

Practicing the Law of Attraction

Lisa Garr with Morty and Shelly Lefkoe

Lisa: Welcome to Aware. We are dedicated to communicating information that inspires your positive growth and change. Are you interested in a peaceful planet? Are you interested in optimal health? Are you living with purpose? Are you enjoying your life? We realize each person can make a difference, and our mission is to empower your awareness. The choices that you make in every moment shape your life, and we encourage you to realize that you have your own answers, and to always listen to your own truth. We invite you to stay aware.

Hello and welcome to The Aware Show teleseminar series. This is Lisa Garr. And I am so — I'm really, really looking forward to today's call, because I'm in the middle of their processes right now, and I can tell you there's so much unfolding for me. And there's so much that — that I'm getting out of these — this — this entire process we're about to talk about today. By the time you're done with this call today, you're gonna understand that it is possible to limit — I mean to eliminate beliefs that you have had in your life for decades. Beliefs, like, I'm not good enough. Beliefs, like — beliefs, like, change is difficult. Beliefs, like, mistakes and failure are bad. Those types of beliefs, you actually can dramatically shift your thoughts, feelings, and behaviors around those beliefs. And we're about to do that. And — and this technique that we're talking about is called the Lefkoe Technique. And it is created by Morty and Shelly Lefkoe. And they have taught it to over 13,000 people who have literally changed beliefs that they have had for decades, changed them in a matter of 30 minutes. And it is all about the meaning that you prescribe to the beliefs. And we're gonna talk about that in depth, because Morty and Shelly Lefkoe are with me on the phone.

Welcome! I'm so excited!

Shelly: Thanks for having us.

Morty: We're excited about being here, too.

Lisa: Yeah.

Shelly: Exactly. We love you.

Lisa: Hi, Shelly.

Shelly: We love your show.

Lisa: Well, I've — I've spent some time with Morty and Shelly and — at the Transformational Leadership Council in Tucson, and I just love the two of you. You — you know what I really love about you? Is I mean, not only did we go through some great deep processes together. But you both fully walk your talk.

Shelly: Mmm.

Lisa: Who you are being, and how you converse, and your relationships that you hold with each other is so beautiful —

Shelly: Mmm.

Lisa: — and with your daughter is so beautiful. I really love who you both are. So I just want to say hi and acknowledge that.

Shelly: Thank you.

Morty: Thank you so much.

Shelly: Thank you.

Morty: Thank you.

Lisa: 'Cause I see you, and I see who you both are, and I — I do love you, as well. So this is — and, then, I got to your work and I went, “Oh, my God!”

[Laughter]

Shelly: Mmm.

Lisa: This is cool stuff. So we're talking about beliefs today. And some of those beliefs that I mentioned earlier, there's 19 of them that's on this list. And we'll slowly but surely, you know, get to some of these beliefs, and so forth. But first of all, tell me a little bit. And I'll start with you, Morty, how did you get to the bottom line of — of this method of really understanding the meaning that we give to our beliefs?

Morty: Well, let me — let's try to condense the story, but — but give you an essence of what it was. I like so many other people create what I need to learn myself. And my life was pretty screwed up for many, many years. I was depressed a lot of my life. I'd been married twice before, and had screwed up. Both relationships ended in divorce. And I was trying to figure out what to do. I tried therapy and a couple of different programs. And nothing seemed to work. And at some point I started trying to figure out “Why am I as unhappy as I am? What — what seems to be wrong with me?” And at some point I — I came up with some ideas that it's the things I believe. Well, why did the things I believe cause problems? Because the things I believe are the way I see reality. So if I have the belief I'm not good enough, for me that's a true statement, and I live as if that's true. If I believe relationships don't work, then for me, that's reality, and I enter into relationships or don't, because I think that's the way they are.

Lisa: Mmm.

Morty: So our beliefs are the way we view ourselves, people, and life, and we act consistently with the way we see reality. So that seemed to make sense to me, but if I couldn't change my beliefs, I was still as stuck as I was before. So I kept thinking about where I could — how I could change beliefs. And I couldn't find any programs that — that seemed to be effective. Therapy didn't work, and nothing else did. And I just kept thinking about it, and thinking about it. And I was on a plane. I was living in Connecticut at the time, and was on a plane from New York to Los Angeles to make a presentation for some corporate consulting work. And I sat down and I said, "Let — let me spend this trip doing some thinking." And I said, "Well, what's one of the issues, the problems in my life?" And I noticed that one of the things was I would — I would work hard at something. I'd be just about successful, and, then, something would go wrong. I'd screw it up somehow.

Lisa: Ooh.

Morty: And, then, I'd pick myself up and start all over again. And I realized that this was a pattern in my life. And I then had an insight, and I realized I was proud of the way I didn't let anything stop me. And I — people acknowledged me. My friend said, "Morty you're incredible. No matter how bad things get, you keep on going." And I said, "Wait a minute. I think I have the belief, what makes me a good worthwhile person is overcoming obstacles, never letting anything stop me."

Lisa: Mmm.

Morty: And I then had an insight, "What would I attract in my life if I believed what made me worthwhile was overcoming obstacles?" Success? No. I attract obstacles.

Lisa: Ah! Aha!

Morty: So I had this insight. So then I just started writing, and I wrote for five and a half hours. And when I landed, something felt very different. And over the next few weeks I went back and, buried in my notes, I had intuitively, unconsciously, figured out a way at looking at beliefs, where they came from, et cetera, that would make them go away, that would literally eliminate a belief we have lived with for a lifetime in 15, 20 minutes. And it took a while before I understood it, before I could make it explicit, before I could deal with other people. But that's basically how it developed. And I tried it on me in the beginning, and beliefs went away, and, then, I tried it on others, and that's basically the beginning of the Lefkoe Belief Process.

Lisa: Wow! And now you're — did you have a background, and so forth, in your linguistic programming and training and other —

Morty: Nothing.

Lisa: — different —

Morty: Nothing. I had no — I — I —

Lisa: You're kidding.

Morty: — I had a couple of courses of psychology in college, but very little in —

Lisa: Wow!

Morty: — fact, I've been told by therapists that it's a good thing I didn't have the background, because if I — if I had a — you know, a degree in psychology, I would have learned that what I did can't be done, because most therapists are convinced you cannot permanently eliminate beliefs at all. But if you did, it would be a long struggle, a lot of time, and a lot of effort, and a lot of energy. And, in fact, beliefs are totally eliminated in about 15, 20, 25 minutes.

Lisa: Well, I'm glad that you put, like, 19 on here, because as I started to unveil, they — I realize that a lot of them are very, very connected.

Shelly: Mmm.

Lisa: Now — now — now, you know, since then — since the story that Morty just mentioned, Morty and Shelly, his wife, has been on — you know, they've been on The Today Show, and ABC World News, and — and I mean all over television with this, written about in The Wall Street Journal, New York Times, about this particular work, cause because it has taken on — I mean, it really does work. If something like this didn't work, it wouldn't have taken on the momentum that it has. So that's one of the reasons why I'm having so much fun, because I'm getting — oh, man, I'm getting — and — and a lot of this what we're gonna get into, it — has to do with how we — what we experienced as children, and how we experience being parented. And it was all about our perception, and the meaning that we gave those experiences back when we were children. So, of course, as a parent myself, with a young child, I'm all over, "Oh, my God! How can I do this differently, which is where Shelly comes in, because she is a — a Parenting Possibilities Coach.

[Laughter]

Lisa: Do you like that title? I just gave that to you.

Shelly: Okay.

Lisa: But, no, you — it really is a compliment to this work. Can you tell us a little bit about what you do, Shelly, and how what you do compliments everything so much about the Lefkoe Method?

Shelly: Yeah. Well, for the past 23 years, I've been doing most — in our business, I do most of the individual sessions.

Lisa: Great.

Shelly: So other people in the company do that, too. But I do the bulk of it. And listening to people talk about their problems all day long, whether it's procrastination, or not being able to stand up for themselves —

Lisa: Mmm.

Shelly: — or, you know, we — I work with the everyday problems that all of us have, staying in jobs, in relationships that are not nurturing, not being able to talk about your feelings to the really serious problems, like eating disorders, and depression. And it became apparent to me very early on, Lisa, that all of these problems stem from these beliefs that are formed in childhood. So listening to this pain and suffering all day drove me to the place of, “Wait a minute. What if we could change the way in which we parent our children?” And I honestly feel that not only can you keep these negative beliefs that everyone has from forming, but you can change the world, because if you treat children with dignity and respect, and you don't use violence, they will not have the belief that violence is a way to handle things. And it sounds very over simplistic, but I totally believe — I just had a client this morning — I have clients all over the world now, thanks to the Internet. I had a client in Pakistan. And he said to me, you know, “This could solve peace in the Middle East.”

Lisa: Oh, my God! Yes.

Shelly: I said, “Yes.”

[Laughter]

Lisa: Yes. Yes. Yes.

[Laughter]

Lisa: Wow! That's intense.

Shelly: Yeah. So I developed a course that does two things, 'cause there's a lot of things they teach people how to parent, but my course gives you the principle, the basic fundamental principle, of how you know if you're parenting well. So there's only two or three of them.

Lisa: Okay. So this is what I want to do. Let's use an example here, and some of the — did you choose these beliefs that's on the — by the way, I have forgotten to mention

this to the listeners. So that you can see what we're looking at, if you go to TheAwareShow.com/Lefkoe and it's L-e-f-k-o-e. Don't forget the E there. And —

Shelly: And it's F for Frank, 'cause it sounds like Lescoe, always.

Lisa: Lefkoe. Okay. So, L-e-f-k-o-e. TheAwareShow.com/Lefkoe. And you'll see there's — on there, there's a — ability for you to ask questions, and so forth. You can ask us questions during the call. But also if you click on the Special Offer, there's The Natural Confidence DVD that we're — that I'm gonna be referencing a lot. And what this is, it's 19 different beliefs that — and four conditionings that you go through and you basically deprogram. But the technology that you use is really — it's brilliant. It's interactive. So after each — so it's like talk therapy with Morty, but then you have places where you — where it pauses where you have to do some writing. And, then, you have to talk out loud to it. And, then, once you've done the writing it out loud, then you get to — you click continue, and you continue on. If you didn't get it, and if your mind wanders, then you can do repeat, and it will repeat just that process. And it's — it's so awesome the way you've done that. How do — by the way, how long did something like this take you to build? This is brilliant. Great technology.

Morty: It took about six months to — to do in all —

Lisa: Mmm-hmm.

Morty: — to create, you know, to write the scripts and to, you know, create the videos, et cetera. But the question you asked to begin with is why these beliefs.

Lisa: Okay.

Morty: And what we did is, we took what are the — the most common everyday problems that most people have? And that would be a lack of confidence, procrastination, perfectionism —

Lisa: Mmm-hmm.

Morty: — that little voice that we keep hearing that sabotages us, that keeps saying, "That's not good enough, why don't you do better?"

Lisa: Mmm.

Morty: Worrying what people think of you. High levels of stress, et cetera. And based upon our experience with literally thousands of clients, what beliefs did people have that cause these eight problems? And we found that many of the beliefs were the same. There were about ten beliefs that were the same for all of them, and, then, there were some beliefs that were different for each one of those eight problems. And when we got done, we found there were 19 beliefs, and four

conditionings. I'll talk about conditionings later, but it's basically beliefs that, if you eliminated those 19 beliefs and four conditionings, you would get rid of all eight of the problems. The eight most common problems that we heard from our clients.

Lisa: Interesting.

Morty: So basically these 19 beliefs are basically fundamental self-esteem beliefs and some that aren't self-esteem beliefs but are basic beliefs about life or people. And if you eliminate them, we call it the Natural Confidence program, because it gets you back in touch with the confidence you have before you form these beliefs and lose your confidence, but it also handles those seven other problems, too.

Lisa: So some of them are — I had mentioned these earlier. Beliefs. So check to see if you have any of these beliefs as you're listening right now. Mistakes and failure are bad. I'm not good enough. Change is difficult. I'm not important. What makes me good enough or important is having people think well of me. Nothing I do is good enough. I'm not capable. I'm not competent. Those types of things. And there's 19 of them total. And so I want to kind of use a few of these as examples. What would you say is the biggest hot button that's kind of at the base of all this? Is it the I'm not good enough one?

Shelly: Well, I'm not good enough is the most common belief. I — I almost am afraid to say this, Lisa, 'cause I'll lose my credibility. But in 25 years or 24, however long it's been, I don't know that I've ever had a client who didn't have that belief.

Lisa: Interesting.

Shelly: I'm not good enough, and I'm not important, are the two most common beliefs that we have.

Lisa: It makes perfect sense. No, that makes sense, because of what you explained. So explain, as a child, how a child gets that opinion.

Shelly: Well, children come in to this world and they don't know anything. They don't know anything about themselves, life, or people.

Lisa: Right.

Shelly: And so they observe the world, and they cry, and that they either get picked up or they don't get picked up. And that's obviously preverbal. But as they get more and more cognitive, they're observing their parents who are in, you know, in charge of their survival.

Lisa: Right.

Shelly: And the parents know everything. So let's assume, and I'm gonna use my — my favorite hot button topic. You are talking to your mom or your dad, and they're looking at their iPhone while they're talking to you.

Lisa: Right.

Shelly: Their BlackBerry.

Lisa: Right. Right.

Shelly: And the child — if I ask a child, “What did you just see?” They say, “Well I saw that it wasn't important.”

Lisa: Mmm-hmm.

Shelly: Or “What I had to say wasn't important.” And it's not like these beliefs come from one event. They come from repetitious events.

Lisa: Absolutely.

Shelly: So if you don't spend time with your children, they will probably conclude “I'm not important.” If you're not affectionate, they conclude, “I'm not worth loving.” If you're not — if you criticize them, and you don't acknowledge them, they generally conclude, “I'm not good enough.”

Lisa: Well, even just as a small child, and — and I invite the people who are listening. Think of you as a child. You — you know, everybody else is taller than you, and you had to be driven around everywhere, and that other people — you know, the children couldn't do certain things. They can't go to this place. They can't do that. Or be told — they're always being told what to do through school, what to do, the rules, here's what to do. You feel insignificant sometimes as a child. Sometimes treated like second class citizens because you're small people. And, you know, that — that's what being a child is — is learning to grow through that experience. And so, then, wherever you do something that's good, like you score a goal, or you — you get an A on a test, or you — even when you first start, you know, walking and all of that, you're being told, “Good! Good! Good! This is good! This is good!” And so you learn that type of praise means I'm now good enough. Everything else other than that is bad.

[Laughter]

Shelly: Beautiful.

Lisa: Can you tell?

Morty: Unfortunately, that is very accurate.

Shelly: Very, very accurate. And — and, Lisa, can I just interject one thing?

Lisa: Yeah.

Shelly: I want to do a little role play with you, and I'm gonna going to ask your listeners to do this along with me.

Lisa: Right.

Shelly: A very quick role play. So — so the question I have for you is, you have — do you remember when your daughter was three or four?

Lisa: Uh-huh.

Shelly: Do you remember when you walked in the house at the end of the day, if she hadn't seen you all day, what she did when she saw you?

Lisa: Hugged me.

Shelly: But when you walk in the door, what does she do when she sees you?

Lisa: Well, she gets up and runs — ran — runs —

Shelly: She runs to you.

Lisa: Ran towards me, yeah.

Shelly: Do you know that every client in every country around the world says that? They run to me.

Lisa: Yeah.

Shelly: And I say, "And what do they want?"

Lisa: Ah!

Shelly: And you just said, "She wants a hug."

Lisa: Uh-huh.

Shelly: "She wants affection."

Lisa: Uh-huh. Uh-huh.

Shelly: The next thing she wants is what? She hasn't seen you all day. What does she want?

Lisa: A kiss.

Shelly: A kiss. Okay. So she wants affection, right?

Lisa: And she wants to tell me all about her day.

Shelly: Exactly. Yeah. She wants attention.

Lisa: Mmm-hmm.

Shelly: The third thing she wants is acknowledgment. "Mommy, look what I did. I painted a" —

Lisa: Yes.

Shelly: — "picture in school. I built a castle. I" — you know, "I did a cartwheel." And they — so they want attention, affection, acknowledgment. Now —

Lisa: Yeah.

Shelly: — what is the one word question every child asks all day long?

Lisa: "Where's mom?"

Shelly: The one word question kids ask?

Lisa: "Why?"

Shelly: All day. So if you tell a child, "No, you can't," what do they want to know?

Lisa: Why?

Shelly: Why. So every kid asks "Why" all day. Why is the sky blue?

Lisa: Right.

Shelly: Why do you have to go to work?

Lisa: Right.

Shelly: Why can't you play with me?

Lisa: Right.

Shelly: So how these beliefs get formed is if you're not giving your child those three things, attention, they say, "Why am I not getting attention?"

Lisa: Mmm.

Shelly: "I must not be important. Why am I not getting affection? Well, I must not be worth loving."

Lisa: Mmm-hmm.

Shelly: Why am I not getting acknowledgment? I must not be good enough. So that's how beliefs get formed.

Lisa: Right. And that's how we all got those experiences as children, was a series of those types of rejections as children. So here we come up with this, I'm not good enough complex as adults, of course. It's not — wasn't necessarily the fault or the blame of the parents, because they had life going on, as well, and other things happen, and so forth, like that, especially these days with the phone. I — I always know the minute I pull in the driveway, I've gotta be off of that thing.

Shelly: Mmm-hmm.

Lisa: Because I will have a child come and knock me over with a hug, which I'm so excited about to get, and if I'm on the phone, it would — it's just — yeah, a horrible moment.

Morty: It's real important to — to emphasize what you just said is that, in very rare cases, are you talking about, you know, quote "bad parents." There aren't parents that — that — that hate their children, or that are trying to hurt their children.

Lisa: Right.

Morty: It's generally parents who love their children. But there's two things that are — that are in play here. One of them is parents bring their own beliefs with them so they have their own beliefs about not being important, or good enough, or having to stay in control to be okay, et cetera. So — so that you've got that. But they also don't understand that their children are forming beliefs that are gonna affect the rest of their life, based on their behavior.

Lisa: Right.

Morty: So parents for the most part, you know, “I want my children to be happy. I want my children to do the right thing. I want my children to learn what they need to learn.” So parents have a focus on all kinds of things during the course of, you know, bringing your child up. But the one thing that they never focus on is, “What is my child concluding right now, based on my interaction with them?” And if you get a child to do their homework, or do their chore, but you do it in a way that has them conclude, “I’m powerless because I have no say. I have no control. I’m told what I have to do, what I can’t do. I’m punished if I don’t do the right thing, et cetera.” And a child concludes I’m powerless, is it really worth it to get a child to do something right now, if they have to go through the rest of their life with the belief “I’m powerless?”

Lisa: Oh, wow!

Morty: So basically parents just don’t understand this. And that’s, essentially, you know, one of the main things Shelly’s course does, is it shows parents, you know, what the consequences of their behavior is, and not just what to do, but why they’re doing it, and how it’s gonna affect the child’s beliefs.

Lisa: Now that’s —

Morty: But really it’s not bad parents. It’s just a lack of knowledge, and working on themselves a little bit, by eliminating some of these negative beliefs themselves —

Lisa: And that’s what we’re gonna do.

Morty: — and understanding how beliefs are formed, could totally transform the way people get parented.

Lisa: And that’s — exactly, and so now, as we’re listening to this call, and we’re adults at this point, and we’re here with our beliefs, and our beliefs are festering inside of our mind as we’re listening here and going throughout this process, the — what we’re — what we’re talking about today, and what we’re gonna go through on this call, and what the — really what the Natural Confidence DVD is, it just breaks down the meaning you have given to that belief. What meaning have you given to that belief? And you’re so good at really, really clearly breaking this down.

Shelly: Well, can — can I just enter what meaning are you giving to the event? Not the beliefs.

Lisa: Oh, the event.

Shelly: It’s the event. The meaning that you give the event are what become our beliefs.

Lisa: Okay. Write that down. The meaning —

[Laughter]

Lisa: You're gonna want to write that down. The meaning you give the event is what?

Shelly: Is what determines your belief — that — that become your beliefs.

Lisa: Okay. Explain. Give us an example of that.

Shelly: So if you get criticized by your parents, and you give it the meaning, "My parents are critical people," it doesn't mean anything about me. You won't have a belief about that. But if you give the same event the meaning, "I'm not good enough," that belief gets formed.

Lisa: Mmm-hmm.

Shelly: So Morty's gonna talk in a minute about the meanings that we give events and how this impacts our emotions. But I'll just say that the events — something happens when you're young or even, you know, as you get older, if it's something very extreme. So here's a good example. If your parents fight all the time, you watch that. And if you give it the meaning, "What does it mean that my parents are fighting all the time? Well, I guess relationships don't work."

Lisa: Uh-huh. Or it must be me type of thing.

Shelly: If — if your father cheats on your mother, you end up with beliefs like "Men can't be trusted."

Lisa: Mmm.

Shelly: So the meaning "Men can't be trusted becomes your belief." But it's the meaning you give to events. And we give meaning to events all day long.

Lisa: And, then, — and, then, survivalists agree, you will go out and you will recreate that type of man in your life over and over and over —

Shelly: Yes.

Lisa: — again. A man that can't be trusted. A man that isn't — is whatever, worthless or whatnot. Or a man that's an alcoholic.

Shelly: Yes, ma'am.

Lisa: Mmm-hmm. And you will like —

Shelly: And you are —

Lisa: — a magnet.

Shelly: — accurate about that. You have no idea.

[Laughter]

Lisa: Yes. Like a magnet, you will attract it like iron filing to a magnet, and not even know you're doing it.

Shelly: Yep.

Lisa: Because that's what you saw and absorbed. So let's get rid of some of this stuff.

Morty: Let — let — let me — let me, if I can dig in here just a little bit more, and — and build on what Shelly just said. See, Shelly gave a couple of possible interpretations of the same event. So in every case, whatever it is that's going on that we're observing as children — so for example, mom and dad don't give us the time and attention we want. 99 percent of all kids will probably conclude, "It's gotta got to be my fault. Mom and dad are grownups. They know what they're doing, so if they're not giving me attention, it's gotta be me. I guess I'm not important." But if you look at it as an adult, and you're just sort of like playing a game, what else could that event mean? It could mean that "Mom and dad thought I wasn't important, but they could have been wrong." It could have been that "Mom and dad thought I was very important, but they had beliefs that got in the way of them demonstrating it." It could be that "Mom and dad thought I was important but they just had lousy parenting skills." In other words, mom and dad's behavior could have many different meanings, and we choose one of them as a child. And here's what happens, and how the belief gets formed. Once we give an event one meaning, it's as if that meaning is now inherent in the event. And every time from then on we look at the event, it's as if we can see the meaning in the event. And this explains why it's normally so difficult, if not impossible, to get rid of beliefs once we've formed them, because we think we saw them as a child. As —

Lisa: And we —

Morty: — part of the process —

Lisa: — feel it. I mean, when I was — when I was going through the processes with you on these DVDs is that I really did feel in my body that I was, you know, like my, you know, not good enough, or that I — I really did. I could have told you up to — before I was into the DVDs that that was absolutely a hundred percent real.

Shelly: Mmm.

Lisa: I could have told you that.

Morty: Yeah. Once — once you've formed the belief, it does feel true for you.

Lisa: It does.

Morty: But I'm talking about how it gets started to begin with.

Lisa: Okay.

Morty: And how it gets started to begin with, we give one possible meaning to a series of events. And once we give that meaning, it seems every time mom and dad are busy, it's like "I can see I'm not important. I mean, if I had a little friend over, I'd say, 'Hey, Joe. Watch the way mom and dad treat me. You'll see that I'm not important.'" It seems to us as if it's in the world. And here's the point. If you've seen something hundreds of times —

Shelly: That's it.

Morty: — as a kid, when you grow up, all the logic in the world will never talk you out of it. So you go to therapy, and you've accomplished many things in your life, and you've contributed to your family, et cetera. And the therapist says, "Why would you believe that, Lisa?" —

Lisa: Mmm.

Morty: — or "Morty, why would you believe I'm not important?" Look at the contribution you've made. Look at what you've done. Look at how much your family loves you, et cetera. Logically, it doesn't make sense. And you'd say, "Yes, I shouldn't believe it. It should be gone." But deep down you're saying, "Wait a minute. I saw that I wasn't important hundreds of times as a kid." And logic will never talk you out of what you thought you could see.

Lisa: Yes.

Morty: So that's how beliefs get formed. And what it is, is something I thought I saw in the world. So most processes don't get rid of beliefs, because they try to talk you out of it, and you still think you saw it.

Lisa: Mmm. Right.

Morty: What we do in this process is, it takes you back to your childhood and says, "Didn't it seem as if you could see I'm not good enough?" And the client always

says, "Well, of course, I could see it." And, then, we say, "If you could see it, tell me what it looks like. Describe it. What color? What shape? What — what is 'I'm not good enough look like?'" And, then, they are not important. Ah! Wait a minute. They realize, "All I can see is mom and dad ignoring me. And that could mean I'm not important, but it could just mean they have lousy parenting skills. Wait a minute. I can't see I'm not important." And when you realize you can't see it, that it's only been in your mind as one of many possible interpretations that you made up, the belief will go away.

Lisa: And that's the bottom line of this whole thing is that — and — and write this down, folks. These beliefs have no meaning until you give them a meaning.

Shelly: Event.

Morty: It's not — it's not the — if — yeah. The event.

Lisa: The event.

Morty: The event has no meaning until you give them a meaning. They have no inherent meaning. The only meaning they have is one you make up.

Lisa: So can you change the meaning then as an adult?

Morty: Well, all you need to do is get rid of it. I mean, you don't have to say, "It doesn't make any difference." There is no inherent meaning. I mean, you could make up, "My parents were just busy, or they have lousy parenting skills." But you don't need to give it any meaning. "My mom, the fact that mom and dad ignored me as a kid means nothing at all about me." And once you get that it means nothing, I saw events that have no meaning. I made up one meaning. It's only in my mind. The belief "I'm not important" will go away and will never come back.

Lisa: Hmm. Okay. So what — what we go through, or — or what Morty goes through on the DVD is, each one of these different beliefs and role plays, these different interpretations around the events. Different interpretations to help you change the meaning, 'cause the meaning is ultimately all in your mind. So — and, then, there's a whole piece on there that you — that events don't have an inherent meaning until you give them a meaning. So, therefore, you can create new beliefs. Your — those beliefs then will determine your life, and you can ultimately go on to create new things in your life. So this is how the change actually occurs. But let's talk about — let's go for example as, like, through one of these beliefs. We'll take the "I'm not good enough one." Okay?

Shelly: Before, Lisa, can I just say one thing about what you just said?

Lisa: Yes. Please.

Shelly: If — I want to just do again a little role play to make it real. We keep saying there's —

Lisa: Yeah.

Shelly: — no meaning. And people are probably going nuts with that.

Lisa: Okay.

Shelly: So. I'm gonna make two distinctions. Number one, something can matter to you but have no meaning. So events have consequences, but no meaning. So it's — if you're walking down the street, and a man walks past you, and it has no meaning, what are you gonna feel? You'll feel nothing. Right?

Lisa: Nothing. Exactly.

Shelly: Good. So if — if you're in a room and someone you know comes in and doesn't speak to you, what might you automatically think? Anything. Just make something up.

Lisa: That, you know, that I don't exist.

Shelly: I don't exist.

Lisa: Right.

Shelly: So that's meaning. So everybody come up with, "They don't like me. I did something wrong."

Lisa: Right.

Shelly: "They're rude. They're shy." So whatever you said, if somebody comes in a room and doesn't talk to you, what do you think? Whatever meaning, listeners, you gave, is meaning. Okay? That little voice in your head that said, "They're ignoring me." That's meaning. So where did that meaning, Lisa, come from that you just gave me? Just for them. Where did that meaning come from?

Lisa: In my own mind.

Shelly: In your mind.

Lisa: Mmm-hmm. My mind.

Shelly: So I wanted to give the listeners a sense of all meaning is in your mind. So if it's inside your mind, it isn't in the event. So —

Lisa: Okay.

Shelly: — I've been married for 30 years. I love my husband. He's the best man on earth.

Lisa: Mmm.

Shelly: If he said, "I want a divorce," that would matter to me. I would be devastated.

Lisa: Right.

Shelly: But does it mean "I'll never be happy again?"

Lisa: Mmm. No.

Shelly: Does it mean "I'm not worth being married to?"

Lisa: No.

Shelly: Does it mean "Men are jerks?"

Lisa: No. Not all men.

Shelly: No. So the events themselves don't mean anything. So there might be a consequence. You know, I might live alone for a while. I might like that or not like that. I may have to struggle financially.

Lisa: Right.

Shelly: So when those things happen there are — I'm not minimizing the consequences of the events, and I'm not minimizing that it might matter to you. But if — but the events don't have meaning. In other words, if I said, Oh, thank God! I'm rid of that guy." I'd feel happy.

Lisa: Right.

Shelly: I wouldn't feel devastated.

Lisa: Okay. So — so then if someone here, like in current time, keeps getting laid off from a job. They're gonna give that meaning to that — that event that they're not good enough to have a job, and that they're gonna recreate the situation of being laid

off over and over again, because they have that underlying belief and meaning in their minds that they're not good enough to be employed. Right? Is that a good modern day example of — of somebody getting a meaning in their mind to an event that's going on, that's current?

Shelly: Honey?

Lisa: What?

Shelly: Oops. We lost Morty.

Morty: No. I'm here. The — the meaning — the meaning you might give it, you're — you're starting with the belief "I'm not good enough." But the meaning you might give being fired is, "This is a disaster. I'll never get another job."

Lisa: Mmm-hmm.

Morty: "I — I'm ruined. What — what are we gonna going to do? Life's not worth living." That's meaning you're giving getting fired. Somebody else on the other hand might have the exact same situation and say, "What an opportunity! I've never really been happy. I've always thought of being on my own. This is an opportunity to create my own business." Or, "I've always wanted to live someplace else, and I've never been willing to lose my job and take off. But now that I don't have a job, maybe we can live where we've always talked about living," et cetera. So two people can get fired, and one of them can see it as a disaster, and the other can see it as this great opportunity.

Lisa: As an opening. Mmm-hmm. Mmm-hmm.

Morty: So what you say — what the meaning you give it may be colored by earlier beliefs that you have, but you're basically giving a new meaning to the events right now.

Lisa: Hmm.

Morty: So you're — you're not giving the meaning, "I'm not good enough." You already concluded that when you were four years old. So you're giving meanings to new things as they happen.

Lisa: You're really —

Morty: What is it — what is it — like Shelly just said, what does it mean that I'm splitting up with my partner? That also can be is, it doesn't mean anything about me. It doesn't mean anything about men. It doesn't mean anything about the rest of my life.

Lisa: Right.

Morty: And I'm disappointed that it happened. But now I'll go out and find somebody else. I mean, let's assume your partner dies. And you can either hold that as, you'll obviously be sad and in grief for a while —

Lisa: Mmm-hmm.

Morty: — but you either can hold that “My life is over,” and be miserable for the rest of your life, or after some period of grieving, you can say “There are other opportunities,” and — and be more positive about it and enjoy your friends and, hopefully, you'll find another life partner. So it's all about the meaning we give events, not only as a child where we form our basic — see, not all beliefs are formed in childhood. Our basic self-esteem beliefs, trying to understand ourself is the first thing that happens. So we're trying to figure out, “Am I good enough? Am I worthwhile? Am I lovable? Am I capable?” These are the beliefs we form in the first four, five, six years. And we also form some beliefs about life is — is open, or life is difficult. And, then, as we get into different situations, we form beliefs about other things in the world, as we encounter them, so we can form beliefs about — about relationships when we get into relationships. So we can form beliefs about business once we get into business. We form beliefs about what political party we like, or what the government should do when we first start thinking about that. So we form beliefs all the time. It's just our basic self-esteem beliefs are formed and pretty much get laid down in the first five, six years.

Lisa: Okay. So what we can do is we can change these. And this is — it's just a whole new way of looking at the meaning that you give events. So, for example, here's a good one. This is Carolina, from Melbourne. And she says, she has a four-year old daughter and a five-year old daughter. And she works four days a week. And once a year, she travels for 15 days, and she feels guilty. What can she do? I was listening to a mother the other day on the radio, saying that she — her child calls the nanny mom because she's gone so much.

Shelly: Mmm.

Lisa: So can we — I mean, what meaning can we change to give to that? Or do we really take these things as — as learnings and experiences? I mean, I — this is a tough one for —

Morty: I'd love — I'd love to answer that, but Shelly is really the parenting expert in this family, so I'll let her handle it.

Lisa: Yeah. Both of you get to answer it.

Shelly: And I'm chomping at the bit.

[Laughter]

Shelly: I'm chomping at the bit, because there's — there's two things. So a child — when parents are not around, my experience of many, many, many thousands of people that I've worked with, they are gonna conclude "I'm not important." So that's the truth. That's what happens.

Lisa: Okay.

Shelly: Now today you have, number one, Skype video. Very powerful.

Lisa: Right.

Shelly: You call on Skype video. You say, "Sweetheart. First of all, I miss you so much. I wish you were here. I've been thinking about you all day." Number two, "Tell me about your day. I'm so interested to hear what I missed. I wish you were at that game — I wish I was at your game today. How was it for you? Did you play hard? You know, did you win? Tell me everything."

Lisa: Mmm.

Shelly: "Oh, you didn't win? Were you disappointed? You know, how was that for you?" So if you tell — excuse me — if you tell children — this is my favorite —

Lisa: This is your favorite topic.

Shelly: — if you tell children "You are so important to me, and I can't be there right now. I wish I could. But I want to be a part of it. I'm interested. I care." That's so people have to travel, you have to travel. You know? You know, I have thoughts about how people work, and why they work the way they work, and whether or not —

Lisa: Mmm-hmm.

Shelly: — they have kids, or shouldn't have kids.

Lisa: Yeah.

Shelly: But there are ways to overcome everything. But I will tell you, children need time. And you've got to find a way to give it to them. And when you're not giving it to them, let them know why.

Lisa: Okay. So —

Morty: And — and let me just add one thing to that.

Lisa: Yes.

Morty: As Shelly said earlier, hardly ever do you form a belief as a child from one or two incidents. From something traumatic, if you're raped and you see somebody die, you can. But the everyday things, the first time mom and dad aren't around and you missed them, you don't form the belief "I'm not important." That has to be something 20, 30, 50, a hundred times. So it's gotta be many times. So one of the things you do is you make sure that when you're not traveling, that you spend lots of time, and that you give the child a sense that they are important, that they are lovable, et cetera. And if you do that enough, it could very well be that being away for ten days won't produce — if that just happens once a year, and all the rest of the time the parent is there and acting as well as they possibly can, you might not even form the belief. So —

Lisa: Oh.

Morty: — it just depends. You wouldn't want to say that necessarily if a parent goes to work, or has to leave town for a few days, they necessarily will, because it's really the pattern. It's what — it's the way you as parents interact with the kids, or the way the kids experience being interacted with. Like, we will ask a child, "How was it that mom and dad were with you when you were a kid?" And it's not, "Can you remember one time when they did this?" But "What was your experience as a kid? Were mom and dad around, or weren't they?" And if they feel that mom and dad were basically there, and basically communicated with them, and basically interested, they don't remember the 20, 30 times in which they weren't. They remember the way it normally usually was.

Lisa: Okay, the —

Shelly: Yes. I just want to jump in for one more second.

[Laughter]

Morty: But we're not excited about this, are we?

Lisa: I know. No, I — I hear you. This is a major — and, then, there's someone who, Mark, here in New York, who wants — had parents like this. So and keeps creating breakdown all around him. So let's take it from a — an adult's perspective, too.

Shelly: That's what I was just gonna do. Good.

Lisa: Perfect. Good.

Shelly: So, if an — so when I work with workaholics, here are what the workaholic beliefs. So if everybody is listening is a workaholic.

Lisa: Okay.

Shelly: “I’m not good enough. I’m not important. But what makes me good enough or important are my achievements.”

Lisa: Mmm-hmm.

Shelly: So I had a client who said, “Shelly, I’m worth \$10 million. I’m on the cover of business publications. When is it gonna going to be enough?”

Lisa: Mmm.

Shelly: The answer is, “Never,” because it’s like holding a beach ball under water. So the beach ball is “I’m not good enough. I’m not important.” The core self-esteem belief. The survival strategy believe, “What makes me good enough is achieving things,” keeps it under water. So as long as you’re working all the time, you don’t feel not good enough or not important. Now here’s the thing that’s so fascinating. When I work with these workaholics, and I have them get rid of the belief “I’m not important,” and I say, “Where’d you get that from?” They say, “Well, my dad was never — ah! — around when I was a kid. Oh, my God, Shelly, I’m doing the same thing to my son.”

Lisa: Mmm.

Shelly: And here’s the point: if you believe you’re not important, it doesn’t dawn on you that your presence is important to another person.

Lisa: Oh, right. In relationships, and yes, marriages. All that.

Shelly: Exactly.

Lisa: Mmm-hmm.

Shelly: Like Morty said earlier, there are no bad parents who don’t care about their kid. They just have — they’re fueled by their own beliefs, and it doesn’t dawn on them. So today, if you have the belief — I — I ask people all the time: “If you’re in a room full of very successful or wealthy people, do you feel just as important as them?”

Lisa: Not so much.

Shelly: And what’s — what’s fascinating? Successful wealthy people say, “No.”

Lisa: Same thing. Right. Right.

Shelly: Everybody.

Lisa: So okay. So what can be done? So what you're saying —

Shelly: So — Ah! So if you — here's the thing that my husband, my guru, magnificent husband did.

Lisa: Mmm.

Shelly: Honey, do you want to say what you did at swimming?

Morty: With — with Brittany?

Shelly: Yeah.

Morty: Well, you can tell the story. You — you were there.

Shelly: Okay. My favorite story.

Lisa: Okay.

Shelly: Nine years old. She's a competitive swimmer. She had a lousy swim. She gets out of the water. He looks at her. He says — she says — she says, "Daddy, I had a lousy swim." And he says, "Sweetheart," and I'm standing there —

Morty: She was real upset.

Lisa: Mmm-hmm.

Shelly: She was real upset. And — and she was disappointed. And he said, Sweetheart, I know that you're disappointed. You know, competitive swimming is about personal best. You didn't have a good swim. I got it." So the first thing you do with children is you validate their feelings. "You hate me right now. I got it. That's how angry you are." So you validate their feelings. He then looked at her. He said, "Sweetheart, can I tell you something?" She said, "Yes." He said, "You are a capable, competent, good enough, important kid, who just had a lousy swim. And your worth in value is not a function of how fast you go across a swimming pool, or whether or not you get an A."

Lisa: Right.

Shelly: "Who you are is good enough. Period."

Lisa: So if you're in, you know, grown up with depression all around you, and your life is breaking down around you, you could say, "You are not the lousy situation that you're in. You are a confident, incredible, good enough person." And this is what you can start to — to talk yourself into. But going through these processes, each one of the beliefs is a 30-minute process. And, again, if you go to that website, which is TheAwareShow.com/Lefkoe, L-e-f-k-o-e.

Shelly: F as in Frank, L-e-f as in Frank.

Lisa: L-e-f as in Frank, k-o-e, then you'll — you'll see on the Special Offer button these — the — the DVD there is — I mean, it is hours and hours and hours long. Each one of these beliefs is a half an hour process of you getting to the root cause. Now you don't have to go dredging up all of the childhood memories. He gives you examples and events that could have happened, and it kind of leads you in the right direction. There's a time where you get to write, and you get to do some journaling about it. And, then, you start looking. And what he takes you through, how to look at these things in slightly different ways, and, then, another slightly different way. And, then, here's maybe another option. And, then, by the end of this, you conclude — and he makes sure, and he validates — that you conclude that the — that the beliefs did indeed shift, and that your thoughts and your feelings, and your emotions, and your behaviors around it then will dramatically shift about that specific belief. So this entire, entire DVD here, is completely solution-oriented around all of the stuff that you're e-mailing in right now of people that this is a — this is a — one that I get a lot from my radio show here in Los Angeles. An actress, who's passionate about her work but not getting work. And I hear this all the time. I'm tired of being a waitress, and so forth, in Los Angeles. And this is her dream. And I so admire performers and actors, because they have passionate desire for expression to happen within their art form. And they will do anything to get that. And including, you know, waitressing for 36 years, just to get that experience of being able to express your passion. But the invalidation comes in of not being good enough. Right? So how does this woman change that around in her? How does she do that?

Morty: Well, to go — to go back to what you said a moment ago. It was not quite on. I just want to clarify.

Lisa: Please do, 'cause I'm new at this. So you gotta help me now.

Morty: You're actually doing very, very well. So there's just a slight — slight modification. As a child, what Shelly said, can influence the beliefs that get formed. So if you deal with a child in — in — in a — in one way, you're likely to get negative beliefs formed. If you deal with a child in another way, you're likely to have positive beliefs formed. As an adult, that same kinda kind of conversation would be pretty much irrelevant, because once you believe you have the belief "I'm not good enough, or capable, or important," et cetera, and you think you saw that as a child, logical discussion or emotional discussion doesn't really make much difference. So if you're saying, "What do you do today?" There's no conversation that can help, because you got the beliefs. The

only thing that can make a — a real difference, a lasting difference, a profound difference, is eliminating the beliefs that caused the problem today. Conversations won't make much difference. So what do you do for any given person? You basically have to identify what are the beliefs that are causing whatever the issue is. And if somebody is feeling as an adult that they're having — I'm not sure what — what — what this person would say the problem is. But if they are willing to keep on struggling, and not give up their dream, it sounds like they're in pretty good shape. They — they believe that "I'm — I'm worthwhile. I'm capable. I'm good enough. I have something to offer. And no matter what it takes, I'm never gonna give up. I'm gonna get what I want." It sounds like they may be okay. But if they're doubting themselves, if they're doing it, and they're thinking of quitting it, or they're doing it may be out of "I should do it" but doubting it, then what you want to identify is what are the beliefs you have that make you doubt yourself? And that would be the self-esteem beliefs we're talking about.

Lisa: Right.

Morty: If you believe that "I'll never get what I want," or —

Lisa: Mmm—hmm.

Morty: — "life is difficult," or — or "I'm inadequate," or "People aren't interested in me," or "People aren't interested in what I have to offer," then those are the beliefs you'd want to identify and get rid of. Get rid of — let me back up one — one sentence here one second. You don't want to get rid of beliefs for the sake of getting rid of beliefs. You want to get rid of the beliefs that cause what you consider to be problems in your life.

Lisa: Ah!

Morty: And I'm not one to say "What's the problem?" The only person who can say what the problem is, is the person who has the problem.

Lisa: Right.

Morty: So if there's something in your life you're dissatisfied with, you've got some feeling or behavior that you want to change, then the basic answer is find the beliefs that caused that emotional or behavioral problem, eliminate the beliefs that cause it. And when the cause goes away, it will go away.

Lisa: Yes.

Shelly: Here's why.

Lisa: Mmm-hmm.

Shelly: If you try to talk yourself out of something — you know, people talk to me about affirmations.

Lisa: Okay.

Shelly: One stands in front of the mirror saying, “I’m thin. I’m thin. I’m thin.”

[Laughter]

Shelly: Somebody who believes what?

Lisa: That they’re fat.

Shelly: That they’re fat.

Lisa: Uh-huh.

Shelly: Thin people don’t stand in front of the mirror going, “I’m thin, I’m thin.”

Lisa: Right.

Shelly: They just are.

Lisa: Right. Right. They just are. Right.

Shelly: So that’s why Morty’s saying, you know, it’s — it’s we wish that we could say to people, “Just do this.” You know? But talking yourself out of it because of what we talked about before, cause because you think you saw the belief in the world, don’t work. That’s why so many of us do programs, and they tell us brilliant things —

Lisa: Right.

Shelly: — and we go home and, you know, where are our notes?

Lisa: Wonder what — yeah — just that exactly. Exactly. This — this is — I love what you’ve done, because it teaches you a different way of thinking. So I just want to give some examples, ‘cause I wrote down so many of these from the DVDs just because I liked the experience of writing them down.

[Laughter]

Lisa: The — so here’s six different ways of thinking about you being good enough. So when mom and dad may be thought you weren’t good enough but they were just plain

wrong. Maybe you weren't good enough to do certain things, but that doesn't mean that you weren't a good enough person. Mom and dad were annoyed because you didn't do what they wanted, and how they wanted you to do it, and the way that they wanted you to do it, but that's not because you weren't good enough. It's because you weren't doing what they had a model of.

Shelly: Sure.

Lisa: Here's another one. Mom and dad's annoyance wasn't because you weren't good enough. It's just because they had a horrible day, or unrealistic expectations of what you should be able to do at your age. Like the clean the room example you gave. I do this to my child a lot. Clean your room. Clean your room. Clean your room. She cleans her room. And I'm, like, "Well, this is still out to have place. You need to put this up here, and this" — I just totally fully invalidated her experience of cleaning her room. And she's eight. So what am I expecting her to do? Polish the — you know, the bed frame?

Shelly: Mmm-hmm.

Lisa: No. I'm — I get — because this — right. Came from the parents that I had.

Shelly: And why?

Lisa: Because, as a kid, the same experience happened to me, and I never did it good enough, and blah, blah, blah. So now I'm understanding. So I understand that, you know, as — as an adult where I have these different experiences in my head about not feeling good enough or, you know, fear of rejection and all that stuff, that I now have the option to look at that differently, 'cause the meaning is all in my mind. Right?

Shelly: Mmm-hmm.

Lisa: So I can change that meaning in my mind, and change my experience around it, and bring it to present, current time as a responsible accountable adult. That's very empowering for me as an adult. And that's what I want my listeners to experience, is that same thing. This Karl, who's a great guy, and his past relationships have completely sucked. And he doesn't know if he'll ever find his soulmate. Yeah. If you — if you look at your experiences, and you look at the meaning in your mind, as he says, you know, "My relationships have completely failed. Will I ever find my soulmate?" What meaning have you given to that, Karl, and how is that gonna change? How can you change that? You know, now this is where you guys help me out.

[Laughter]

Shelly: Well —

Morty: Well, there — there's — again, it — it's not so much the meaning that he has given the — the — the fact that he hasn't been able to find somebody. And there could be a belief that's relevant there. But if it's happened over and over again, the question I would ask is, what does he believe that's had him unable to create a good relationship for all those times? And that could be many beliefs. But if you've got the belief "I'm not lovable, and relationships don't work, and women can't be trusted, and life will never turn out for me, and I'll never get what I want, and life is difficult," what's the chance of having a good long term nurturing relationship if you've got those beliefs about yourself, life, and people? Not too good.

Lisa: Right. Right. Right.

Morty: Well, I don't know exactly what his beliefs are, but you could sort of guess logically if somebody's unable to get a relationship to work, I'd want to ask more questions about what kind of people does he normally pick? I mean, he might pick people that, given his beliefs, we might want a — a weak submissive person, because that's what he would need, given his beliefs. But then when he gets in the relationship, he doesn't really enjoy it. So it could be many different things. But the basic thing is he has some beliefs that have him keep falling in love with, and choosing, and getting involved with a certain kind of person, and, then, it just doesn't work out. So in order to find the — the — a person that he can really love, and stay with, and who will love him, he's got to change some of his beliefs about women and about himself. And as I say, I'm not sure exactly what they are, but I gave you a couple of —

Lisa: Right.

Morty: — possibilities.

Lisa: I mean, I —

Morty: It is — I'm sorry. There's just one other thing I'd like to add, which is very important. And there's one belief, and there's one problem that is very, very common, and it's created by a — a sort of a different kind of belief. The beliefs we've been talking about are basic beliefs. "This is the way I am. Life is people," or "I am, people are, life is," et cetera.

Lisa: Mmm-hmm.

Morty: But there's another kind of belief that pretty much explains the compulsive behavior that people have when people feel compelled to do things. And it's what I call a survival strategy belief. And it explains, for example, why almost everybody seems to be concerned with the opinion of others. It's so common that it seems to most people, "Well, that's just human nature. I mean, doesn't everybody worry about what people think of them?" And although it may be very common, it isn't inherent in human nature. It's a result of this belief.

And let me explain real quickly what it is, and how it gets formed. Almost everybody, because parents don't have parenting skills, and they're not aware of how beliefs are being formed, almost all people grow up with some beliefs about not being good enough or important. And if you've got those beliefs, that's uncomfortable. You realize early on, "I'm gonna have to make it in the world, but I'm not good enough. I'm not important. How will I make it?" And something happens that makes us feel good about ourselves. So one of the most common things is, is we do something that mom and dad like, and they give us a lot of praise, or acknowledgment, or express love, that they don't normally do. So, here's the — here's the pattern. We don't feel good about ourselves. Mom and dad express a lot of positiveness toward us. They expressed — they expressed that they like us, that they care about us, that they're interested in us. And, then, we feel good about ourselves. And when that happens a few times, we give it a meaning, like we always do as kids when something happens. "What does it mean? Why is it that I don't feel good about myself? And, then, when mom and dad acknowledge me, and think well of me, I feel good about myself."

Lisa: Mmm-hmm.

Morty: I got it. What makes me good enough or important is having people think well of me. And once you say, that's what you need to be important or good enough, your life is about you are run by having people think well of you.

Lisa: Right. Right. Right.

Morty: So it's not that it's inherent in human nature. It's just that so many people have that belief. And other types of survival strategy beliefs could be "What makes me good enough or important is being successful." And if you believe that, then you could have a hundred million dollars in the bank and you're still driven day after day to make another \$5 tomorrow. And if you lose one business deal, you have an anxiety attack, as all of a sudden you feel worthless again. So whatever you say makes you good enough or important, once you think you're not, that's what runs your life. And it can be taking care of people or being better than others or having more money than others. But whatever it is, that explains people's compulsiveness to do a particular kind of thing, because that's what they — they — they think they need to be okay.

Lisa: So how do you change that?

Morty: And if you get rid of that belief that also goes away. So that's just — that's getting rid of the belief, "What makes me good enough or important is having people think well of me." You get rid of that and a few other beliefs, and you literally stop being concerned about what others think, and having to do things to get their approval.

Lisa: And I — you know, I really want to give this justice, because I feel so passionate about it. But it really is an experiential process. And I want you to get that as you're listening to this, because it's going through these questions. I mean, if I read the script to you out of context, it couldn't make a lot of sense.

Shelly: No.

Lisa: You have to go through the process that Morty takes you through on each belief system to really get what it is we're talking about. And here's the bottom line here, is that if you really want to change these beliefs that are no longer serving you, these beliefs of — that are blocking you from having the job you want, or the relationship, or the lifestyle you want, these are — these are deep seated, as Morty says, survivalistic beliefs. If you really want to get rid of these, then you have to do the work. You cannot flip a switch, and have a magic button, and say an affirmation in a mirror. You have to do the work. I've always been a big advocate of doing the work, diving in, getting your — your — your hands dirty and doing the work. Now this is not a painful process, because you're not in there digging every single horrible thing that's ever happened to you. You get to type in a few key sentences, but you work with those sentences and, then, you turn them around.

So this is what my experience was in — in going through these changes, these belief changes, was really getting in there and doing the work. And one of the ones that I worked on a lot was change is difficult. And I wanted — that for me has always been one of the things I've wanted to move away from, but I didn't know exactly how. So for me, this is the process. Going through these processes has helped me enormously to understand, ultimately, here's the bottom line. You are not your thoughts. You are not your thoughts, feelings, and behavior. You have thoughts, but you are not the thoughts. You have feelings, but you are not the feelings. You do things, but you are not what you do. That's taken right from the DVD. It's — as I said, taken out of context, it sounds interesting, but you have to go through the experience of the DVD in order to get it. Does that make sense?

Shelly: Yeah. I just want to jump in with one thing you said. You know, people always say to me, you know, all the time, you know, "This is very deep. This — this is a really deep belief." And my experiences of working with people is that beliefs are in your mind. And when the belief goes away, it's gone. So it isn't like it has to be reinforced, and it has — you have to do it over and over again. Once a belief is gone, it's gone. And I can explain that if — if you want me to. But it's basically when you — when you get that you didn't see it. So I — I use an example of a tissue box. You know, if you saw a tissue box on my desk every day for 30 years, you'd — you'd think it was a tissue box. But if I showed it to you and said, "Lisa, you can't blow your nose with that. This is a bank." And you said, "Oh, my God!" It's ceramic. The tissue is ceramic. The box is ceramic."

Lisa: Mmm.

Shelly: "There's money in it. I thought I saw a tissue box."

Lisa: Mmm-hmm. Mmm-hmm.

Shelly: "I thought I saw I'm not important. But I didn't. I thought — I made that up." Now when you come into my office in ten years, are you gonna reach for a tissue?

Lisa: No.

Shelly: No. Because you saw that it wasn't a tissue box.

Lisa: Right.

Shelly: You just made it up. And that's how beliefs go away. Now I want to go back for a second to your call to your listener who said his relationships don't work and all that.

Lisa: Mmm-hmm. Mmm-hmm.

Shelly: So what Morty said was very accurate, that he's gotta get rid of the beliefs or he's gonna keep creating that over and over. But what you said, Lisa, was pretty accurate about giving it meaning. So he — he may give it the meaning, like, "I'll never meet — I'll never meet a great woman. I'll never have a relationship."

Lisa: Right.

Shelly: And the moment he gives it that meaning, he's not gonna do our process or anything else, because why bother? He's never gonna have what he wants in life. So if you could stop for a second and say, "Well, the fact that I have not had a good relationship could mean I'll never have one. But it could mean that I haven't had one 'cause I have beliefs in the way. If I get rid of the beliefs, I'll have one."

Lisa: Mmm-hmm.

Shelly: And it could mean that I haven't met the right woman yet, but that doesn't mean I never will. I may in the next minute. So the fact that he hasn't had a good relationship ever, doesn't mean that he never will. So that's where you can start interacting with your daily life, where you have an upset, and you stop and say, "Wait a minute. What meaning did I just give what just happened?"

Lisa: Very, very good definition. Thank you, Shelly. You're intuiting. One of the listeners said, "What is the actual process? How — what is going to actually make the change?" And the process that you just heard Shelly go through of changing — of her asking you a few questions that makes you think about things differently, is part of what you go through on this — on this DVD, is that — that Morty asks the right question, and you think about that, and you slightly change your perspective. And, then, he asks the other right question. You think about that. Change your perspective. And, then, another right question. You think about that, and you change your perspective, because it's a layering down of different

thought processes that will enable you to finally get to the bottom line of understanding the meaning is in your mind. The events that you — that have no meaning until you give them a meaning, and so that you can change those meanings.

So I do need to mention something about — I've been saying this whole time that — the — the Special Offer here is a DVD. And it is a DVD that will only play on your computer. I'm just letting you know. It doesn't play on a DVD player, because of the interactive components of it, and the — the way that the DVD — or I should say the DVD ROM takes you through the process of answering and listening, and answering and listening, it's very interactive. It needs to be on your computer, because it's a program that goes — that downloads into your computer. So definitely know that.

Once again, if you go to the website, which is TheAwareShow.com/Lefkoe, L-e-f-k-o-e. That's L-e-f as in frank, k-o-e. That's Morty and Shelly Lefkoe's last name. Then that right there this — on the Special Offer page is what we're talking about. This is a DVD ROM. You just click the Special Offer and you'll see what it is. Now this — I know that — and I'm gonna mention this, Morty, if I can. That you said that this is something that a lot of people have gotten at a lot higher price, and we really worked together to get this down to, I mean, super, super low. This isn't being offered at this price anywhere else. You know, the bottom line is how long do you want to hold on to these — these beliefs that are preventing you from creating what it is that you want, even the — the health, the finances, the relationships, the job, whatever it is that your heart desires, do you have underlying beliefs that are absolutely sabotaging you, that you might not even be aware of? That's one of the things that — that Morty mentions. You can skip to the next belief if you don't feel that this is you. But do you have this going on? This going on? This going on? Well, if those are the case, then this is you. And it definitely stumped me every time. I'm like, "Oh, no! That's not my problem." And, then, when he asks a couple of questions, I go, "Oh, wow! That's totally my behavior. I had no idea that was my issue. I had no idea that was my belief." Fascinating. So it's — it's great to get you to the bottom line of — sabotage was a big thing that I grew up with. Just getting almost there to — almost getting to success and, then, sabotaging it right — just almost getting that big job and, then, doing something to sabotage it. And I was in that pattern for a long time. So if you want to be able to get through that stuff in your life, and to really break through those — those sabotaging belief systems, this is one of those clearest effective methods that I have seen. And it's so great that I happened to have met you guys. And, then, you told me about what your methods were.

[Laughter]

Lisa: It's, like, "Wow! Really great work!" And thousands and thousands of people, as you said, Morty, have — gosh what did you say? That you —

Shelly: 90,000 people have eliminated —

Lisa: How many?

Morty: Ninety —

Shelly: 90,000.

Morty: Lisa, we've had about 14,000 — almost 14,000 people that we've worked with directly on the phone, or Skype, or something in 60 countries. But when we first figured out how to turn it into a streaming video and DVD —

Lisa: Wow!

Morty: — and we put it up on the Internet, we've had, I think, close to 90,000 people have eliminated at least one or two beliefs using this process. So that's very exciting to know that there's so many people in the world that we've been able to — to help get free from something that's been bothering them, limiting them, keeping them from being free for a lifetime and that we've been able to have that kinda kind of impact. I'm just happy to be alive when the Internet is around so we've had that opportunity. Without the Internet, we wouldn't have anywhere near that many people try it.

Lisa: Well, it's beautiful that you figured out how to use it, too, because the way that you're doing it in this interactive format is — is way ahead of its time as it is. So I'm very — I really love that part of it. So, you know —

Morty: Do I have time for one more thing real quick?

Lisa: Of course. Of course you do.

Morty: Good. There's something that I didn't even realize was happening for the first two, three years of — of — of doing it. People would come in. They would say, "Here's my problem. I — I procrastinate" or "I argue," or "I yell," or whatever it is. "Help me." We find the beliefs, get rid of them. And the problem would go away. And I started noticing that people were, at the very end of the conversation, talking differently. There seemed to be something going on, and I — I couldn't put my finger on it. And at some point I went to a class that had to do with meditation and altered states of consciousness. And I said, "Hey! Wait a minute. People are actually going into an altered state of consciousness at the end of our process." And I went back and looked, and it — what turned out to be they were. And I sort of formalized it. And what people realize, when you eliminate a belief that you've lived with your whole life, and you said, "It's true that I'm not good enough" and, then, you say, "Wait a minute. My life has been consistent with that, not because it really was true, but just 'cause I said so. So I create the beliefs that create my life." And you say, "Wait a minute. I really do create my life in a very profound way. Not as if I'm God or some, you know, whoo whoo kind of thing. But I said that I wasn't good enough, and I lived as if that's true my whole life, and the same with the other beliefs." So what happens at the very end of the — of the eliminating the beliefs is people go into an altered state in which they experience themselves, not as the creation called Lisa or Morty or Shelly,

which is a sum total of our beliefs and how we act and feel, but the creator of that. And when you're in this altered state, and you experience yourself as the creator of your life, in that state, it feels like anything's possible. As the creator of our life, I feel anything is possible. I have no limitations. Nothing is missing. So you have this very deep profound experience of when a belief goes away and you do this little, you know, little addendum at the end of the process. So for me, what's really exciting is, you not only get to change your creation, who you think you are, by eliminating beliefs and being able to change your behavior and your feelings, but even as important as that, is you have this profound spiritual experience, in which you realize "I'm not my thoughts, my feelings, my beliefs, my behavior. I'm the consciousness that created all of that."

Lisa: Mmm.

Morty: And to have this profound experience that most people have to meditate for years and years and years to get into, somehow this process enables people to get into that deep meditative altered state in just this 20, 30 minutes that it takes to eliminate the belief. So people sort of get a double whammy. It's both spiritual and incredibly practical at the same time.

Lisa: Yes. And when you realize that you are that consciousness, and that you can be that powerful consciousness, that makes — that — that really is an incredibly empowering feeling. I — I put something in there, 'cause I — there was — there's a whole piece in the DVDs about — what is it called that you mentioned? The process that you just — just did there?

Morty: The Who Am I Really? process?

Lisa: Yeah. Who Am I Really? God, that is so good! And all that Morty was just talking about that was saying, that you create your beliefs, and your beliefs determine your life and, ultimately, you're the creator of how you feel in your life. You are responsible for how you feel in your life. That right there is such a powerful experience. And, I mean, yes, people have the — an idea of who the creator is of their life is God, and that — we're not talking about that. We're talking about you are the creator of how you feel about your life. You are responsible for the meaning that you give to events in your life. You are responsible for that. So if you get that, and you get how powerful you are, then you get — then you'll understand how powerful you — you are when you can change that. And that's what I got out of this, and I will continue, as I looked at things completely differently over this last week, and I only wished that I would have gotten this, you know, several weeks ago, but I just met y'all.

[Laughter]

Lisa: Like, wow! This is really cool. So I get to sit with the other ten beliefs and go through that, even after this call, because I want to — I really want to get the whole essence of this entire program, 'cause it's very, very powerful.

Okay. So if you go to that website that I mentioned, if you go to the TheAwareShow.com/Lefkoe, which is L-e-f-k-o-e, and you scroll to the bottom. Well, you click on the Special Offer button. You scroll to the bottom of the page. The thank you gift is the example of being able to eliminate a specific belief right there for free. You can go through the process of what we're talking about. As I said earlier, I really want to give this justice. But it's definitely an experiential process. So if you go to the bottom of the — the Special Offer page, and you click on the thank you gift there, you'll be able to experience this process for free. You can go through the whole thing so you'll know what I'm talking about. Then you'll know if you want to go through all of the other 16 or 19 beliefs. And, then, four conditionings in the program of Recreate Your Life, because you will have a dramatic shift in your thoughts and your feelings and behaviors.

So go to that website, which is TheAwareShow.com/Lefkoe, L-e-f-k-o-e. Click on the Special Offer button and, then, scroll down, down, down to the bottom, and click on the thank you gift and, then, you can experience what it is that we're talking about. Thank you guys so much for being on this call, and for impacting 90,000 people, and more to come I'm sure after this call, and for helping me and — I just — I just love you both. Thank you so much.

Shelly: Oh. We love you. I just — when I met you, you are just — just pure Spirit.

Lisa: Mmm.

Shelly: I fell in love instantly.

Lisa: Aw. Thank you, too.

Morty: You're — you're — you're a bright light, and it was fun spending some time with you. And — and today was a lot of fun, too. And I'm thrilled that we've been interviewed many times before, and there have been many good interviews. But what — what really — what — what I think made this special is that you took the time to — to try the — the belief process yourself, and you really loved it. And, therefore, you were able to talk not just intellectually what you heard about it. You were able to talk about your own experience, and share your experience, and ask questions from your experience. I think that made this — this little conversation the three of us just had a little — a little more special.

Lisa: Oh, yeah. Definitely.

Morty: And I thank you for taking the time to do that. And I'm thrilled that it's made such a profound difference in your life so far. And it's gonna get even better.

Lisa: Oh, I can't wait to get my husband involved in this, too, because this will be a game changer for our parenting style, as well. Oh, yeah. I mean, it really — it really absolutely is. And I'm gonna keep going, too. Not, you know, I've got another 16 beliefs to go through. So —

[Laughter]

Lisa: I'm busy over here.

Shelly: Thanks for having us on. And thank you for the amazingly wonderful work that you do.

Lisa: Thank you both so much. I so appreciate. And for the people listening, go to that website. Go to TheAwareShow.com/Lefkoe, L-e-f-k-o-e. Click on the Special Offer there. This will only be existent for 48 hours. So jump on this, because it's — we really appreciate the fact that they worked with us to get this down just for you — just for The Aware Show listeners. So jump on this, and — and start destroying beliefs. Start getting rid of these beliefs, 'cause they are not serving us. All right you take care. Okay?

Shelly: Thanks. Bye.

Morty: Take care, Lisa. Thank you. Bye bye.

Lisa: You, too. Bye bye. Such amazing people. I really had a wonderful experience with them, meeting them in person, too. The nicest couple. And so supportive, and so loving, and so loving with each other. Okay.

Well, that is it for today. I — I encourage you to — you know, explore this. Go for it. And really, when you do understand, not only — you won't even stop at the 16 beliefs. You'll look at everything differently in your life. And you will look — even if the normal conversations that you're having during your day, how the meanings that you prescribe to those events, and you'll understand, “Oh, I just gave that a meaning.” Or “I don't need to feel that way.” You'll get over stuff so quickly, so fast. I, you know, little interactions that I'll have during my day, I'll go, “Oh, wow! I just — I just gave a meaning to that event. That was in my mind. Okay. I can change that. I'm free.” You know, and I just move on. And all that energy that got free — that's getting freed up, just through my normal day-to-day conversations today, it has made a big difference in my life. So that's so often. And, then, if you know if anybody says anything awkward to you, you can realize, “Okay. Well, they gave that that meaning. That's their issue,” and you then get to move on. And it's just, you know, liberating freeing. And, then, think of all the energy that you'll have to create the positive things in your life, and to spend the time that you want with the family, and with the right job, and with the right, you know, situation in your life. So go forth and prosper. I love you all.

And until next time, I invite you to stay aware.