



FIVE WORSE TIME WASTERS:

There are five things that you can STOP doing that will give you more time to deal with important goals in your life.

1. BEATING YOUR SELF UP

What you did didn't work – or worse totally bombed. You feel bad, really bad, and all too often go into: I am no good; I am a total screw up; I am a failure; success is something other people have; I SHOULD have known better...and on and on.

Save a LOT of time and skip the time you spend in beating yourself up over something you did that didn't work. Modify the FIVE RIGHTS borrowed from the medical world. (They use these to assure the medication is correctly administered.) These 5 questions are helpful to assess what happened and how you can prevent it from happening again. The answers can make the issues that you will need to tap for very clear. Tapping suggestions at the end of the article.

The FIVE RIGHT questions:

- Right Person – Was I dealing with the right person(s)? Did I ask for help from the 'right' people? Was I the best person to do this or would someone else have been more effective for this particular task? After all, is it reasonable to expect that you are best at everything?
- Right Time – Was it the best time to offer/do/introduce this? What could be a good time? If there is to be a next time when would be most effective?
- Right Product – Did you use the right approach for your target audience? HOW you approach anyone can vary considerably for each person.
- Right Amount – Did you give them a compelling reason to deal with you? Was your goal for the interaction/activity practical? Was it meaningful to your audience? Was the cost to them (and to yourself) – in time, money or actions reasonable?
- Right Method – Did you follow your plan of action – or worse, did you fail to plan? Having YOUR clear goal in mind for any interaction always offers a better chance of success.

With these 5 rights in mind, what could you do next time to create a better outcome? What tappable issues come up as you answer these questions? Who can you ask to help you with it?

What set up statements can you create from the negative reactions to your supposed 'failure?' See suggested setups at the end of this article. If you want help with creating the 'words' try my favorite tapping hint site: http://howtotap.com/EFT_words.html



2. NOT FOCUSING ON ACTIVITIES BEST DONE BY 'YOU'

Stop trying to do all things yourself. Know what you are good at and delegate or hire out the rest. Why is it that we are often afraid to ask for help or to hire others to do things for us? Why do so many of us run a 'one man show?' Do we just not believe there is real meaning to the statement: No man is an Island.

3. TRYING TO BE ALL THINGS TO ALL PEOPLE

You will never be an expert on all issues. Decide on those issues that seem to resonate with you. Better to get known for doing one thing really, really well and develop people to referral for the issues you aren't as good at dealing with.

4. NOT RECOGNIZING WHAT YOU DON'T KNOW

Continue to invest in yourself and your on-going learning. Budget a percentage of your income for books and classes for your chosen area.

Don't be afraid to ask others for help. Others want to help you. When you ask them their ego gets involved in helping you succeed. I don't mean that you can waste their time. Be prepared. Do your homework as to the information you need. But, ASK. You'll be surprised at how accessible others can be.

Want to offer a service or develop a product? There was a cute movie about a robot. The robot's father told him the secret to success was: Find something people need and give it to them. He was right. Ask your target market what they want. Ask: What is your major interest and concern? What is most often on your mind? What keeps you up at night? What are the biggest challenges facing you today? What do you love about your work/life you wish you could do more of? Clarify your questions then call 10 people who know about what you want to do and ASK.

You can even [ask me](#). I am writing a book on Adapting Internet Marketing Techniques to EFT and other alternative therapies. What is your most burning question about operating on the internet?

5. STOP FIGHTING THE 'NEVERS'

We spend a great deal of time trying to:

1. Figure out the meaning of life
2. Trying to get it ALL done, and
3. Trying to find LASTING satisfaction.



Give it up. Accept that you'll **never figure out life**, you'll **never get it all done** and you'll **never find lasting satisfaction** – you will always have ups and downs and disappointments in life. Turn those 'nevers' into a POSITIVE outlook.

1. Life is a journey
2. The goal is to live as fully as we can as we go
3. Learning is a life time experience; there is always something else important to do or learn. We always seek what's around the next hill; we humans naturally seek the next challenge.

What negative feelings come up as you read this? Where do you feel that feeling in your body? The easiest 'setup' is to just use the physical manifestation of the emotion. Adapt the below:

Even though I have this sick, yukky feeling deep in the pit of my stomach and I want to throw up I deeply and completely accept myself.

Even though I failed miserably this time, I accept myself in all my imperfections.

Even though it did not turn out like I wanted it to – and I really, really wanted it to – I deeply and completely accept my disappointment.

Again, if you want help with the words as you tap go to: http://howtotap.com/EFT_words.html

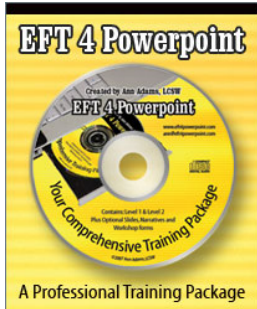
Best Wishes,
Ann Adams

Ann Adams was the director of the past EFT Master program and coordinator of the EFT Master Showcases and holds the current EFT Honors Certification. She is a social worker with a strong management and marketing component. Her goal is to develop quality products to help other EFTers expand their knowledge of EFT AND their EFT Business.

[EFT DVD of the Month Club](#), (a series of DVDs by the EFT Masters offering an inside look at how experts with years of experience use EFT with a wide variety of issues



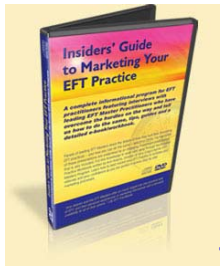
[Healing the Cycle of Addiction](#) (a mini graduate course on using EFT with any type addiction);



[EFT 4 PowerPoint](#) – THE standard in EFT training



[In Pursuit of Excellence](#) – Working with others is about more than just creating a setup and tapping. This DVD shares concepts and ideas necessary for successful EFT sessions that all EFTers can find useful.



[The Insider's Guide to Marketing Your EFT Practice](#) – full of practical suggestions for expanding your practice.



[How to Write Web Site Copy](#) to Increase Your Business – Did you know you have less than 7 seconds to keep someone on your web site. This DVD is packed full of the critical concepts that need to be in all effective copy.



Ann also teaches marketing classes. [Email her](#) if you would like one in your area:

From a student:

Ann, I loved your marketing workshop. I put some of your networking information to work on the plane on the way back to Edinburgh, and gained a new client - and plan to develop him into a source of referrals - we're off and running! Thanks and best wishes, Yvonne