

CHAPTER 18

ENERGY—FUEL FOR THE JOURNEY

*The greatest waste of energy in our world is not electricity or fuel.
The greatest energy shortage today is the unused
potential within the lives of people.*

—JOHN C. MAXWELL, FROM *THINK ON THESE THINGS*

Have you ever held a compass in your hand and wondered how this simple instrument, which has been such a useful tool for humanity for thousands of years, actually works?

I was in kindergarten when I was first handed one of these amazing contraptions. I remember walking around, staring in fascination as the needle changed direction. No matter which way I turned, working to outsmart it, the needle adjusted and managed to find true north. It was a thing of wonder. How did it know? What was this invisible force that caused the needle to move? Where did the force come from? If I went to the other side of the world, would it work the same way? I was intrigued by the fact that there are things in this world we cannot detect that have a tangible influence on the things we can see and experience.

My focus then turned to family, friends, work, and sports. It



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wasn't until years later that my curiosity piqued again. I was reading about Albert Einstein and how, in the first four years of his life, he never said a word; and he didn't learn to read until he was nine. Despite this, he ultimately became one of the world's most renowned scientists and made immense contributions to the areas of quantum mechanics, cosmology, and more—all because of a moment with a compass.

When Einstein was a child stuck in bed with sickness, his father gifted him a magnetic compass. Fascinated by it, Einstein would shake it so that the needle consistently pointed north. This inspired him to think about what could be behind the workings of the universe. He stated later in his *Autobiographical Notes* that this experience left an everlasting effect on him: "Something deeply hidden had to be behind things."

Though I wished I could have been as smart as Einstein, I was happy to settle for the fact we shared one common trait: curiosity. Quotes from Einstein and others were taped to my mirror. My favorite was, "There are only two ways to live your life. One is as though nothing is a miracle. The other is as though everything is a miracle."

It only made sense that when they offered a physics class at college I signed up. Later, enthralled by this thing called *energy*, when they asked me to work in the physics lab, the word "Yes!" jumped from my mouth. I was so excited I forgot to ask if they'd even pay me!

Quantum physics opened my eyes to new possibilities. My studies finally enabled me to understand that the invisible force that fascinated me from my childhood had different names—magnetic energy, thermal energy, kinetic energy, and more. Regardless of the form energy takes, it is pervasive and dynamic, influencing



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everything around it. The awareness of energy patterns present in our world and the vast array of opportunities it generates are evidenced by everything being alive with energy, nothing existing without it . . . not even you. Every one of us, from the smallest particles inside our cells to the cells themselves, is composed of energy, which I call God's energy.

Physics teaches that an atom is 99.99999 percent energy and .00001 percent physical substance, which means we are more nothing than something! It makes me wonder why people would fixate on the mere fraction of the physical world when our existence encompasses so much more.

You don't need to understand energy to know it exists. As you walk down the street in your neighborhood, countless energy waves—radio signals, TV signals, cell phone signals—surround you. You don't see them and yet when you receive a call on your cell phone, it is proof they are there. These signals may travel thousands of miles and turn a lifeless object into your personal communication device.

What is your choice of frequency you tune into as you drive around? Is it the sounds of SiriusXM radio? Or perhaps Spotify? You only hear the frequency you are attuned to. Have you ever stopped to consider the types of life frequencies you're tuned into?

Having learned that energy cannot be created or destroyed, only transferred or transformed, I began to ponder how it could exist within me, influencing not just myself but also those around me—my family, colleagues, or employees under my supervision. Knowing energy starts with self and radiates outward, I asked myself, *How is my energy being transferred to them? Can I control the energy I intend for them to receive from me?*



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THE MATCH GAME

You may have heard that opposites attract. That might be true in some relationships, but not when it comes to energy. “Like” energy attracts “like” energy.

Have you ever played the Match Game? Holding a standard deck of cards, you place all the cards face down and choose two cards. If the cards match, you keep them and score two points. If you choose two cards that do not match, you turn them back over and remember them for next time that card is needed to make a match.

The object of the game can be applied to energy in our lives. If you desire wealth but believe you don’t deserve it, no match! If you desire wealth and believe abundance and prosperity will come your way, match! You get to keep it. Positive energy will attract positive results—a match!

Playing the game with my granddaughter Marybella, I taught her that the energy you give out, you receive back. *For life is a mirror and gives back to us our own reflection.*

That is how you go about your entire day—playing the Match Game with your energy. No matter where you go or what you do, you are constantly sending and receiving energy. Signals that have a similar vibration are attracted to each other. Believe me, it is not chemistry, it is matching energy.

What energy are you sending out? Look around you and see what is in your life. That is the energy you are emanating because it’s what you are attracting.

In my studies I discovered that everything we do, whether it be the thoughts we have, the words we speak, or the tonality and body language we deliver those words with, can fit into three main categories of energy transfer: thoughts (cognitive energy); feelings (emotional energy); and words, tonality, and actions (physical or



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kinetic energy). The energy inherent in each of these can be transferred, unseen to the naked eye, and yet becomes concrete in experiential ways.

If you do not like what is showing on television, you pick up the remote and tap a button, sending an energetic signal changing the channel to what you like. You can even turn up the volume. It is the same with you, for if people like your energy they will tune into your frequency as much as possible. If the energy you are sending is offensive to them, they will tune you out and find someone else to follow. You can turn up your volume, amplifying your energy through passion, excitement, and enthusiasm.

Have you ever found yourself talking with someone who is moody and then you find yourself becoming irritable? That's their energy influencing you. Some people are so negative they are energy vampires. They suck the energy right out of you, leaving you tired and drained, while at your expense they leave feeling better.

This is why I say 80 percent of your success is related to the environment you place yourself in.

Just as germs are passed from one person to another, so is energy. The question is: Is yours worth catching?

PHASE ENTANGLEMENT

Have you ever heard the expression “Birds of a feather, flock together”? What this expression encapsulates, in a folksy way, is the timeless truth that *like attracts like*. People who put out a positive energy tend to find themselves surrounded by others who put out a similar energy. People who emanate a negative energy—always looking at the glass as half empty or never seeing the donut, only the hole—seem to find themselves accompanied by those who share a similar tendency for doom and gloom.



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Like a magnet, you, too, have a stickiness about you that allows whatever energy you are sending out to attract the same kind to stick to you.

This is why you don't get what you want, you get who you are.

When two particles come together, they take a portion of the other with them when they part ways. This is called Phase Entanglement. If you're not intentional about maintaining your own energy when interacting with someone else, you will unintentionally absorb theirs. Science continues in many ways to put new angles on the adage "You become like the people you hang out with"!

MANAGING YOUR ENERGY

Have you ever been told to manage your energy?

Typically, when we discuss managing something in our lives, we hear the phrase "manage your time." This well-meaning phrase is said by people who are concerned about using their time efficiently. Since you only have the same finite amount of time as everyone else—twenty-four hours per day—what if instead of managing time, you managed your energy, which is limitless, much like air?

Let's say you are home sick in bed. You still have the same amount of time, and efficiency won't help. The fact is without energy you cannot accomplish your work. Physical, mental, emotional, and spiritual energy are required to make it through your day.

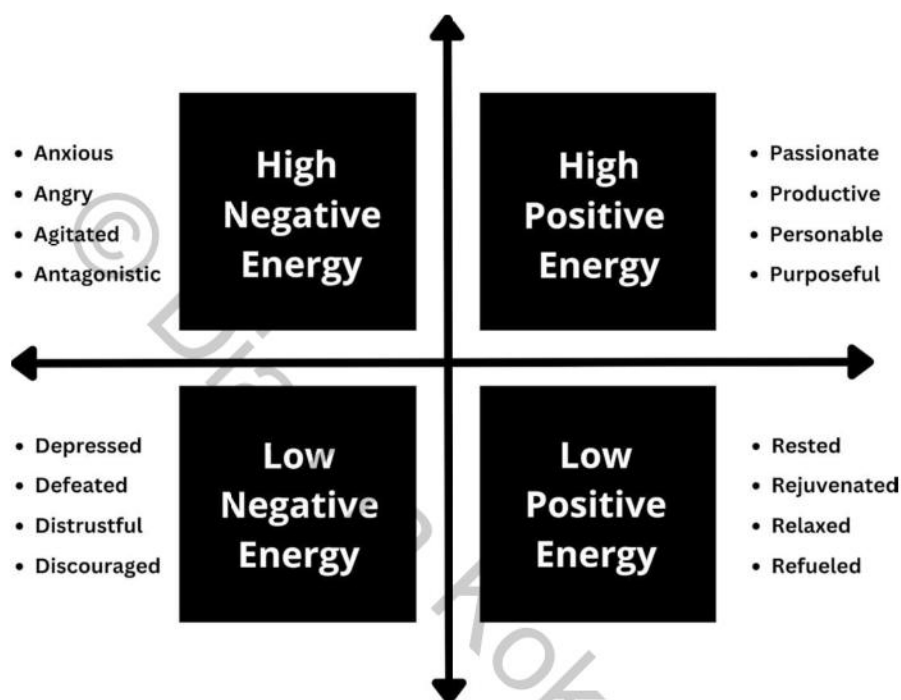
Have you ever experienced a moment where you were engrossed in a project and upon glancing at the clock, you were astounded by how quickly time had flown by? It felt as though you had only just begun. Conversely, when you are working on an unenjoyable project, time tends to drag on endlessly. It's not about time, it's about energy!



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ADJUSTING YOUR ENERGY QUADRANT

To help bring this point home, think of your energy in terms of four quadrants: High positive, Low positive, High negative, Low negative.



Energy Quadrant Model

Figure 24: The Energy Quadrant Model enables us to assess the current state of our energy levels, distinguishing between high or low positive energy and high or low negative energy.

You are always in a state of energy gravitating toward high or low, flowing from positive to negative. In which quadrant would you typically place yourself when observing your own behavior? Do you tend to have a positive or negative outlook, and do you typically experience high or low levels of energy?



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It's important to recognize that it is unrealistic to sustain a continuous state of high positivity such as perpetual excitement and joy. However, it is possible to shift between high and low positive states. Discovering efficient methods to restore and boost your energy levels can enable you to alternate between states of enthusiasm and serenity without succumbing to negativity. If you struggle to envision transitioning between positive highs and lows, consider the example of a professional speaker who keeps herself in a state of low positive energy until she steps on the stage, when she elevates her passion and excitement transferring her high positive energy to the audience.

Suppose, however, you hold pessimistic thoughts that have taken root as a core belief about your capabilities. What emotions do you experience? Fear? Despair? Hopelessness? Naturally your energy levels will be dissonant, frenzied, or perhaps even depleted. As a result, you feel unnoticed, maybe even invisible, making your influence minimal.

Energy has the power to radiate influence both in your personal sphere and beyond. When you emanate positive energy, it spreads to all circles of influence in your life impacting the success of your family as well as your workplace. Adding intentionality and expectations to your energy creates the ideal strategy to *becoming more*.

Have you ever considered the “energy card” you carry? Unlike your business card that you can hand out selectively, your “energy card” accompanies you, making a lasting impression on others.

NET FORWARD ENERGY RATIO

Imagine you're a pilot aiming to reach a certain destination. Just as an airplane needs sufficient thrust to overcome the drag of taking off as well as maintaining air speed during flight, your personal journey



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toward your goals requires a similar balance of energies.

The net forward energy ratio (NFER) refers to the productive energy (thrust) that propels you forward, fuels your confidence, and strengthens your belief in achieving your objectives. On the other hand, nonproductive energy (drag), such as distractions, lack of focus, self-doubt, or an excessive number of priorities, acts as a resistance to hold you back.

To determine your NFER, calculate the ratio between the positive productive energy divided by the negative nonproductive energy. It stands to reason that if 50 percent of your energy is spent doing productive activities and 50 percent is hindered by nonproductive tasks then your NFER would be 50 divided by 50 = 1—meaning you are standing still, no progress is being made.

Look at your schedule. How are you spending your time? Do you have activities that are productive? How many distractions are you allowing to get in your way? Figure the percentage of both. Even if you are 60 percent positive you are moving, yet very slowly.

This works for teams as well. You will need a minimum of 60 percent of your team with a “can-do” buy-in energy just to start to creep down the runway toward taking off. (60 divided by 40 = 1.5 NFER) Get to 80 percent buy-in and you have a NFER of 4 (80 divided by 20). With this you have taken off and are flying toward your goal. When everyone is on board, well, that calculation is infinity, and the sky’s the limit!

ENERGY IS A CHOICE

The energy you exude travels at the speed of light and is a product of your thoughts, emotions, words, and actions. Ultimately, like all things in life, it is a matter of choice. Applying these thoughts to this book’s established framework—negative energy is limiting while



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positive energy is liberating. Are you willing to deliberately choose to maintain a positive energy or shift from a negative to a positive one?

I challenge you to identify the activities that deplete your energy and stay clear of them, while also pinpointing those that boost your energy and prioritizing engagement with those.

Here are a few ways to elevate your energy. Choose one or more, practice them for one week, and observe how your energy is impacted:

- Stay in your gift and strength zone.
- Listen to uplifting music.
- Make time for religious or spiritual practices.
- Go on the liberating word diet described in chapter 13.
- Take part in hobbies or sports.
- Exercise regularly.
- Do breath work.
- Surround yourself with positive people.
- Make gratitude calls to five people per day telling them you are thankful for them being in your life.

If your energy is positive, then for heaven's sake don't change it!

In a perfect world, it would be wonderful if we could maintain positive energy forever; however, life is filled with trials and tribulations that are simply unavoidable. Have you ever found your energy plummeting? To bring your energy up to a positive level, it is crucial to intentionally take action and change the atmosphere.

Your beliefs and expectations help shape your reality, creating



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a self-fulfilling prophecy. For instance: If you frequently think and speak about not having enough money, constantly worrying, and complaining about it, your energy will align. Even if you consciously desire financial abundance, your subconscious mind may unknowingly set in motion a plan that perpetuates your current state of financial lack.

Our existence is characterized by limitless possibilities, and modifications in our energy can yield different results, as supported by the principles of *chaos theory* in physics, which focuses on underlying patterns in areas that were once thought to be random. The theory, for instance, explores how a seemingly insignificant event such as a butterfly flapping its wings in South Africa can trigger a hurricane in Florida. Tying this to our journey to becoming more, small changes in your thoughts can influence your beliefs, emotions, and words, all of which have the power to transform energy, and ultimately lead to altered results.

Change can happen by changing the energy you broadcast.

Change the radio station—change the music.

Change your thoughts—change your emotions.

Change your words—change your direction.

Change your actions—change your results.

Change your energy—change your life!

ELEVATE YOUR ENERGY

Energy is one of the primary powers propelling you to become the hero of your own life. It's so fundamental to your achievements that there are numerous tangible forms of energy that can aid you every day. Each has the capacity to fill you with positive dynamism and ultimately steer you toward success. The following four types



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encompassed within God's energy can catapult you to unprecedented heights as you apply them to your life.

1. Energy of Intention and Purpose

Do you know if you're living your purpose? Some people believe pursuing their purpose leads to fulfillment, not achievement. When you are intentional about living your purpose, passionate energy shows up, allowing you to have the best of both worlds: achievement with fulfillment.

The distinction between being *off* purpose and *on* purpose is vital to recognize. Being off purpose is like playing Whac-a-Mole, where the moles continuously pop up and down as you attempt to hit one with a hammer before the next one appears. When you are on purpose, however, it is like continuously hitting a nail until it is firmly pounded and holds in place.

If you find yourself grinding it out day after day without a clear purpose, unaware of why you are doing it, the grind is likely to burn you out. You may encounter obstacles that knock you off course. Understanding the reasons behind your actions will provide you strength to persevere in the face of adversity.

2. Energy of Confidence

My friend Greg Smith once asked me, "What do you think is the most beautiful feature of a person?" At first, I thought of their smile or eyes. When he said, "Confidence," I realized he was correct. Self-confidence is a magnetic energy that sometimes can evade us. We can have great confidence around one thing and feel massive self-doubt in another.

Maybe that doubt comes from others placing labels of negative words, from unfair treatment, or from belittling that has diminished



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your confidence. It's essential to remember that others cannot dictate who you are or who you will become. God doesn't create junk or anything insignificant; therefore, as I've emphasized in previous chapters, you are a *masterpiece*, one of a kind. If you are going to be successful in creating the life of your dreams, you have to believe you have what it takes to pull it off.

You've already learned how to change your thoughts, so now you can work on positive thoughts about yourself and watch your energy of confidence rise high. It's about valuing yourself and seeing your own potential—and believe me, you are full of potential!

The energy of confidence arises from taking responsibility for your thoughts, emotions, and behaviors. However, this powerful energy dwindles when you start comparing yourself to others. Comparison is generally based on exterior factors, not knowing how others feel or what they are thinking internally. Authentic confidence enables you to uplift and encourage others through complimenting and speaking greatness into them.

3. Energy of Gratitude and Generosity

Research utilizing brain scans demonstrates that when a person is grateful, the regions of the brain associated with logic, creativity, and intuition, as well as joy and happiness, increase in activity. Gratitude also boosts serotonin and activates dopamine—which, as you probably remember, are both responsible for happy feelings.

Expressing gratitude for what we have, regardless of how little it may be, has a way of generating more things to be grateful for. Conversely, when we dwell on and complain about the things we don't have, we tend to notice more things we lack, and so we never have enough.

Many don't realize all the wonderful things to be grateful for in their life because their attention is focused on their troubles. This is



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illustrated by the well-known anecdote often referred to as the “black dot story.” The author remains anonymous, yet it has resonated and struck a chord in the popular mind.

One day, a professor entered his classroom and announced a surprise test. The students waited anxiously for the exam to begin. Each person received a piece of paper face down on their desk. They were told, “Turn the paper over and let the test begin.”

To everyone’s surprise, there were no questions—just a black dot in the center of the paper. The professor, seeing the expression on everyone’s faces, told them:

“I want you to write about what you see.”

The students, a little confused, got started on the task. At the end of the class, the professor took all the exams and started reading each one aloud in front of the students.

After all had been read, the classroom was silent. The professor explained: “I’m not going to grade you on this; I just wanted to give you something to think about. No one wrote about the white part of the paper. Everyone focused on the black dot—and the same thing happens in our lives. Some insist on focusing only on the health issues that bother them, the lack of money, the complicated relationship with a family member, the disappointment with a friend. All these dark spots are very small when compared to everything we have in our lives. Therefore, don’t allow them to pollute your minds.

“Take your eyes away from the black dot,” he continued. “Enjoy your blessings that encompass each moment life gives you. Gratitude brings joy and a life filled with love!”

Gratitude can also lead to generosity. You could say gratitude and generosity are a two-for-one energy package. In my experience everyone who practices gratitude feels passionate about giving to others, whether it is their time, knowledge, experience, or resources.



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4. Energy of Being in the Present Moment

Do you know someone that seems to be “stuck in the past,” constantly reliving old negative memories? What they may not realize is that by leaving the past behind, they can also leave behind the old energy that no longer serves them. Likewise, we may be trapped in the future, consumed by anxiety or worry. Both are giving away today’s joy for yesterday’s pain or tomorrow’s uncertainty. The present is where the real power lies; dwelling in the past offers no solutions, while fixating on the future provides no certainty. After all, we only have twenty-four hours each day, and once the time is gone, we can never get it back. So use the past for reflection and the future for goal setting, but live in the present moment to empower yourself with great energy.

To underscore the point, remember that change can only happen in the present. You may speak about altering something, yet effective change only comes from taking action in the here and now. It’s not a matter of saying “I’ll change tomorrow,” and waking up the next morning transformed. Focus, intention, and action—in other words, being present—create a magical energy that yields significantly better results.

What is more, it’s so important to be *truly* present. Have you ever found yourself desiring someone’s undivided attention, sensing they were distracted, not fully present, not listening completely? Did they honestly believe they could do two things at once? Research has confirmed that multitasking is a mirage and divides the brain’s attention, causing individuals to switch between tasks rather than performing them simultaneously. As a result, they missed important portions of what was said, so it is crucial for us to give our undivided attention to the person who requires it. Remember: where attention goes, energy flows.



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MAKE A POSITIVE COMMITMENT

Are you ready to commit to growing in purpose, confidence, gratitude, generosity, and presence? Don't wait a moment longer, for the commitment you make today will start a chain reaction of favorable energy.

Filled with a sense of curiosity about how to help others attain optimal energy, I embarked on a personal research study. By questioning hundreds of individuals, I sought to determine which energies they believed were sabotaging their success, as well as those that, if adopted and integrated into their lives, would help them overcome hurdles and attain new heights. Their top ten answers (not in order of most to least) yielded the following:

LIMITING VS. LIBERATING ENERGY

Limiting Energy	Liberating Energy
Fearful	Joyful
Worried	Grateful
Nervous	Confident
Depressed	Passionate
Dissatisfaction	Approval
Anxious	Intentional
Stress	Responsibility
Complaining	Optimistic
Irritated	Resilient
Self-doubt	Creativity



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When you honor yourself and others, you increase your energy. Every thought, feeling, and action becomes part of the energetic bank account you are constantly investing in. Liberating energies are deposits, while limiting energies restrict you and are like a withdrawal. Which energies are more prevalent in your life—deposits or withdrawals? If you had an energetic bank account, would it be plentiful or overdrawn?

The right energy empowers the transformation from a dreamer to a doer, a pretender to a performer. You hold the capacity for liberating energy, which is essential for meaningful achievement. By nurturing and maintaining this energy, you can shape a fresh narrative and craft a new story for your life.

Remember, you attract who you are—not what you desire.

