

# 20 Insider Secrets

For Replicating The Power Of You



# 1

## What is The Power of You?

The ancient teaching of “The Answers We Seek Lie Within” is a clue. It’s the “Within” part that makes “The Power of You” and I call “The First Step”. No, the First Step is not part of an alcohol recovery program although it shares a similar concept as Step 4 of the 12 Steps, which reads, “Made a searching and fearless moral inventory of ourselves”. It’s in the act of doing the inventory that provides another clue. The First Step is about reprogramming by deprogramming! Chew on that while we delve deeper into the First Step.

The First Step is carrying out your own personal development program for replicating the Power of YOU! There’s no one out there quite like you. You’re unique as anything gets. You’re certainly not a carbon copy of someone else, although your ideas, beliefs, values and attitude could be imitated but not your unique and original self.

Okay, the First Step involves looking at your life foundation from different angles. This means looking at YOU through different windows in a house or should I say, your inner house. Too often we gaze at ourselves through a key hole and we think we know ourselves. That’s a shortcut! The First Step is entirely about building “The Power of You”. You’re the focus of Step One. Step One should always occur before anything else. Let me repeat, the First Step is YOU.

# 2

## How Long Does It Take to Do the First Step?

Everyone’s timeline is going to be different. Your timeline is going to be exclusive to you and at the same moment you have to be aware of not shortchanging or sabotaging yourself while doing The First Step.

The First Step could as short as one day and then after that it takes a lifetime to do. As long as you’re alive you’re going to be doing the First Step. So the answer is you’re going to take a lifetime to do the First Step. After all it’s about you and your life! Your life is the most important part of you.

In those times when you do the First Step you’re giving yourself the greatest gift you can give yourself. Take as much time as you need. Your life deserves as much time as you can give it. You can never give enough of your time to build your foundation. It’ll takes more than one day to uncover The Power of You that resides within your being.

### **3** Why Even Do The First Step?

You don't have to do anything if you don't want to. However, if you want to clear the uncertainty in your life, then doing the First Step will do it for you. Another way to think about it is, you actually give yourself a road map by doing the First Step. When you have a roadmap, you know where you're going. You know what terrain you have to travel through. What to expect along the way. What to develop as you go along. Doing the First Step also gives you focus. When you focus on something everything else is dropped away from your consciousness. All you have on your mind is the task at hand. When you're focused, nothing can trip you up unless you allow it. Nothing can distract you unless you allow it. Focus gives you the discipline to do what needs to get done.

When you do The First Step you're acting as the designer, the participator, co – creator of your life. Rather than just reacting to external events and allowing yourself to be pulled or pushed in whatever direction someone else or something else wants you to go, be or do, you have absolutely 100% responsibility of your life. Wouldn't you want complete and total responsibility for your life? That's why you do the First Step. It can't be any other way and there shouldn't be any other way other than you controlling your own life.

### **4** What Areas Should I focus On?

Focus on whatever is most important and meaningful for you right now. Tomorrow might be something else but for today just focus on what you deem as important. Keep in mind what's important to you may not even be a concern for someone else. So concentrate on what will be life changing for you. Each of us has a life changing moment(s) and we have to initiate that moment. It's not going to happen automatically. You have to make it happen by focusing on the areas of development that are important to you.

You could turn your focus on your mind, your feelings and/or emotions and your behavior. Everything outside of you should and must be secondary to what you focus on in the First Step. In your mind you could try and understand how it works, why you think the thoughts you think about and how those thoughts shape who you become or who you are right now. Your feelings are a blend of your thoughts and emotions. Your feelings are connected to the universe or what I prefer to call sacred consciousness. Your behavior is anything you do. Your behavior is the physical or sensory mechanism for what's going on inside of you. It's the printout of what's in your mind. This is what the worlds sees!

## 5

### How Often Do I Repeat the First Step?

You repeat the First Step as often as you can or to put it another way, as often as you want to because it's you who ultimately chooses what to focus at any given moment. There's no prescribed number of times to do the First Step. In fact the more often you do the First Step, the better. There's no harm in finding more about who you are. It's much better to know yourself than not. The more awareness and knowledge you have about who you are allows you to grasp opportunities as they occur because you'll spot them. The other side of the coin is you won't be able to spot those opportunities because you've not lifted the uncertainty preventing you from seeing those opportunities.

You could make doing the First Step a habit and it'll be one of your best habits! Sure I'm being a little biased here but if you do the First Step enough times you'll begin to see the benefits of knowing who you are. Imagine after doing the First Step 1,300 times and in the 1,301 time you won't even think about it, you just go ahead and do the First Step without thinking of it. Now that's where you want to be! So repeat the First Step as often as possible.

## 6

### What Do I Get Out Of doing the First Step?

You get a solid foundation. You get more of who you really are. You get to know the real you. You'll finally come face to face with who you really are. That's what you get out of doing the First Step. It's about knowing you. Knowing what makes you tick. Knowing what's important to you. Knowing what's driving you. Knowing what you'll do despite everything else around you.

Unfortunately, or perhaps fortunately there are no short cuts to finding out who you really are. At the completion of each stage or phase you allow yourself to go through, you emerge with more wisdom and knowledge on the other end. You're a different person but yet the same person. There's a much better you at the end of the process than what began.

As you do the First Step over and over again you'll find much more growth than you may have expected. Each time you do the First Step, you emerge as a different you. You're not going to be the same person that goes through the initial phase of the First Step. On the other side of whatever process you use to do the First Step will be a totally different person with a totally different perspective. Most likely, a perspective operating at a higher level of consciousness than before and only sees what's at that level. Sure you'll recognize where you came from but you won't be able recognize what's above you. In other words you need to keep doing the First Step. As Einstein said, "You cannot solve the problems at the same level in which they were created".

## 7

### When Can I Start Doing the First Step?

You can start doing the First Step anytime or at any age or at any life stage you're at. There's no right time to start the First Step except right now. Just because it's called the First Step doesn't mean you have to implement the idea in a rigid, step – by – step process. It's simultaneous! Anything can happen at the same time. You can do the First Step activities while doing other things. You could be building your business while doing the First Step knowing you're controlling the effort and going at your pace. There's no pressure to complete the First Step because as I mentioned before it's never done until it's done, if you know what I mean. The time in which you're finished the First Step is when you're done, meaning when people are saying their eulogy about you. That's when it's done.

You can intentionally do the First Step at various intervals of your life. For example, if you were to do the First Step now then it's highly possible you'll do it again one year from now. Hopefully you decide to do the First Step activities more than once during the year. It just adds to what you already know about yourself. You can never know enough of yourself because 88% is underneath your conscious awareness. In that 88% is where everything you've ever experienced has been recorded. That 88% is where your recording device lives.

## 8

### What If I need Help to do the First Step?

Everyone needs help at one time or another. There's no shame in asking for help. In fact it's the best thing you can ever do for yourself. Consider this. If the



most successful people in the world admit to asking for help then I'm sure there's got to be a benefit to it. Successful people use all the help they can to get them to where they're at and they're still using as much help as they need to keep themselves where they're at. Asking for help could be the hardest or easiest thing for you, nevertheless keep in mind it's your life we're talking about here. You're life is not something to take lightly and leave to chance. You make your life what it is. You're the designer, the creator. You're 100% responsible for whatever is

going in your reality right now. No one else can take the responsibility for where you're at. Only you have the capacity to change whatever it is that's not sitting right for you at this moment. Go ahead! Ask for some help!

## 9

### How Much Should I Spend on the First Step?

Spend whatever amount you feel comfortable with. Your personal education is worth every penny. After all, it's about you and your development. It's about your dreams and aspirations. You can spend as little or as much as you deserve you should have. There's no magic number. Each person will spend what they believe they can and in most cases tend to underspend on their development. Sure there's formal education and that'll get your foot in the door and once you're there, then what. You need to have other ways to keep learning. Just because you have an undergraduate degree or college diploma doesn't mean your education or learning has stopped. In fact, it's just beginning.

I venture to guess most successful people spend approximately \$10,000 a year on their learning and development. They buy books, attend seminars and workshops in their area. Would they spend more if they had the chance? Most certainly! Each person has their own point of comfort. What's good for you may be over or under someone else's threshold. What's important is to spend what you can and sometimes you may even have to use your last dime. When you do that there's a feeling of desperation and this gets thrown out to the universe. The universe hears you. So it's best to approach the idea of investing in your learning with optimism with an expectation it'll all be returned and then some.

## 10

### Why Do You Promote the First Step?

I promote the First Step because I believe it's the foundation of everything else that follows in your life. Everything else also means your function, your organization or business and most importantly, the Power of YOU! The First Step is the most important step in all of personal development, at least to my standards. But you really don't have to take my word for it. I believe you can't spend enough on your personal education and learning. The more you learn the more valuable you make yourself in the working world or the business world. Personally I like to think of it as an investment in your spirit. You're your own spirit banker. Everything you spend adds to the Power of You.

I promote the First Step because it's the bedrock of your life. Everything in your life emanates from this point. Who you are is what makes this world a very rewarding and joyous place to live. Where else can you write your own ticket to do whatever it is you want to do? We have so much talent out in the world. The creator gave us the gifts to be able to do what we need to do while we're here on paradise.

# 11

## What is the Best First Step Process to Follow?

The best place to start the First Step is from a place of least resistance. Not because you want to be lazy or try to take a short cut but to give yourself success earlier on as opposed to later on. These are small incremental steps you take as you progress in your First Step activities.

I suggest starting from the easier to the more complex. Consider what you would do if you started from the hard and complex. You'd probably throw in the towel if you got frustrated enough times. What you're trying to do is make it easier not harder on yourself. You are going to have moments where you're going to question whether you're following the right path or not and that's natural when you don't have familiarity to fall back on. There's nothing familiar about your First Step process. The path you follow must feel comfortable for you. Sure you'll get anxious. You'll have butterflies in your stomach and it's all natural. I heard that when you experience this type of anxiety that's its actually good for you. At the time when you're experiencing the anxiety I know it doesn't feel that good but I encourage you to go with it. Feel it and let it go.

# 12

## What Questions Should I be Asking When Doing the First Step?

The most basic and important question of all time is, "Who am I?" This question has been asked by all people since the beginning of human time. It's a legitimate question because you need to go deep into your memory banks to answer the question. This question should be at the top of your list. Other questions could be: Why am I? What am I? How am I? Where am I? And, When am I? These seven questions will help you dig deep into finding out the Power of YOU. The First Step is all about you. Perhaps another question is, "Who's in charge?" This question will get you thinking about your relationship with everything else. Are we connected to everything else? Good question.

Questions are the most basic way of thinking about things. Look at what this article is doing for you. These questions are making you think about what the First Step is. It goes deeper. The more depth you have the better. The more questions you have the better. Questions are an indication you know more than what the idea being presented is. You're actually reaching further into the core of the topic. Questions are a way of learning. Questions are the foundation of learning. They help clarify numerous memes people have in their heads.

## 13

### What Type of Mindset Should I have While Engaging in the First Step Process?

You most certainly must have a learning mindset. A mindset based on the notion of learning something, discovering something, feeling curious, being inquisitive, being in wonderment. When you approach the First Step in this manner, you're more than likely to feel like you're running on a treadmill and that's okay. The longer you stay in the mind set of learning nothing will ever get boring. Boredom is the enemy of learning because it'll cause you to stop looking in midstream. It'll direct your attention somewhere else. You'll be looking for cerebral stimulation elsewhere. How do I know this? I've done it numerous times myself. I get on a roll and next thing I know I'm onto something else. My attention span gets redirected.

Here's a warning though. The mindset of "knowing it all" can interfere with learning. It closes the door on other possibilities. This mindset is dangerous to your progress. Mindset is the filter you're going to be working with. The filter will determine what you let into your mind. This filter has many names however for our purposes we're calling it mindset to help us determine the best mindset to have for learning. You can't go anywhere without your mindset. Your mindset has also been called "rose colored glasses".

## 14

### How do I stay Focused on the First Step?

You believe everything is a direct reflection of who you are. Once you realize it's you who creates meaning in the world, you'll stay focused on the First Step. You go in and do the work that needs to get done and then you move on. You'll keep coming back to the First Step over and over again until it's your time to return to where you came from. Staying focused on the First Step is a good idea and an even better idea is to include concentration into it. Concentration seems to go hand in hand with focus. If you have both of these working for you at the same time then you can stay on task until its time to move on.

Staying focused on one area or thought can be strenuous. It can be hard. Challenging at best, however, the importance of staying focused can never be undermined or ignored. It's been suggested our focus lasts for about 20 seconds. How much can you accomplish in 20 seconds. Lots! Of course, lots mean whatever to you. We can accomplish lots just by focusing on whatever for 20 seconds, every 20 seconds. That's what focus is all about. We have to keep working on this ability and we do have the ability to keep our focus on whatever it is we deem important. Perhaps that's the key. That is, making the First Step activities important.

## 15

### **What Resources are Out There That I Can Use to Help Me do the First Step?**

There are literally thousands upon thousands of resources you can use to help you do the First Step even better. There's no shortage of ideas, beliefs and attitudes you can tap into through books, seminars, DVD's, Youtube, the internet, friends, family and so on. Resources are only limited by your imagination to acquire them. Since every person is different yet the same, you need to find what resonates with you. What you see eye to eye. What you perceive to be at the same level of thinking as you are. Always try and find resources that are at the same or above the level you're at. If you find resources below your level of understanding you'll get bored easy or you'll lose interest in the idea of doing the First Step. Look for resources that feel right for you. Just remember what's right for you will not be right for the next person because we're all very distinctive.

The resources out there are endless. So this means the resources we seek and find have to be important to our development. We may find a resource important today and may not be so important the next day. Nevertheless, resources are imperative to have because they provide guidelines to work with or templates to follow. Sometimes all we need is a model or something we can use as an example to pursue the ideas we have.

## 16

### **How Often Should I be Doing the First Step?**

You can never do enough of the First Step because it's you we're talking about here. As long as you're in physical form, you'll be doing the First Step until its time to go. It's that simple. The First Step is not any mysterious process. It's a life affirming process. It's something you do from your level of awareness. You'll do the First Step as often as you feel you need to do the First Step.

I recommend at least three times a year over a two or three day period. If you do the First Step more than three times a year, the better. The more you look at yourself, the better you understand yourself. The better you know why you do what you do.

Doing the First Step as often as you can is the best thing you can ever do for yourself. It's an irreplaceable gift to you. The more you give yourself the gift of the First Step, the better you do, have and get. It's that simple. The more you understand what makes you tick, the better. You'll know what you need to do to raise yourself to the next level of development.

## **17** Should I Be Recording My Ideas, Thoughts and Insights?

Absolutely! Find yourself a little booklet. A journal of some sort where you can record your thoughts during the day or while you work. Idea and insights will flash in your mind and it doesn't take long for those ideas to fade into memory. Unless you've trained yourself to remember what those thoughts were, always find the time to record them before they vanish. These thoughts come somewhere. They could be coming from your sub – conscious mind, sacred consciousness or creator consciousness.

Recording you ideas is the best habit you can ever develop. Think about it. If you've recorded your thoughts on paper for years and you open your journal 10 from now, you'll find the type of mindset you had way back when. It's a recorded history of your thoughts. How you thought during that time. When you review your information years later you'll wonder with amazement the type of thoughts you had. You can review them. This is evidence to yourself that you've had those thoughts. That's why it's important to record your thoughts as often as you can. You'll get more out of it then you think. It's a great habit to have.



## **18** What does the First Step Really do for Me?

The First Step makes you a better human being. It builds you up. It advances you forward. It takes you to the next level up, wherever that is for you. The next level up is very distinctive to each and every single one of us. The First Step allows you more peace, happiness and prosperity. It centers you. It brings things into perspective. You know what's important and meaningful in your life. It actually elevates you to another level of consciousness. At this level of consciousness you can see what you've been trying to understand.

It makes you stronger. All the work you do in the First Step is building your ultimate foundation. When your foundation is solid and strong, everything you build on it has staying power. It doesn't collapse when there's resistance in the air. It doesn't buckle at the first sign of stress. It keeps you centered, focused and deliberate. You consciously create whatever it is you want in your life. It's your life's fulfillment. The First Step is the greatest gift we've been given or have in our life.

## 19

### **Is My Business or Organization a Reflection of Who I Am?**

Without a doubt! Your business or organization is really a reflection of you. Whatever it is you're thinking, feeling and doing is reflected back in your organization. It's been said by experts in the human development industry that our outer world is a mirror image of our inner world. If that's the case, why would you want to spend any effort or time trying to fix the outer world when it's going to remain the same after spending time and effort trying to change it? It may appear that it changes but in time when you look again it'll be the same way as you left it

Look at your environment. Let's start with your home environment. Is it messy? Cluttered? This could be an indication of what's going on in your head! Look at your organization. Is it productive? Is it a good place to work? Do people look forward to coming to work? All of this is an indication of what's going on inside your mind. Your outer reality is a mere reflection of your inner world.

Science has proven this without a shadow of a doubt that your outer world is a direct reflection of your inner world!

## 20

### **Will the First Step Make My Business or Organization Better?**

Absolutely! It'll outperform anything you've ever imagined before because you'll be coming from a much clearer perspective. The more clarity you have in your inner world the better it'll look in the outer world.

Always remember you're the creator, the designer, the architect of your business or organization. You can make that picture as the saying goes, picture perfect.

Now what's perfect to you is based on the eye of the beholder. However, what's common amongst the best business in the world are the feelings associated with the service a person gets when engaging the company. That's the ultimate test!

## About Our Company:

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### Introducing Guy Dumas

Guy loves to work with people, the function (job) they occupy in an organization, the organization (business) itself and how the organization interacts with its transactional and contextual environment.

For over 26 years, Guy has been providing educational experiences (training, coaching and facilitating) for business and professional men and women throughout Canada and the United States. As a self - described life - long learner, Guy thoroughly enjoys learning about personal development, marketing, leadership, government, business and entrepreneurship.

As an Entrepreneurial Coach, Adult Educator, Public Speaker, Achievement Coach and Business Entrepreneur, Guy firmly believes in accessing "Inner Consciousness" first and then onto the "Outer World" of experiences, results and objects. He claims **"everything we experience in our outer world is a direct result of what we create in our inner world"**. Therefore, he concentrates on building the unique talent and resources that people have inside of them in order to create a wealthier, happier and more complete life.

## **PROJECT CAPABILITIES**

- Seminar and public speaking - ability to deliver provocative topics related to personal, professional and organizational development.
- One on One Achievement Coaching - ability to boost personal and professional capabilities using Neuro - Linguistic Programming (NLP), Emotional Freedom Technique (EFT), Attractor Field Technique (AFT), Hypnosis, Idenics, Belief Change Patterning and Customary Teachings.
- Entrepreneurial development - ability to create business development processes related to leadership, marketing, management and money systems.
- Business communication - ability to prepare persuasive written research reports, business plans, proposals, service plans, position contracts (job descriptions), operation manuals, terms of reference, policies and procedures, ad copy, and sales letters.
- Training design and delivery - ability to prepare unique learning designs and to lead structured or unstructured learning experiences with any size group.
- Adventure - based training - ability to prepare and implement individually designed experiential learning programs for team building, conflict resolution, problem solving and creativity.
- Business evaluation - ability to reveal business and organizational constraints and recommend a breakthrough strategy
- Researching - ability to find and/or source timely information (primary and secondary data) to explain or support an idea, need or demand (e.g.: discovery sessions, market research, feasibility study, etc.).
- Scenario planning - ability to lead exploration of future realities and create strategies in anticipation of those scenarios.

## **QUALIFICATIONS**

### **Bachelor of Business Administration (BBA)**

Algoma University College  
Sault Ste. Marie, Ontario

### **Level 2 Insurance Agent Status**

Advocis Ontario School  
Toronto, Ontario

### **Certified E-Myth Consultant**

E-Myth Worldwide  
Santa Rosa, CA

### **Certified Neuro-Linguistic Programming Practitioner**

NLP Comprehensive  
Boulder, CO

### **Certified Accounting and Computerized Accounting**

The College of Business Training  
Sault Ste. Marie, Ontario

### **Certified Developing Human Resources Specialist, 1989**

The Ontario Institute for Studies in Education (University  
of Toronto)  
Toronto, Ontario

### **Certified Trainer Facilitator, 1985**

New Careers of Manitoba  
Winnipeg, Manitoba

### **Certified Juvenile Counselor**

New Careers of Manitoba  
Winnipeg, Manitoba

### **Other Training Certificates:**

- Financial Analysis Certification (Royal Bank of Canada) - May 2007
- Therapeutic Crisis Intervention (TCI: Cornell University) - June, 2005
- Adventure Design and Programming (Project Adventure Inc.) - March, 2000
- Management Systems (Achieve 2000 Inc.) - January, 2000
- Dale Carnegie Course (Handley and Associates, Inc) - October, 1999

## Partial List of Clients and Projects Completed

- Missinippi Construction - Business plan
- Nikiway Health Centre - Self - Development Teaching Services
- Beausoleil First Nation - Ontario Works Service Plan
- Protoprise Inc. - Marketing Plan
- Ojibwear Inc. - Business Plan
- Axiom Tattoo Services - Business and Marketing Plan
- Saginaw Chippewa Tribal College - Seminar on Gratitude
- Little Spirit Bear - Business and Marketing Plan
- Shoal Lake First Nation - (4)Power vs. Force learning programs
- Toronto Aboriginal Caucus - (4)Organizational development and planning
- Saginaw Chippewa Tribe/Behavioral Health -(2)Personal development
- Wabaseemoong Independent Nation - Ontario Works Service Plan
- McGregor Logging - Business and Marketing Plan
- Nahmah Miigwan Services - (5) Personal, Professional and business development seminars
- Shoal Lake, Ochiichagwe' Babigo' Ining, N.W. Angle No.33 - Power vs. Force Seminars
- Waasa GiiWaamDaan (Youth Group Home) - Business concept, planning and marketing
- Farmland Professionals - Business coaching and marketing
- Chinit - Putz Hauling - Business and Marketing Plan
- Native Addictions Council of Manitoba - (9)Adventure - based Training
- 101 Gas Station and Trading Post - Business and Marketing Plan
- Hollow Water First Nation - Adventure - based business training
- Central Algoma Secondary School - Bullying and racism seminars
- Central Algoma Secondary School - Athletic students Adventures Training
- Anakwat Youth Adventures - Business and marketing plan
- Thessalon First Nation - (4)Adventure - based Training prgrams
- Jungle Survival Driver Training - Business Coaching
- Moose Family Centre 535 - Business and Marketing Plan
- Sagamok First Nation - ExperiEntrepreneur program/Business development
- Waubetek Business Development Corporation - ExperiEntrepreneur program
- Keweenaw Bay Ojibwa Community College - (2) ExperiEntrepreneur programs
- Missanabie Cree First Nation - (3)AGM Chairperson for Business Sections
- Algoma Youth Options - ExperiEntrepreneur/Business development
- Ziibiwing Cultural Society - Corporate Adventure Training/Team Building
- Keweenaw Bay Indian Tribe - Okima Driven Mastery program for managers
- Chappleau Cree First Nation - Residential School healing workshop(s)

- John Roswell, Mayor of the City of Sault Ste. Marie - Speaking Coach
- Garden River First Nation - Exploratory research and business plan
- Houde and Perreault Inc., Chapleau, Ontario - Business evaluation
- Aankwad Makwa Adventures Zone - Exploratory research and business plan
- Mathias Colomb First Nation - Proposal development and business plan
- BRIDGE Lottery College - Corporate Adventure-based Training
- Pennsylvania Lottery Corporation - Corporate Adventure-based Training
- Waabinong Head Start - Proposal development
- CASNP - Search Conference Facilitator
- Ontario Teachers Association - Business development workshops
- Over 100 other projects completed under Natural Systems: Organization Building Coaches with native and non-native businesses throughout Canada and the United States

# Notes