

The 5 Hallmarks of the Happiest and Most Successful people in the world

This is the transcript of an interview with Nicholas de Castella by Paul Blackburn from Beyond Success. Please excuse errors, it is hot off the press and needs a little tidying up in places.

Paul: Welcome everybody. My rough head count is that there's 100-150 of you on the line, which is fantastic. There might be more, but since we've got you all muted out then we'll probably never find that out. Welcome.

I want to tell you a little bit about what's going on here. In fact, we've been lucky. As you would know from the email, my dear friend, Nicholas, and I say dear friend 'cause it goes back probably more than 20 years. Is it 22 or 23 years, Nicholas?

Nicholas: Twenty-six!

Paul: Oh, okay, there you go. I count in round numbers, okay, so it's 20 or 30.

We met 26 years ago and Nicholas has been a significant person in my life, basically since that first moment, even though he was a student in a class I was teaching. He very rapidly turned himself into an expert. We worked together in Beyond Success for a number years before he decided that it was time for him to pursue his own field. He's made himself an expert in Emotional intelligence in particular, heart intelligence.

When we were talking recently he was sharing with me that he's come up with this system and this method whereby he's starting to teach his clients. He's identified all the essential keys to getting everything that you want. I said, "Mate, that is such good stuff. I want you to teach my people." That's the reason we're here tonight. Nicholas has been kind enough to put aside the time to be on the line and do for you what he won't do for me, which is ... When I go and see Nicholas, it's a thousand bucks a session. I want to tell you this, probably Nicholas will verify it, it's been a thousand bucks a session for a long time and he probably needs to put his prices up again

Maybe I'm getting Mate's rates. At a thousand bucks a session, we're going to work on a brighter future tonight aren't you, Nicholas?

Nicholas: Yeah.

Paul: You should kind of value this at at least a grand for today and see where you're going. It goes without saying that someone who's poured 25 years into educating themselves to the level that Nicholas has, is not going to be able to cover everything possible, or everything that he knows, in 60 minutes. I'm going to ask him at the end, to explain how you can go further with him, if you want to.

Right now what we need to do is get on with it. I'm not going to sit here for hours and tell you how great he is. I'm just going to say, "Look, this is the man that I go to and I go to on a

regular basis. He's not just my friend, and a dear friend at that, he's my mentor and does a magnificent job of that. I'm forever grateful for everything that he's done for me, and Mary, and our girls.

Without further delay, welcome, Nicholas.

Nicholas: Thanks, Paul, it's just lovely to be here. Thank you for having me on.

Paul: Pleasure, Mate, I'm looking forward to this.

Nicholas: Me too, I'm really excited. Really, really excited. I've been working on this five-step system for 2 or 3 years but, really, what I've done is, I've compressed 25 years of personal growth into simple 5 steps.

Paul: Are you going to give us any lead up as to how you've figured this out or are we just going to go for it?

Nicholas: Basically, I started with you, Paul. You're my big inspiration. In 1988, I was on scholarship at the Institute of Sport in Canberra and suffering from chronic fatigue, looking for answers. I heard this ad on the radio, this guy who teaches people to be happy and successful, thought I'd go along and see.

In those days much of the work was about mindset and meditation and positive thinking, which is all very important. That whole understanding that you taught me about, how success and happiness really comes from inside first and then flows on outside.

In those days I was struggling in my training and stuff, and the skillset you've taught me just revolutionized, not just my athletics, but my whole life, as well. As you know, I was working as an architect back then and just found so much satisfaction and fulfillment in doing the work that I shifted from working as an architect in '91 and have been doing this, as you know, full time.

Really, this program that I'm going to talk about tonight is the evolution that I've gone through. All of the pieces that I've gone through I think are really important. I've kind of pulled them all together and simplified them down. A lot of people, I think, they know one piece of the picture but not the whole picture.

Tonight I want to paint the whole picture of that journey from mental, emotional, physical into our heart.

Paul: Cool. I was listening to a lot of people introducing themselves and as I was hearing the various lines, I was thinking, "Ah, I know what your good at, and I know what you're good at." A lot of people on this call are good at one, two, or maybe even three of these things. You've kind of got the whole lot into a package, even the order that they should go in. That's what I'm particularly excited about.

Why don't you start us off and say, "Okay, here's the beginning, or whatever." Do we go to step one, or do we go to whatever, or do we get everybody on to go to your website? How do you want to play this?

Nicholas: I think we will just kind of launch in. There's kind of like 4 big areas that I focus on. It doesn't matter who you are or what you're doing when you learn these skills, you can apply to everything in your life. Most people start off with the problem. They, like me, chronic fatigue, started off looking for an answer to that. When they do the work that I'm offering here, it will transform their life.

Really, I tend to fly under the banner of Emotional Intelligence. As you alluded to in the start of the call, really there's a deeper step than that that I'm going to come to in the program tonight.

I've been doing this work since the early '90s. In the mid '90s Daniel Goleman's book came out, called Emotional Intelligence, Why EQ matters more than IQ. I'm hoping to demonstrate tonight why Emotional Intelligence is the #1 determinant of success and happiness in life.

Just briefly, we talked about a breakthrough. Maybe we should just mention that a little bit. There's a lot of breakthroughs that you could have tonight. Maybe you get clarity on where you're blocked. Maybe you get a new insight. Seeing things from a bigger perspective. Maybe you get some sense of valuing yourself more deeply than you have before, or give yourself new permissions. Sometimes as children we make decisions like not to speak up or not to be authentic and be ourselves. Maybe we have internal conflicts like, "I don't want to feel what I'm feeling," or emotional baggage.

Connecting head to heart is a big piece of the work that we do, because we find that everything comes together when we are aligned in our heart.

Paul: Yeah. I also spend so much time talking to people who say, "Yes, I know." They know it in their head. They haven't graduated into their deeper knowledge into their heart, so to speak.

Nicholas: We say, "Knowledge informs but experience transforms. We really do need to get down and do the transformational inner work. I'm sure the people on the call tonight are working on, because they're working with you.

The big first start, I think, is to really get that our life is a projection of what's inside of us, and most distinctly what's inside our heart. Often, and in my early days before I found out about this work, I was training, I was running 200 kilometers a week, I was training twice a day, 7 days a week, 365 days a year. I was doing all the right things, dieting and stretching, and stuff, but I wasn't getting the success that I was really looking for. I was working hard but I wasn't getting the returns.

You just lifted the lid for me on the truth. The truth is that it's an inside out world. It starts off with getting clear inside and then shifting out. There are 5 steps that we go through which we can kind of launch into, I reckon, and kind of follow that journey.

The first step in this 5-step system is to raise self awareness. Most people go, "Well, I'm awake. I'm aware. I know what's going on."

Paul: "I know who I am."

Nicholas: Yeah, "My name's Nicholas."

Really, there are levels of awareness. For me, it's one of the things that I love about personal development, is finding new things that have been there all along but I never saw them before.

Paul: Yeah. I'm stunned after all these years about how much I'm still finding.

Nicholas: Absolutely. Yeah. The curiosity factor for me totally has me there. Personal development for me is like athletics because there's an adventure in it - of exploring new frontiers.

My life now, I feel so blessed with the life that I've got now. I couldn't possibly have imagined that I would be where I am. As you know, we've got this beautiful retreat center in the Dandenong rain forest. We have 7 acres with a few buildings on it and retreat center and cabins. Everything is set up for us. We even have 100 year old tree ferns.

I'm married to Susan. We have a really passionate, loving relationship, which is as rich and vibrant as when we first met 17 years ago. We have great kids, 12 and 11. I'm doing the work that I love to do, making a difference in the world, and getting some pretty amazing recognition, actually, starting to come through.

I'm 54 now. I just found myself listed on this website just the other day. Modern Teachers of the Heart, with a whole stack of people out of the Secret and some real movers and shakers in the world. Things are really moving because nobody else is really doing this kind of work.

The first step in the Emotional Intelligence is raising self awareness. We just have to stop for a second and think about, have you ever been in an argument and then realized the next day that, "I wasn't actually angry about what I was talking about."

Paul: What do you mean the next day, Mate? Half the time I get in an argument, particularly with Mary, and it's gone about halfway through, I think, "Ut oh, you are completely wrong."

Nicholas: That's got to be the first step for us. A lot of us know that we've got a problem, but the problems that we have in our life are really symptoms of a deeper issue that's going on under the surface. When we have Emotional Intelligence, we're able to get under the surface

inside of us and find out, "Where's my block? What's really going on that's stopping me here?"

That's an inner journey. The more self aware we are, the more we tend to be living the life that we're meant to be living and the harder it is to be off track. The more disconnected we are, the easier it is to be out of touch with what our inner truth is. We lose the passion for our life. We kind of get dulled out by life, and then we can easily find ourselves in a life that we actually don't like all that much.

Paul: I think that's what people say, "Life got in the way." My experience, when I talk to people I say, "How many of you know that you've got a block?" Nine-nine percent of hands are going to go up. When I say, "How many of you know where the block is and what it is," the hands will go down again. I know that I've got a problem, but I don't know where it is, don't know where it lives, don't know what it looks like. Meanwhile, I've got to get up and go to work on Monday morning. By the time it's Wednesday, I've had enough of running the kids to soccer and keeping up with this, and doing that, and doing the other thing.

Nicholas: Yeah. What we call this here is Emotional Literacy. It might actually be worth jumping over to the website at this stage and then we can go through it. I have the whole five steps mapped out on the web page.

Paul: Okay. Cool.

Nicholas: The URL EQ, for Emotional Quotient, E for echo, Q for Quebec trainings, with an s on the end, .com. If you're listening on the call eqtrainings.com is the URL.

Paul: That's www.?

Nicholas: Yeah, I think so. It doesn't show that on my browser but put that in and see how you go.

Paul: See how you go.

Nicholas: I've got a feeling it will just go through with eqtrainings, but you can put www on it and it will work as well. If you want to just jump across to that page then I've put this page together on creating a life of freedom and fulfilment: How to be at your best and create a life you truly love.

As you know, Paul, this is the life that I live. I'm not just teaching it from theory or something like that. I've been doing these sessions for 20 years and I reckon I've done about 10,000 sessions.

Paul: Wow. Wow.

You mentioned to everybody that you live in the dream place, married to the dream woman, great kids, all the rest of it. Probably out of modesty you forgot to mention that you're very

financially secure, as well you've got a handful of properties, you've got millions of dollars worth of property...

Nicholas: Yeah. The strange thing about that is, I haven't gone and done a property investing course. I didn't set out goals to create financial wealth. In the mid 90s, I realized that my heart was really in helping people to grow. I've just committed to following my heart and living my truth. One thing just unfolded into the next.

As you say, we're very blessed, we've got this retreat center, we've got a healing center in Melba, and a couple of investment properties and that. We're pretty much set up and we've pretty much paid the whole thing off. Life's just really cruisy for us. We haven't done it out of deep sacrifice or selling our souls out or comprising our health.

It's come from really being congruent, I think, and aligned in ourselves. I see that again and again that when people get clear and focused and aligned with their hearts then things just almost magically come together.

Paul: Because the right thing jumps in front of you.

I'm aware of the time so we ...

Nicholas: If you're on the page, the web page, just scroll down. You'll see a beautiful picture of Susan, my wife, and I there and just keep scrolling down. You see a couple on the beach and a little letter put in there. Just keep scrolling down and there's a photo of the kids and Susan and I looking up at the camera or down at the camera.

You'll see Richard Branson, Walt Disney, Bill Gates, and Princess Diana, who all left school or college. They dropped out and went on to be incredibly successful people. Obviously, they all have a lot of Emotional Intelligence.

A little story there you'll see about a guy who came, did a session with me and the week after that he just had jobs flying in the door. Even though we didn't talk about marketing or business structure or anything, it just helped him to open up his heart and get clear.

Keep scrolling down till you get to the silver and gold EQ101 symbol there. Just under that you'll see **step 1, Raise Self Awareness and Develop 'Emotional Literacy'**.

STEP 1, RAISE SELF AWARENESS AND DEVELOP 'EMOTIONAL LITERACY'.

Emotional Literacy is all about understanding the good purpose of your emotions, recognizing them in your body, understanding what they mean, and being able to put them into words so that other people can really understand us.

That helps us to be understood in relationships, to be able to share from a deeper place in ourselves, help people be able to hear us. The reciprocal is true that we also are able to really get other people when we're in touch with ourselves.

That's the first part. **The second part that's really important of self-awareness is having a vision for how your life wants to be.** Who you want to be in your life and how you want your life to look. In the programs that I run, that's part of self-awareness, is getting that clarity of the vision for who we want to be and where we want to be in our lives.

I've listed underneath each of these five steps the benefits that we get from practicing these skills. For Emotional Literacy, there's health, relationships, wealth, success, and happiness it looks like. I could go on and on about all of that.

If I just pick out a couple of things from the feedback, the clarity sheets that I got back. In the wealth and success area, when we're in touch with ourselves and self-aware, we actually make less mistakes because we're more present.

I remember, Paul, you telling me a story about ... Most people who are driving, when they're having a car accident are not actually in the car.

Paul: Yeah. That's right. They're somewhere else.

Nicholas: Somewhere else. Day dreaming or somewhere else.

We make mistakes because we're not present. We're not in the moment. We tend to make better decisions because we're more in touch. In business, in every area of our life, we perform better. We save time because we're more focused and in tune. We are able to use our emotions creatively because we're getting the feedback from the emotions that are directing us.

For instance, fear could be telling us that you need more support or you need more information. Most of us just shut down on our fear, but actually fear has got a good purpose for us and we need to learn about, "What's the good purpose for your fear?"

For instance, if you're in business and the business is going down and you're not scared then you're going to be in trouble. Fear is a good thing.

Paul: You'll be scared sooner or later.

Nicholas: It's telling you, you need to pay attention. All of our emotions have a good purpose and we need to learn to understand the language and the information that they're communicating with us.

I probably said enough about emotional literacy, really, and self-awareness. I have a book called, Keys to Emotional Mastery, which takes people deep into understanding the good purpose and the roles of their emotions.

If you keep going down there, you'll see Greg and Bernadette, two friends now. I did some couples coaching with them. They live in Sydney and I live in Melbourne. I was coaching

them in the car, because they were going over seas and they were worried they weren't going to get on harmoniously.

They learned a lot of emotional literacy skills and are able to communicate and resolve difficulties, from developing those skills.

STEP 2. CALM YOUR MIND AND CULTIVATE OPTIMISM AND SELF-BELIEF.

The next step in is to calm your mind and cultivate optimism and self-belief. That's the second major key to all successful people. What you'll find is everybody in any field that you can think of is practicing these five steps, if you look at them. Every sports person, every leader, ever good parent is able to calm themselves down, what we call self-sooth, calm the mind down and create inner peace and harmony, and also to motivate themselves and inspire themselves by creating enthusiasm.

Paul: This is two things that are kind of like opposite. I understand about calming yourself down because I had to do it today when I had a situation where someone needed for me to be calm and very optimistic about the result.

The other thing you said was, that leads to what did you call it?

Nicholas: Cultivating optimism and enthusiasm.

Paul: That's kind of like ...

Nicholas: Seems opposite.

Paul: Yeah. It's kind of like calming yourself down enough to say, "Look, it might turn out all right. This could actually be good."

Nicholas: Yeah, this was a big area in '88 when I did my work. What I found was the chronic fatigue that I was suffering from was largely due to the anxiety that I was experiencing from putting so much pressure on myself. Learning to meditate allowed my whole body to come into inner peace and harmony and everything came back into balance.

It was from that place of clarity that I started to lift my spirits and cultivate a more positive attitude to my athletics, to my training. As you know, in those days I was at the Institute of Sport and very high level of performing. I thought that I really wanted to train hard to be a success. What I ended up doing was making my training so hard that I couldn't do it.

Once I realized the inner/outer game thing that we were talking about before, I realized I was the one that was making it so hard. I turned that program around and started to program myself to be able to run fast and do it with a sense of ease. I ended up running faster on less effort and less training.

Paul: I remember that so clearly. I remember saying to you, "Mate, Can't you run joyfully? Is there a way you can just run for fun?" I still remember the look on your face, it was kind of like, "You're kidding?"

Nicholas: It's pretty intense up there. It's quite ruthless, really. Your self-esteem and stuff like that is based on well you're performing. It's quite tough. Yeah, but that was a really big ... I was lucky because I could really apply it to my athletics directly and get the benefits. My mantra in those days was, "Running is fun and easy for me." I used to run around and chant that.

Self-soothing, calming, learning to calm our racing minds down. I think being busy and in a hurry in our culture is the big curse of modern day even though we've got so many time-saving devices. It's ridiculous isn't it?

So many people suffer from a busy mind that is scattered and lack clarity and don't know how to turn that mind off. We need to learn how to quieten the mind down. In that quiet space we get access to that alpha brain wave activity where we can really program in success in our life in whatever area that we want.

The people who do our programs, that's what we are doing. We are teaching them both how to calm the mind down and also how to implant positive life-affirming attitudes so that we can really achieve what it is that we wanted.

In my athletic career I had some pretty stunning kind of results from doing that. It's an area that I get really excited about.

Paul: All your personal best came after that, didn't it?

Nicholas: Yeah. Yeah. Yeah. Yeah.

The resource that I use for this what we call the Deep Relaxation Meditation. It's like a sedative for the mind. You go through these deep layers, going deeper and deeper until you're just in this really calm, peaceful place. In that quiet place your mind's really open to positive affirmation and building up our self-esteem and our belief in ourself and our capacity to achieve what's in our heart, which we'll get to in a second.

Paul: Cool.

Nicholas: That's the second step.

THE THIRD STEP IS MASTERING OUR EMOTIONS INCREASING PRESENCE, CLEARING EMOTIONAL BLOCKAGES, AND DEVELOPING GRIT.

The third step, then, and these are kind of deepening as we go, is **Mastering Our Emotions** and increasing our presence, clearing emotional blockages, and developing what I like to call as grit. Every champion, every great parent, every great entrepreneur has had their knock

backs and had their challenges, probably daily, and kept on moving forward, because that's the way that life seems to be, isn't it.

It's like, if you're going to be successful, you've really got to know how to weather the tough times and keep moving forward. This third step is a big piece. People who want to be successful but just keep on having trouble getting there, I think this is a big area where they're often missing these skills.

It's easy to think that things like courage and determination, and persistence, and resilience, that those things are just innate to some people. They are not at all.

Learning to master our emotions, means that we're not run by them, we're actually in charge of our life and we're processing them and still moving forward, is the great key to developing all of those qualities, quite easily.

Paul: Absolutely, Mate. I get an experience of that on a regular basis when I look at many of my ex-school teacher friends. "Man, I've got it pretty hard. You know, we're 63 and we are having a ball. I know people who started teaching with me in the Western parts of Sydney in the early 70s who are retiring now, and they're dying.

It's just a frightening thing to see ... It's frightening and it's kind of like fracturing, as well, in as much as we're probably achieving more than ever. People say to me, "How do you do it?" I think, all we are is matched feet. All we've done is build up to it. It's not really that we're going that hard. It doesn't feel hard.

Nicholas: Yeah, because you're growing through it.

Paul: I suppose we've developed a bit of resilience along the way, but it's kind of one of those things. I definitely wasn't born with it. I had to figure it out.

Nicholas: Yeah. You've kind of learned to process the challenges that come up, so you don't get knocked off the horse and left sitting on the ground, which happens to a lot of people, like that.

This problem in emotional mastery is really that we learn about geography and history and mathematics at school but nobody teaches us about how to master our anger, or how to master our fear, or how to work through our sadness.

We just get stuck when things go pear shaped, which they do inevitably in life. It's not because there's something wrong with us, it's just because we live in this culture that teaches us that it's strong to repress what you feel. What actually happens when you repress what you feel is you get stuck and you get sick.

I've worked for over 10 years with a medical doctor in the Horsham area and in I've worked with farmers going through drought. He put all of these patients through the workshops that we run because he could see the amazing shift that people's health occurs when they process their emotions. These emotional areas ...

It's such a glaringly missing piece of the puzzle in our society these days. The medical profession are focused on the physical, give you some drugs, and the mental, but they just miss the whole emotional realm. This is where we can get really big breakthroughs pretty quickly by learning how to process the emotions through. It doesn't have to be traumatic. I've learned over 20 years now how to do it with real gentleness and real ease and, instead of pushing and forcing ourselves, how to flow and just let these feelings dissolve, so they're not traumatic.

Then there is mastering your emotions in relationships. It is such a big thing in relationships. It comes up that we get hurt, that our feelings get activated and we shut down. We need to be able to open up and share our feelings. So many people just get hurt and shut down and then the intimacy goes out of the relationship and the passion goes out.

Susan and I, we're really honest with each other, and sometimes it's more like into-messy than intimacy. We clear our stuff because we know how to process it. It keeps the passion alive in our relationship. That's really, really such an essential thing.

The same thing applies for being successful and creating things. People like Roger Federer, I reckon, that really demonstrate emotional mastery, you watch him and he's under the hammer and he's on the back foot and he's just cool as a cucumber. As a kid he actually had an anger issue.

Paul: He did?

Nicholas: Yes. Somehow he's learned to master the pressure and now he's just so cool. It's extraordinary how he can lift himself from being behind. The resource that we use for this step: Emotional Mastery is the Big Toe Meditation. That's all about becoming more intimately connected with our body and with the experience that's rising in the moment.

We have an emotion. We have a feeling all the time happening, and then we have a relationship to that feeling. We have good feelings and we go, "Ooh, I like this one," and we have bad feelings and we go, "Ooh, I don't like that one." We're all the time grasping onto something or pushing something away inside of us. It causes us so much trauma. Learning how to flow the emotions through us with just the breath just totally transforms that whole experience for us and allow us to keep opening up our heart, which we are going to come to next. Instead of closing down and breaking and pushing and making our life work.

If you're scrolling down the page, you'll see our friend Ron Penrose here. Ron was a sheep farmer in Horsham area. He had a small farm. Had a lot of drought down there. I have known

him for over 10 years. I just felt so sorry for him and just painful watching him struggle on the farm.

He came and did some work with us, connected in his heart, cleared the blocks out of the way, and started to find a passion for drawing. He was doing this pencil drawings in the workshops and that and then he went on to do the painting course. Now he just moved off the farm. He's bought a property in the town, a shop front, and he set himself up as a studio there and he's winning awards for his portraits and getting paid thousands of dollars to paint people's portraits. It's like, "Where did that come from?"

It came from doing deep clearing work and opening up his heart, and this beautiful life has unfolded from that. It was totally unpredictable and unforeseeable when he started. It's just such an inspiring thing.

STEP 4. EFFORTLESS FLOW: DEVELOPING HEART INTELLIGENCE

It really leads us on to the fourth step which is, as we master our emotions, as we clear the blocks, and we're all carrying emotional baggage around because we live in this repressive culture, we connect with a deeper part of who we are, which we like to call Heart Intelligence.

There's actually a whole body of scientific research that's demonstrating that your heart is actually intelligent. It has neurons in it and it processes information. It is also the place where we connect to the peace and the love and the happiness and the wisdom, the Heart Wisdom, which you could call intuition. It's a quiet whisper and it comes from inside. It's a sense of knowing what's right.

We connect with our heart only when we can get under the emotions. From that place of connection we experience qualities like peace, and love, and happiness. We can then live in our lives with more kindness, compassion, generosity, and gratitude. That is my experience of doing that and I'm still learning how to do it. When you live from your heart it makes you attractive. People want to be around people that are kind, and compassionate, and generous, and grateful. You actually become magnetic and not just to other people but actually to goodness in your life.

Grace is a word that sounds a bit religious but my understanding of grace is unconditional positive support from life. Good things just turn up when we're connected with an open heart in our life. Magic starts to happen.

An example I like to tell of that is, we've been up here in our retreat center here for 7 years. The first workshop that we had, the place was pretty run down and a lot of the windows were broken, cracked in the workshop. In the first workshop there was a glazier there and he was so grateful for the experience, he said to us at the end, "I'd like to fix all your windows for free."

He did that and you know the funny thing is in the last 7 years we haven't had another glazier in the workshop. I think we all know these kind of angels turn up in our life to help us at different times. We have to go with that synchronicity, I think, and step forward. When the doors open up, we've got to step through them.

That's one of the big things that's helped me to get to this place that I'm at in my life. Doors have opened up and I've stepped through them, whereas, I know if I didn't have the Emotional Intelligence skills, I actually would have been too scared to step through them. Getting all of these skills together empowers people to live their life more fully. Again, connecting in the heart. The science research shows that your immune system functions at it's peak when you're connected in your heart. In fact, your memory improves and learning improves. School kids perform better and they have less risky behaviors.

Obviously, we connect through the heart in relationships. When we're connected to that, inner knowing in our heart, in a business we make better decisions, we tend to just be in the right place at the right time. We get into that flow, that effortlessness. I think that's something that I really specialize in and really enjoy doing, is creating change with a sense of ease and grace.

You've been around me and I'm sure you've seen that happening. The people that we work with that are able to get into that state. Things just come together.

Paul: Yeah, Mate, that's why I tell everybody to go and do your course. It's like nothing else, it's transformative. Anybody on the call who ever wants to go to Nicholas' course, if you're asking me about it, don't bother, just go.

Nicholas: The resource that we have at this heart level is a meditation, a heart-centering meditation which is called Heart-Centering Meditation. It comes in a 5, and 10, and 20 minute version. So many people I know use that. In fact, quite a few people I know a lot of people who use it to go to sleep. I think, "I don't want to put people to sleep, do I?"

Paul: I've got another one. Mary says that, because the same thing happens to me. Mary says, "More women sleep with Paul than any other bloke in Australia."

Nicholas: Okay, I'll remember that one.

There's a picture of our friend, Andrew Horwood, there, the doctor whose been putting ... He's got over 200 patients through the workshops that we've run.

That's the fourth step is connecting in the heart. The first step is Self-Awareness and Emotional Literacy. The second step is Raising Your Mindset, mastering your mindset so you can calm your mind and create a positive outlook. The third step is Mastering Your Emotions, and actually harnessing the power of them to empower us to achieve what we want in our

life instead of having them as roadblocks. The fourth step then under that is Connecting in Our Heart to the intelligence and wisdom of our heart.

STEP 5. TAKE ACTION: PUT EMOTIONAL INTELLIGENCE INTO YOUR LIFE.

The fifth step, the last step that all successful and happy people do, is they actually take action. They put what they know and what they think and what's in their heart into their lives. In this fifth step we like to teach people healthy rituals that are moment-to-moment practices like mindfulness is one of them that is very famous.

We've been teaching mindfulness since '96, so whatever that is, 18 years. Now it's becoming mainstream psychology. I've been teaching that for a long time. How to be in the moment is really, really empowering. Weird things happen from having done that. My reflexes have improved. My memory's improved. My balance has improved. Everything improves when we practice living in the present moment. We have a whole set of healthy habits, moment-to-moment that we like to teach people to live their lives.

At the next level, daily rituals. Doing the heart centering. We do some very simple yoga practices that we teach every day, as well. There are practices that we can set up so that our day actually flows so much smoother and we can achieve two or three times what we would achieve if we weren't being centered and present in our life.

The third level is creating a lifestyle that supports this. What we're sharing today really is a way of living. It's not a therapy, although it's healing. It's actually a way of living at a higher level. It's supercharging your life. As I mentioned, people come along in pain and suffering and most of it's because they don't know how to master their emotions.

They learn these skills that I've been talking about today, and then they go way beyond where they ever could have imagined they would have been in their life. People like Ron Penrose and that.

We have a recording called, Being Passionately Alive, which is a great resource for learning how to put all of this into your everyday life.

If you're still scrolling down the page there, you'll see our friends Jim and Jean Thomas. Now these guys are amazing. Jean's done heaps of work with us. She's actually a very old friend of Susan's. They've set up a program in New Guinea to save the tree kangaroos. Okay. Last year they won the Australian Geographic Conservation Award. They gained international recognition for their program.

They're not setting up like charity, they're actually over there teaching the native people of New Guinea how to farm ... I think they're farming rabbits, in fact. Instead of eating these tree kangaroos which are becoming an endangered species because of all the palm tree harvesting people are doing.

Paul: Harvesting palm oil.

Nicholas: Yeah, the palm oil thing. They're cutting down the jungles to grow palm oil. The natural habitat for the tree kangaroo is being reduced. Obviously, with guns and things like that, the natives are like coming into the reserves some of them and so Jim and Jean are over there. They started off with this Save the Tree Kangaroo program and it's expanded now into educating them in the whole way of living.

It's sanitation. They are setting up water tanks for them. Jean's teaching them Emotional Intelligence. She had a women's circle the other day and now we're doing anger work in the circle. Rather than throwing spears at each other, they're learning to sheath their words when they talk to the boys, you know. People use this stuff everywhere.

Here's Marisol at the National Australia Bank. She's a business analyst. She puts it into practice there.

That's the five steps. I hope that's insightful and helpful for everyone who's on the call.

Paul: Yep. Works for me, Mate, works for me.

I guess I'm waiting for, where are you going to take us to now? I understand the five steps, where do we go from here?

Nicholas: This whole program, as I mentioned at the start, I've packaged up 25 years of personal development and I've actually compressed it into these 5 steps. In a week, actually, I'm launching a program. It's an online 5-week life-transforming course called EQ101. People can attend it on the internet, through the phone. It's got a full membership site.

The program follows the 5 steps that we just went through. Each week there's a developmental stage that we focus on in developing these qualities that I've been talking about tonight. That includes ... If you're scrolling down the page, you'll see a picture of a membership site. Each week there are videos explaining the basic principals. There's audio teachings. It comes with a full manual with articles to read. There are exercises to put into practice what we've been teaching this week. There's 5 weeks and, a course, plus there is actually a bonus week on Heart-Centered living.

The structure for the program is each week one of these modules gets released and at the end of the week we have a live question and answer session with me. I'm on the call answering questions and giving guidance and more solid explanations of each of these modules. The dates of those are down there. The sessions start at 8pm and it starts on Wednesday the 5th of November and runs for 5 weeks.

This program comes with the Passionate Life essentials pack which has all of the meditations that we went through and the Emotional Literacy book. If you're scrolling down there's a handsome chap named Paul Blackman there. Keep going down.

Probably if you're listening in on the call and you're wondering what's the cost of this. The fee for the 5-week program is 497. That's the launch price. It's the first time we've run this program. I've been putting it together for 2 years. If you want to pay in installments then you can do 2 installments of \$277.

The whole program, which is like, for 497, that's like one session with me. You get 5 weeks of tutoring. I'm there to hold your hand and guide you all the way through it. The first 100 people to register, you'll get a recording of Mastering Your Emotions and Mastering Overwhelm which was an interview with a special mystery guest. Someone who is very close to me, right now, infact!

The whole program is covered by a 30-day money-back guarantee. I am absolutely committed to ensure that this is a life-transforming experience. It's not just a whole lot of information, it's very practical and very grounded with lots of things to do. To make sure that it's going to make this a total no brainer, I've thrown in 7 really powerful bonuses.

There's a Mastering Fear and Anxiety pack which is an audio program, a written guideline and a meditation for mastering fear. There's the same for Mastering Stress, Frustration, and Anger. A Heart Dialogue Pack helping you to get guidance from your heart. A Head to Heart audio. Thoughts or Feelings helping you to eradicate emotional drama and trauma. Practices for Heart-Centered Living. The big bonus of all is there's a \$500 discount ticket. If you do the Eq101 program and you decide that you want to go on and do Passionately Alive, which is our foundation program, then you get the whole cost of the program taken off the fee for Passionately Alive. You basically get the whole EQ101 for free.

Paul: Cool. So that's the program that I just recommend that everybody does?

Nicholas: Yep.

Paul: Yep. Cool.

Nicholas: This is great. You can do it from your home. You can do it when you like. If you miss a call, there's no problems, it's all recorded and uploaded on the membership page. If you've scrolled down there then you can see that you can register. If you're inspired to step up and take some action today, then you can register there by pressing those buttons.

Paul: Cool. That looks to me like an amazing program. I can't recommend it highly enough.

Just, in summary, what's the benefits of that program to me, going along and doing that?

Nicholas: The big benefit is that you really get to find out who you are and to become more of the person that you long to be. You get to get a vision for how you'd like your life to be and really shift to another gear. The idea is it's going to take you to another level of functioning because you've got these core skills that are going to empower you to move forward in your life.

I think a lot of people actually have a sense of what they need to do, but they're just not doing it. This is all about empowering people to be able to step up and keep on going. The great thing is that you can know what to do but trying to do it on your own is a real problem, you know. This is a group process so that we'll be all interacting. I forgot to mention, there is a discussion forum, which is not a facebook group. It's actually a private on the membership side, a private forum.

People kind of, as we mention do bits and pieces, but it's not the whole picture. Whereas, I've mapped out, this is my journey over 25 years. I know that this works. I've put the whole package together. It's me taking you by the hand and guiding you. It's a real life-transforming course.

One more thing that I just want to offer tonight. If anybody registers tonight, I'd like to offer them a wild-card call during the program, a 30 minute session with me. If ever they stuck or they want to know more about anything, or how to apply it to your relationships or to your health and fitness, or to your business, anybody who registers tonight, I'd like to offer them a wild-card call with me during the session.

My time is very limited and my fees are quite high so it's actually a really big bonus that you get.

Paul: We're going to sign right up. Signing up just so I can pay five hundred bucks instead of a thousand.

Nicholas: One-on-one. Like I said, this is the first time I've run this program. This is actually the only time that I've made this offer, but because I'm talking to you, Paul, and your friends here, I really want to make this something that hits the ball out of the park. I really believe that this program is life-transforming, so I'm backing that up with a 30-minute wild-card call, if you sign up tonight. It's only available for people who sign up tonight. Tomorrow you've got all the 7 bonuses, which is pretty powerful in itself, it's over \$1000 just in the bonuses.

Paul: Cool. That means that any time in the 5 weeks. That's 25 years in 5 weeks. I reckon that's a no brainer. Any time in that 5 weeks that I want to talk to you for half an hour, I've just go to ring up and schedule it and we're on.

Nicholas: Exactly.

Paul: Awesome. Where do I go? Which buttons have I got to click.

Nicholas: Scroll down the page and you'll see two big blue buttons towards the bottom of the page, or any of the yellow ones will just short-circuit you straight there.

Paul: Cool.

Nicholas: One other small thing that we're doing with this program is we're helping to make the world a better place. What we're doing is we're donating one-for-one, people who do the EQ101 program, we're working towards creating wealth in Africa and third-world countries so that people there can get fresh water. One head in EQ gets one head of fresh water in the developing world. We're matching the costs of doing that.

Paul: Awesome. Well, we're going to lose the line. Thank you so much for spending the time with us tonight. Okay, I tell everybody on the call how important it would be for you to grab that course. If it's going to suit you then now is the time to run with that course. Twenty-five years in 5 weeks, it will be a very intense 5 weeks. It will probably be the ideal lead up to Christmas by the look of it. Probably get you through Christmas perfectly, dealing with the relatives and that sort of stuff. Sign up now and you get to talk to Nicholas for 30 minutes, as well. Time to hit the button.

Meanwhile, time for us to get off the line, so thanks for putting the time aside, Nicholas. Absolutely awesome. To everybody else, thanks for being with us. It's great to have a couple of hundred people on this line. We will talk to you soon.

Nicholas: Thanks for having me on the call and thanks to everybody who's joined us for this call. I look forward to catching up with you soon.

Paul: Okay. Goodnight everybody.