating enough evidence to sink a ship that they can never be in a relationship or that they can never transform their finances. And that would be true considering where their thinking -- stinking thinking -- that is creating their reality, that is creating years and years and years of evidence, and that is their life trajectory. So, the ability to be able to interrupt those decades of preconditioning. The easiest people to shift are those that are the most dysfunctional. So, those that are really, really skeptical, those that are really, really cynical more often than not are the ones that are in the most pain. So, when I've worked at board level with CEOs where they've wanted to fire a number of their executives. Basically, you come in and sort them out around firing them, one or the other. Okay, good.

Anyway. Cut a long story short, that particular executive transforms more than anybody. It really intrigues the CEO. And I go, "Well, you tell me why. You tell me why that person transforms the most?" I said, "Because they were the ones in the most pain."



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When your wife is going to leave you, when you're not talking to the kids, when the bank balance isn't where you want it to be, and a series of cascading events, it doesn't take much to join the dots and get people present to the cost. Or get them to be straight and say that they're more committed to sabotaging their life. Yeah.

Fabienne: And the costs are just to stay in that situation, right?

Sally: Yep. Yeah. I mean, I -- the battered wife syndrome, you know, there's many different scenarios where why an earth -- an outsider can look in on why on earth would people do that? But, we've got to get out disassociated how people are and how much they love dysfunctionality. Wherever the results are being produced is a function of your commitment. That is a fact. And that was another insight for myself. I didn't like the results that I was producing, but when I had a look at where I was thinking, my particular programming was so targeted to creating a lot of carnage, which then qualified my listening of myself and then that produced my life view. So, the ability to be able to transform that, the key access point is getting present to -- not just rattling off the costs, but getting present to the cost because if you are present to them, you would move in a friggin' heartbeat.

Fabienne: Yep. Yep. I totally -- I see that now. And I think one of the -- I've gotten so many takeaways from studying with you. I think one of the things that really I was clear about afterwards -- and then I can choose to do it, or not to do it, right? But at least the question that you often asked was, "What are you more committed to? If you're really committed to blank, blank, blank, then do that. Be consistent with that," as opposed to being in the, "Oh, it doesn't work" and all that stuff.

Sally: Well, confusion -- I train my clients never to hang out in "I don't know." The sign of a good coach, in my opinion, is that you never answer a question, you facilitate a conversation with the individual to answer their own question. And they always do, 100% of the time. So, if we were to truly connect into our intuitive self, for those listening today that have children, kids are innately connected, they're innately intuitive, they are innately fearless, and then they learn that those three areas are not safe and so they shut down and they form a new identity. From my perspective, the ability to be able to live in intuitively 24/7, the ability to be able to live in a connected state, and the ability to be able to live a fearless existence is like walking on water.



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Fabienne: Uh-hm. Uh-hm. Here's what I recommend, guys, is that you don't listen to this podcast just once. I think you need to listen to it three or four times because this is more content in just this half-hour than most people give in an entire day. So, really, listen to this again. Take notes. Let it sink in. And I know some of the things that we're talking about that Sally is saying, I mean, it's a little, "Wow. I've never heard it said like that before, ouch," but there's a reason that she creates sustainable transformation, it's because if you want something to be sustainable, I mean, you have to dig deeper and take even more responsibility and really examine your ways of being, just as I have and will continue to do.

Sally: I'm a true believer also in playing it forward, that legacy is the most profound conversation you can facilitate with a human being on the planet, "What are you doing here? What is your DNA calling you to be in the world?" We all have a purpose and more often than not, it's whether we listen to that calling. And the more people that I can wake up and have them reclaim their power know how to do that in a sustainable way, the more that they can pay it forward for others.

Fabienne: Yeah. Sally, I'm going to ask you a question that you're not expecting from me necessarily on this call, but what would happen if a greater percentage of the people on this planet were to understand their disempowered state, their default state, and if they were to go through this process? What is your big vision for what is possible for this planet and this consciousness if more and more and more people go through this process of yours?

Sally: Hmm. So, I have a 20-year vision, which is bigger than *Ben-Hur*. I've often had people say to me, "Sally, how on earth are you going to fulfill on that?"

I go, "I'm just a conduit. So, all I need to do is continue to speak it and then out of me being consistent with then speaking it, the co-creative realm in the right time and place will orchestrate the eventuation of that if I believe that whatever you receive is me." And sometimes, it can be pretty outrageous some of the things that you receive, which is why we in our human form buck and scream against what we're being called to do. So, of the things that I -- at the moment, we continue to teach one to three dimensional thinking in our schooling systems globally. We are impacting future generations that haven't even been born yet. So, my concern and/or trust that everything is in perfection in just the way it is and just the way it isn't, but I do believe that given that I have died once in this life and come back of my own accord and learnt how to put the pieces back together to



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be able to fast track people so they don't have to go and do what I did over a 30-year period, they can just kind of like get the tools and the distinctions and be able to, if it's applied, be able to get the traction to be able to truly show up in the world and fulfill on what it is that they're here to do.

One of our biggest gains is the ability to establish co-creative schools, co-creative universities. Just something as simplistic as mastery of the inner critic, to be human is to have an inner critic. Nobody talks about it, and yet, it annihilates human potential. The fact that we don't have mastery of the inner critic in the schooling system, that it's learnt at a young age, I have off the back of my own experience come from an extreme, extreme level of inner dialog to now having silenced it. When you silence your inner critic, you then only ever experience your intuitive voice, which has you then hook into the co-creative realm in that realm of being unconsciously confident around it. So, I see a future where we bring together 50 of the top leaders around the world, we have the leaders on the planet now that have the ability to make the difference. And I have outside of the whole co-creative school concept, Steiner didn't go and change mainstream, they went out and established their own curriculum and then now have impact on mainstream. It is a timing dynamic.

I'm standing for a co-creative summit in Queenstown, New Zealand, which I do believe is a future place for leadership on the planet. There is something about the spiritual nature of New Zealand. And that we bring together, because nobody's ever done it, bring together 50 of the top leaders on the planet in the context of transformation and there's a few of them that might get on stage together, but again, all of that's kind of like a paid arrangement. What would it be like if you could get Anthony Robins, Eckhart Tolle, Deepak Chopra, Dr. John Demartini, you know, just a cross section in one place and that a percentage of that summit is in silence. The collective channeling of that group of people for the possibility of operating more as a collective, I'm a true believer in cooptation versus competition, the ability to be able to cooperate with likeminded people to basically be taught what is the next thing that is required, and who are we as change agents to facilitate that change?

Now, a key [reveal 37:26] in New Zealand at 4:00 o'clock in the morning channeled that in five minutes [I'm going 37:30], I'm [inaudible] and off the planet or there's something going on. But I was brave enough to articulate my vision in my book, and along with that, wanting to transform the entire way counseling and psychotherapy is done off the back of having partnered many people off prescription drugs in a sustainable way. There is another way that is non-drug related.



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So, there's many aspects to the possibility of the default. I believe that my life apprenticeship, that you're never given anything that you can't handle, and so, part of my apprenticeship or my contract in this lifetime is to be able to fast track especially people in the leadership role because the [inaudible 38:13] from the head down, the ability to change at that level will be able to infiltrate more people. And so, yeah, I have a sense of urgency to reach the people.

Fabienne: Yeah.

Sally: Yeah.

Fabienne: That's playing a bigger game. I love that. Thank you, Sally. I could keep talking to you all day and you've given us so much information here today, so much valuable stuff. Like I said, guys, listen to this again and again. There's so many nuggets here, really, you could spend a month just dissecting this and hearing more. If you want to hear more, because there are some people who will say, "Wow, wow, wow. Who is this Sally Anderson and how can I get more of her?" tell them where to reach you, what's the best way to get connected with you? Tell them again about your book. Whatever it is that you -- whatever contact information you want to give them.

Sally: Sure. So, as far as offering value on the call today, I write a blog on a weekly basis, both on the leadership side of things and on a personal development side of things. So, from a personal development aspect: www.FreeFallSelfImprovement.com. There's hundreds of articles on that site for free, so feel free to subscribe if it's of interest. And I have two websites, the leadership development website is Sally-Anderson.com and if you're interested in reading the leadership blog, which also is free, that's accessible via that website. And anything to do with the personal development side of Free Fall Experience -- so, Free Fall International, we're launching right across America, so FreeFallExperience.com and most of the information is on that site.

Fabienne: Great. Great. Thank you, Sally, for being with me today and for sharing so much valuable content. It was really such a pleasure to be here with you.

Sally: I also wish to acknowledge you. You very much inspire me, given the game that you're playing, and to be asked to be on your show is a profound privilege. So, the god in me acknowledges the god in you.



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Fabienne: Hmm, thank you. I accept it and return it. Thank you.

Sally: Thank you.

Fabienne: Thanks everybody for being here today. And we'll see you next time. Bye, everybody.

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.

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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.