

## **Keith's Story, An Inspirational Future-basing® Tale**

Not long ago, I received a voicemail message on my mobile telephone, which went something like this:

"Hello Bill. I don't know if you remember me, it's Keith. About three or four years ago, you did some personal coaching with me when I was a Visitor Centre Manager, and you got me to imagine the kind of future I wanted using your Future-basing® technique.

I was arriving home on my motorbike a couple of weeks ago, and it suddenly dawned on me that everything - absolutely everything - that I had put in my plan has come true! Not only has it come true, but it's all happened a couple of years earlier than I imagined. I just really wanted to let you know and to say thank you. My life is so good right now I can't believe it!"

We spoke on the telephone a few days later when Keith told me his news in more detail. I asked if he would kindly send me a very brief note of the things he had envisioned so that I might include them in this book. He did more than that, and with Keith's permission I reproduce here his (almost) unedited account.

### **Keith's Story**

"I met Bill when I attended a three day residential training course. Bill was the course presenter. I immediately took to him. He had a quiet confidence, and an air of self-belief. He was an excellent presenter and consequently made the course one of the most interesting I have attended.

I was very keen to adapt my management and life styles to incorporate what I had learnt. I did not have to make big changes in the way I worked. A simple addition here and there and the revision of some old practises was enough to make marked changes in the way people responded to me. I also found that this knowledge was extremely useful in my private life.

On the course Bill had said that he also held one to one sessions with people who felt they needed it. At the time we met, I was in a bad way personally. My job of one year was unbelievably stressful. My relationship with my manager seemed irrevocably damaged; I was informed that I had made a local girl, for whom I had had no emotional attachment, pregnant, and I had no friends or family that I could talk with.

I felt wretched. So I contacted Bill and arranged for a one-to-one.

### **The meeting**

In the weeks leading up to the meeting I fantasised about Bill sorting out all my woes and problems. I was in such a state that I actually believed Bill could sort me out in one afternoon and that by tea time I would be laughing again. Bill arrived and we set about the task in hand. He first asked me what I wanted to do with my life. This threw me slightly, but I had a standard response for this question. "I don't know what I want" (and never have), "but I can tell you all about what I do not want" I said.

For ten minutes Bill listened intently to my ramblings, "I don't want to be like my dad, I do not want to be riding a bike when I'm 80 because I'm too poor to own a car. I don't want this, I don't want that blah blah blah".

"Ok" Bill said, understandingly. He paused, deep in thought for a moment. Then he said we were going to do some Future-basing®. My heart sank. I thought to my self, Bill had been here almost an hour and we were now talking mumbo jumbo Future-basing®. Why couldn't we just get on with it? When was I going to be saved? My doubts were growing. "He can't save me, this is a waste of time!" I thought.

"Where do you see yourself in five years time?" he asked confidently with a rye smile. Five years?! I was so low I could not even see into next week.

Bill rephrased the question, "Look at yourself five years from now, what do you see around you? Where are you living? What do you possess? How do you feel?" I explained that the way I feel right now I couldn't even contemplate an answer to that question. "All right" he said "what would you like to own? How would you like to feel? Where would you like to live? What do you want to be doing?"...

I was sinking even lower my priority was not for five years time it was for now. RIGHT NOW!

However, I was here now and I might as well answer the questions. So for 20 minutes we put down on a single sheet of lined paper my future aspirations. I remember feeling more and more choked. It dawned on me that this was as much immediate help as I was going to get.

This was reflected in my responses, I held back nothing. Everything I put down I really did want but I knew that it was not possible, never, not in my wildest dreams, could this stuff happen!

It did not matter, my focus was on the now I frankly did not care what was going to happen in five years I wanted to sort out NOW, the present.

I put down that I wanted to have or be near completion of a degree full time not part time. I wanted a big house; at least 5 bedrooms. I wanted to be happy in good physical shape and have no money worries. I wanted the pregnancy thing to be sorted out or go away. I wanted a new car, a new motorbike, and for good measure I wanted to live by the sea.

All this at the same time as going to University full time? IMPOSSIBLE, NOT GOING TO HAPPEN, MUMBO JUMBO, PIE-IN-THE-SKY NONSENSE!!!

When this was complete Bill said, "keep this but only for reference, you won't need to read it daily or any thing". "Don't worry too much if you don't remember or look after it." "Yeah, right," I thought.

Just before Bill left he said to me "if you concentrate long enough on something, you will get closer to it". "What do you mean?" I asked depressingly. "What you want to do in life". "You said, you did not know what you want, just what you don't want". "If you concentrate on what you don't want for too long you will quite naturally end up being like it". Try to think about some of the things you DO want. It will work, and quite quickly too".

## **Disbelief**

Bill left and all I wanted to do was bash my head on the nearest wall.

I submerged my self in the nearest cup of tea and stayed there for about a week. When I eventually surfaced, I thought to my self that I had been really hard on Bill. What could he do? Magic away the pregnancy? Give me a new job? Change my boss?. The only person that could have done what I hoped Bill was going to, do was Mr Rollover-Jackpot.

I thought about what Bill had said. He told me to change my focus to what I DO want. As I pondered, I thought that was actually quite simple, and probably good advice. So I decided to give it a try.

Very soon I found myself doing an access course to get into university, but still I did not believe for one minute that I could ever afford to give up my job and go do it full time. But I was being positive. As for the rest of it, all that Future-basing mumbo jumbo, I just forgot all about it.

## The Outcome

So I am returning home to my 7-bedroomed house by the sea on my shiny new motor bike. As I pull up to my drive I pass my new car. I'm feeling a bit achy from the lunch time session at the gym but it doesn't matter, I'm in good shape I am happy and I have no money worries. Life surely doesn't get better than this. Hell, I don't even have a proper job; I'm a student and I feel like a king!

Suddenly I feel cold, sick, sweaty, the hairs on the back of my neck are sticking up, what's going on? ... it hits me, FUTURE-BASING... "wow it worked... holy \*\*\*\* it worked, every thing, .. every thing I put down, it worked, it \*\*\*\*\* well worked, no way, that's impossible!" I ran inside to try to find the original document. Hell, I lost that the day after Bill and I did it, but it doesn't matter, because I remember what I put down, and its all happened, every single bit of it!

After I calmed down, I set about finding Bill's number. I had to tell him it worked, I had to thank him. Thank him? I could have kissed his feet. It took a while to get hold of Bill but it was wonderful to speak to him again.

Bill was not surprised it had worked after all he always said it would. But me, well I was absolutely astonished, and I still find it unbelievable. Every thing absolutely every thing I put down has happened and it has happened in three and a half years not five!

Bill has asked me to write a few words about how Future-basing<sup>®</sup> worked for me and how it changed things. It's a difficult task because of the very nature of the way it worked. For me it was more of a subconscious change, it happened without me knowing, as Bill said it could. So there was no apparent direct action, there was no plan of attack, no conscious route to follow, it just happened.

This is a chronological account of how things changed, but bear in mind none of it was consciously planned.

I finished my access course, and signed up for university. My relationship with my boss deteriorated even further. I had to do something, so I thought I would attend a few lectures with out making any decisions about how, what, where, or when, I could go full time.

I had a certain amount of autonomy at work and I was able to slip out for some lectures. It soon became apparent that I could attend all of my lectures in the evenings even though it was a full time course. It became surprisingly easy to complete the first academic year and stay at work. I was now one third of a year through my degree.

I still did not know what was going to happen, still had no plan. I then bought a 5 bedroom house in a not so nice part of London (it was very cheap, a nice house, not nice area). The pregnant lady moved in with her 2 children and rented 2 rooms off me, I then let 2 other rooms to students.

Before I knew it, my mortgage was being paid for. I could give up work and do the rest of my degree full time. It happened by accident but it was there the opportunity had arisen.

I jumped at the chance and gave up work. It was just as well - my luck was running out. I would not have been able to complete the second year with as much ease as I did the first. It was unbelievably liberating, and unbelievably scary. But now I had a new future.

With the student loans and the rental income I could survive quite happily. In fact I was able to save my student loan so I decided to buy some shares. I did so well on the shares that within a year I had enough profit for a deposit on a car. I sold the shares and bought a new car. Never in my 32 years had I, or could I afford a new car.

After completing my second year I had to do a year's placement in industry. I got a placement working for the University. So now I was earning an income as well. Not a very large income but enough to make a difference.

I became good friends with the pregnant lady and we enjoyed a few days out to the coast. Whilst there on one occasion, I took the opportunity to look in a few estate agents windows and was very pleasantly surprised by what I found. I could sell my poorly located London home, and for the same price get an even bigger house, with a garden, sea views, and a better location on the coast.

It also transpired that there is a large student population and getting new tenants would not be a problem. I told my tenants of my intention to move and they said great, can we come? That was it, I was moving to the coast. The only possible down side was travelling the 64 miles to work.

We all moved to the coast and I started to commute daily to my placement. As my placement drew to an end the University asked me to stay on and work with them full time.

They would pay for me to finish my degree part time. Excellent, I get to earn cash, I gain invaluable experience, I get time off to study, and I work in, and support the very department where I am studying for my degree. Unbelievable! Things just seemed to be building on each other.

Due to the distance to work I felt I had to buy a motorbike to get through the rush hour traffic. As I love motorbikes that was no real sacrifice.

I have an excellent relationship with the pregnant lady and her children. We live separate lives but are very close friends. And that's about it, right up to date. People regularly tell me they could not live with so many lodgers and that they would not travel that far to work. I would say only this, most things have a price and if that's the only price I have to pay then for me its excellent value for money.

Life is good, very good. I have now completed my next Future-basing®. I have been even more adventurous with the confidence of a current 100% success rate. The hard part is to not get too scientific, too righteous about it. Just repeat what I did before.

The mapped out sheet did not become my bible. I did not refer to it regularly in fact not ever. It was not an all-consuming plan to which I paid daily homage. I did not have to repeat a million times a day "I will be successful." I just wrote it down and got on with my life.

Thanks Bill."

**Bill Phillips**

Team Management Specialist & Coach

Bitner Phillips Partnership Ltd

Tel: +353 (0)83 462 0439

E: bill@bitnerphillips.com

www.bitnerphillips.com

