



# FULFILLING YOUR DREAMS

The Book of Versus

*By: Frank Blas, Jr.*

*This book is dedicated to sixteen very special people in my life.*

*To my father, former Lieutenant Governor of Guam Frank F. Blas, Sr., to my dear departed friend, retired Guam Police Captain Eric D. Fisher, to my lovely wife and passionate educator, Mrs. Tillie R. Blas, and to my wonderful grandchildren, Brianna, Bianca, Brandi, Francesca, Edward, Bailee, Sierra, Sammy, Malia, Robert, Matthew, Regina, and my little rascal, Mason.*

*Dad, thank you for seeing my potential and guiding me throughout all my endeavors.*

*Eric, thank you for joining me in the business and showing me the value of persistence.*

*My wife, thank you for your patience and support for everything I've done and with everything I do.*

*My grandchildren, you are my WHY! Thank you for bringing joy and purpose into my life every day.*



Why this book?

Because it's short, to the point, and motivational.

I didn't want to write a book that took multiple chapters to discuss why you haven't been able to gain traction on your journey to achieving your goals. I wanted to bring up a concern, raise some points to help you relate to it, provide solutions, and move to the next one. To drive the point home, I felt that being real and personal was necessary so you can feel the embarrassment, the pain, and the anger for not doing what is necessary to fulfilling your dreams. I also wanted you to realize the urgency in the matter because the quicker you accomplish each task, the faster you recover from each failed attempt and press forward, and the earliest you reach the pinnacle of your journey, the more time you'll have to enjoy your accomplishment.

This book is about you and all the excuses you've used to convince yourself that fulfilling your dreams is impossible.

So if you want a gut check, and if you want to believe again that you can fulfill your dreams, then this book is for you.

That's why!



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## WHAT ARE YOUR DREAMS?

Have you ever had a dream of doing something different with your life, or doing something different for your life? Have you ever dreamed of the day that you can wake up in the morning and not have worry about getting to work on time, about having enough to pay the bills, or about wondering whether you'll have enough to take that vacation of a lifetime? Have you ever dreamt of the day that you can fully devote your time to your family? Have you ever wondered if, in fact, the grass is greener on the other side? If you're like me, you answered yes to every question. But for some of you, they're nothing but dreams (literally) – ideas that you've already relegated as fantasies and convinced yourself that they were impossible to achieve and a waste of your time.

Different dictionaries give the definition of a dream as something that you have wanted very much to do, be, or have for a period of time. Some further define a dream as a strongly desired goal or purpose. No matter which definition you relate to best, a dream is something everyone has but very few make a reality. And that's interesting because in every definition that I found, not one contained the words impossible, unachievable, or not worth pursuing.

Dreams have built the world we live in today. Good or bad, can you imagine what life would be like if we never had people who believed in their dreams? What would our world be without Christopher Columbus, Abraham Lincoln, Thomas Edison, Martin Luther King, Michael Jordan, the Wright Brothers, or even Henry Ford? Each of them had a dream – an idea that, at first glance, those close to them firmly believed that they were wasting their time. Look around the space that you're in. Almost everything that was made and bought was spawned from an idea – a dream, from someone who didn't think it was impossible and not worth pursuing. So if you're surrounded by dreams that have been fulfilled, what makes your dream any less?

Studies have shown that dreams are manifested by life experiences and observations. Dreams are the mind's way of processing the information you gather and presents them in the form of subconscious stories and images that are influenced by your desires or fears. Now while most studies about dreams are done in the context of what occurs when a person is asleep, the dreams that I refer to are the ones that occur consciously and are manifestations of your deepest and truest desires. Furthermore, as most individuals can't remember the majority of the dreams they have when asleep, the dreams I refer to are those like the color of the car you want to own, the size of the house you want to build, or the amount you want to contribute to your favorite charitable organization.

This book is written to provide you suggestions on how to deal with the negativity you're probably going to encounter, or have encountered already, in working towards fulfilling your dreams. These suggestions are provided not just based on personal experience, but on observations and conversations I've had with different people for different reasons.

I'm not a scientist, a researcher, or a counselor, and most of what you're about to read will not be based on data or any formal study. I will, however, provide you personal experiences that will very likely mirror what you've gone through at some point in your life. And if you haven't experienced it yet, here's your opportunity to learn about it and receive valuable pointers on how and why you should overcome it.

What are your dreams?

## Your WHY

Several years ago while attending a presentation on a business opportunity that peaked my interest, the person that invited me to the event came up and asked, “Frank, what is your WHY?” Believing I knew what the question was, I answered, “Because you asked me to show up.” Man, was I totally wrong!

After giving my totally erroneous answer, my forgiving comrade again asked, “What is your WHY, meaning What Hurts You? What motivates you to passionately pursue your best life?” I then looked at my friend and politely asked, “Why?”

If you sit back and think about the dreams you want to fulfill, you'll find that your WHY plays a major role in the equation. Your desire for a 4,000 square foot home is probably because the house you have now cannot accommodate your growing family. Your dream to go on that three month family vacation is because you're finding it difficult to even treat your kids to the movies. Your wish to retire comfortably and soon is because you're currently working long hours and fear that your retirement pension won't be able to cover your basic needs.

One of the greatest motivators to help you fulfill your dreams will be the truthful answers (to yourself) about your WHY.

I put the words "to yourself" in parenthesis for a very specific reason. Some people aren't comfortable with openly expressing themselves. To be truthful with your answer, I don't want you to be intimidated or embarrassed with the thought that you would have to tell anyone. While later in time you may see the need or desire to share that information with someone (which could actually be a benefit to you), right now I'd like you to dig deep down and pull that reason - that WHY - out from under that pile of doubt, fear, and rejection that you've received over time and start to pursue a better life than what you have today.

Defining your WHY is undoubtedly the most important question that you'll need to answer, because it is that answer – that reason – that will push you during those times you feel like giving up on your dreams.

What should your WHY be? It should be that promise you made to your spouse, that commitment you gave to your children, that resolution you vowed to do, or that wrong that you need to make right. It should be something that eats at you everyday and bothers you when you try to sleep. Your WHY should be something that will keep you going, that tells you that if “Plan A” doesn't work, there are 25 other letters in the alphabet, and reminds you that no one else can accomplish what you set out to do.

If you think that you don't have a WHY, or if you still don't know what your WHY is, get off your high horse, drop your defenses, and go to that inner space that you permit no one to enter for any reason whatsoever. I'm not gonna ask you to allow me or anyone to enter, however what I want you to do is to go in there, find that pain or embarrassment that you've hid for some time, and commit that you'll do everything you can to relieve yourself of that memory.

The reason I know you have a WHY? Because we're all human, and there is still nobody that's perfect.

## WHAT'S STOPPING YOU?

Before you go on to read this section, I'm going to warn you and ask that you do so with one caveat. The warning is you're either going to be embarrassed or offended. The caveat is that you take it personally.

Now I'm sure that when my editing team reads this, they'll create new four-letter words to accentuate their anger and amazement with what I have to write. You see, if I'm not going to be brutally honest about what's stopping you from fulfilling your dreams, what reason will you have to get off your butt and prove to me that you can and will do it?

Take what you're about to read personal, just like the ridicule and disbelief that people who are seemingly close to you have expressed when you've tried to talk to them about your dream. Recognize and acknowledge that your universe has its share of nay sayers, and find a way to harness the negative energy you receive and use it as a source to push you forward.

A few years ago, a close friend and business partner received his new car bonus after being in business for less than 11 days. The day he picked up his vehicle at the dealership, he bought three dozen roses and delivered one flower to every person who said “No” to him or otherwise brushed him off when he wanted to share his excitement. When I asked him why he was giving out the roses, he said because it was their negativity that drove him to prove them wrong. He said that although it seemed cynical, he was actually thanking them for providing the “encouragement” to continue to pursue his dream.

Unfortunately, my dear friend has since passed away. However, his experience has helped me to validate that despite the obstacles, dreams are well worth pursuing. Rest in peace Eric.

So, what's stopping you from fulfilling your dreams? To answer the question, some of you will blame other people. Some will blame their circumstances (no time, too much to do already, too many kids). Some will even go as far as blaming the system (The government won't help me). And while you think that you just can't quite put a finger on it, do me a favor, place your pointer finger on the tip of your nose and look in the mirror.

That what is YOU!

Don't blame anyone or anything for your failure to fulfill your dream. Take responsibility for what happens in your life, own up to it, and do something about it.

Confucius, a great Chinese teacher, once said, "Those who say they can and those who say they can't are both usually right." In this proverb, what I understand him to be saying is that you are what you believe to be. If you're lazy, if you're a procrastinator, if you don't believe in yourself, or if you think that you can never do what's right, then you are lazy, you are a procrastinator, you don't believe in yourself, and you'll never do anything right. Knowing this about yourself, would you follow you? No matter what anyone ever tells you - no matter what I even tell you, nothing anyone says or does will help unless YOU make the change.

Ready for that change? Are you ready to start fulfilling your dreams? If so, understand that there are going to be some ups and downs. Know that there will be times that you're going to doubt yourself and question whether you'll ever be able to reach your goals. When this happens, recognize what's happening, and then reach into yourself for the strength and determination you'll need to get past it and forge ahead.

Why haven't you begun to fulfill your dreams?



## **THE VERSUS OF FULFILLING YOUR DREAMS**

No, there's no misspelling here. What follows is a list of considerations that can help guide you to fulfilling your dreams. The use of the word "versus" was a perfect play to help distinguish the differences in the considerations. You may find yourself laughing at some of the reasonings because you'll probably sense that I'm writing about you. If that's the case, don't deny it or start making excuses for why you were doing it. Acknowledge it, learn from it, resolve to be a better person as a result of it, and move forward.

## **I CAN vs I CANT**

Remember my earlier reference to a saying from Confucius? Well before you work towards fulfilling your dreams, you have to decide if you can or cannot do it. Confidence in yourself plays a major role in the success or failure of any endeavor you embark on.

As a business consultant, I often tell managers that if you want to be respected and trusted by those you work with, one of the traits you have to exude is the confidence in your ability to lead. Subordinates won't be comfortable with or respect a leader that lacks the confidence in what they do. Leaders will cast blame on subordinates for faltering production, morale will wane, profits will diminish and the business will ultimately fail.

Being realistic about whether or not your dream can truly be achieved is another factor you have to consider. While it is not my intent to discourage you from dreaming big, you need to be real with yourself on what is really possible. Can you obtain the resources needed to work on your dream? Has anyone ever been able to obtain or attain the dream that you want so at least you'll have some assurance that it is attainable? Will you have enough time to fulfill your dream? Questions to consider when assessing your reality.

Finding what you just read a little confusing? GOOD! That's exactly the state I want you to be in.

You see, because as you were mentally digesting what I meant by considering what was really possible, you were probably thinking about all the internal and external obstacles that currently exist around you that could prevent you from fulfilling your dream. Believe me, it's those obstacles that will lead you to convincing yourself that you can't.

If you really want to fulfill your dreams, don't let your current circumstances determine what you can and cannot do. Don't let the voices of others dictate what you can and cannot achieve. Don't be discouraged by the nay-sayers and the doubters who say that you don't have the ability to do greater things.

THEY'RE NOT YOU AND ITS NOT THEIR DREAM!

ITS YOUR DREAM - IT'S YOUR ACHIEVEMENT, AND YOU'RE GOING TO GET IT!

Now say it, "I CAN!"

## **FEAR vs COURAGE**

One of the reasons why people fail in fulfilling their dreams is fearing what could possibly happen. They fear that things may not work out. They fear of what others may think. They fear that if they fall, they may not have the strength to get back up. They fear that they're going to fail.

Are these fears legitimate? Yes they are. Is there a way to overcome them? Yes there is. It's called courage.

Courage exists in knowing that despite the obstacles and rejections, you are determined to fulfill your dream. Courage is taking the lessons learned from different experiences and using them to forge your path to success. Courage is recognizing what needs to be done to attain your dream and making the committed effort to accomplish those tasks. Courage is working that extra hour, reading that extra book, meeting that extra person to gain the knowledge and experience to overcome any obstacle that comes before you.

Recognize and acknowledge that in everything you do, the possibility of failure always exists. It's what you do in the face of fear that determines your fate.

Do you remember the time you were first learning how to ride a bike? Do you remember the fears associated with that experience? You were probably leery about getting on at first because despite all the assurances, you knew that you were going to fall. Yet despite that inevitable fact, you got on and tried, and tried, and tried. Eventually, you succeeded. First, it was fear, and then it was courage.

So get on that bike and go get your dream!

## **REALITY vs POTENTIAL**

As I eluded to earlier in this book, individuals sometime let the realities of their current life dictate what they think can be achievable in their dreams. They are led to believe that their vision can only go as far as their eyes can see. If that were the case, Christopher Columbus would have never discovered America.

What influences reality? For most people, it's the neighborhood they live in and the people they surround themselves with. If you live in a rundown neighborhood and believe that a nicer, more accommodating home is only for the rich, then go make that money. If the people that you associate with are content with their lives and you know that your life can be much better, then make new friends. If it sounds relatively simple, it's because it is!

Your reality, meaning your current job, your current strained relationship, your current living condition, your current associates, your current everything, should not influence the potential that you have. In fact, use it as a spark to shoot for your dream. Think about it, you're probably at the lowest point of your life right now, so anything positive that you do will result in a better life.

In one of the most famous speeches ever made, Dr. Martin Luther King, Jr. spoke about a dream that he had of a nation much better than the one he was living in. He dreamt of a nation where segregation was frowned upon, where all races lived in harmony, and where people were not judged by the color of their skin but by the content of their character.

Despite the realities that Dr. King and his contemporaries had to endure at that time, and despite the negativism and ridicule he was subjected to, he dared to venture outside of his enclosed world and share the potential he believed could exist.

Now your dream may not be as grand and as worldview changing as Dr. King's was, however you have to agree that the obstacles that you'll confront in working towards your dream pale in comparison to what he had to contend with.

## **GUESSING vs KNOWING**

When taking a test, are the chances for a high score better if you just guess at the answers or if you studied before the exam? Obviously, the answer is if you studied. If that is so, then why would anyone want to pursue a dream without taking the time to gather and digest information on how to best achieve it?

As idiotic as it may seem, I've come across individuals who claim to be pursuing their dream but don't know where they're at in their pursuit. Some of them didn't even know if they've started!

Guessing where you're at versus knowing what it would take to fulfill your dream will help to alleviate the stress of knowing what to do when faced with a challenge.

The journey to fulfill your dreams is going to be riddled with detours, road blocks, speed bumps, and congestions. I say this not to discourage you, but to provide you with advance notice so you can prepare for them.

Before the days of TomTom and Garmin, preparing for a road trip required a study of maps and travel guides. My practice was to write down the route I intended to take and the addresses of places I may need to visit along the way. This reduced my chances of getting lost and made having to take the trip more enjoyable. If for some unforeseeable circumstance I was forced to change my route, I would simply pull off the road and pull out my map and guide to plot a different course to the same destination.

Take the time plot out your journey, and while doing so, take into consideration that there may be inconveniences that you'll have to contend with. Take the guesswork out of your journey, know where you're going, and be confident that you'll get there.

## **FAILURE vs PERSISTENCE**

Although the title of this section may seem synonymous to my earlier presentation on Fear versus Courage, I'm going to focus on your need to be persistent to be able to fulfill your dream.

You have to convince yourself that failure is not an option and that being persistent will bring you closer to your goal. Abraham Lincoln lost eight elections for different political positions before becoming the 16th President of the United States. Walt Disney was fired from his job at a newspaper for not being creative enough. Thomas Edison failed over 1,000 times in trying to invent the lightbulb. And Michael Jordan was cut from his high school basketball team for not being good enough to play.

Need I say more?

## **KNOWING OTHERS vs KNOWING YOURSELF**

Why do people need to know more about others than they do of themselves? In working towards fulfilling your dreams, knowing what you can and cannot do is more beneficial than wasting your time trying to figure out what someone else is doing. Don't focus your interest on what they do with their success, zoom in on how they gained their success. Read books about or from successful people, talk to them, attend seminars being provided by them, learn about the things they did and what they encountered on their pathway to success.

In your journey to fulfilling your dreams, you're going to discover fascinating things about yourself and begin to realize the potential that you possess. This self-discovery will embolden you and fuel the confidence you'll need to reach your goals.

One of the greatest activities there is to help you discover your pitfalls and potential is to play the game of golf. In this sport, you're actually playing against yourself. It's just you, your club, and the ball. There's no defender that you have to hit the ball over or through, and there's no goalie protecting the cup. Golf is a constant test of your confidence, patience, and skill. Your advancement in the game is predicated in your recognition of what you can and cannot do in certain situations with your club and your swing.

Ever wonder why golf is such a quiet game? Because unlike most sports, you play against yourself. So if you ever observe a person playing a round of golf talking to himself, it's for one of two reasons; he's either scolding himself for messing his last shot, or is an escapee from a mental institution.

## THE NAY-SAYERS vs YOU

Before I go on, I need to tell you that I originally wanted to entitle this topic “Who in the Hell are They.” However, after giving it some thought, I concluded that it was best that I stick to the “versus” format. As I continue, you'll realize though why I originally wanted to use my first thought.

A friend of mine sent me a link to a performance on X-Factor UK where 34 year old Christopher got a standing ovation by both the judges and the crowd for his musical rendition of “The Rose.” While his performance was stunning, it was his story that was inspirational. You see, up until that moment that Christopher stepped onto that stage, everyone he knew, except for his mother, said that his dream to be a famous singer was ridiculous and that he would be a failure. But (obviously) when he made the brave decision to reject the opinions of those who were supposedly close and dear to him, he proved to them all, with the backing of the thousands in the audience, that they were wrong!

Motivational and Inspirational guru Jim Rohn once said, “You are the average of the five people you spend the most time with.” If the people you most associate with are content with their lives while you want more in yours, do you think that they're going to be interested in or care about your dreams? How many times have you tried to talk to them about what more you want to do with your life, only to be ridiculed or discouraged because they think they know what's best for you?

The most critical people in the world that you're going to have to deal with in your endeavor to fulfill your dreams will be those that are closest to you. You'll be fortunate if you have a good portion of your friends and family who are supportive of your interest. Some of them will be sincere with their questions and will base their concerns and criticisms on what they know about you, what their experience and observations have been, and what they believe your outcome will be. Some will just be totally unsure as to what you're trying to do and be non-committal with their support. And then there will be those who will be cynical (because they can) and attempt to demoralize you (and will succeed if you permit them to). And lastly, you may have the unfortunate circumstance of having associates (I wouldn't even call them friends) who just don't want to see you succeed.

WHO IN THE HELL ARE THEY? (You see why I wanted this as the title?)

Everyone has nay-sayers in their lives, and no one is immune to them. To be successful, you're going to have to remove them from your “close associate list” and replace them with those who believe in you and truly want you to succeed. While there will be times that you'll feel lonely and believe that no one around you can see your dreams as you do, just know that as you become more confident and convincing, and as you get closer to realizing your dream, that you're going to attract people who believe in you and want to follow in your success.

## **PROCRASTINATION vs GETTING IT DONE**

While in school, how many times were you assigned a project that accounted for a major portion of your grade and held off working on it until the day before it was due? Did you stress out? Were you honestly satisfied with what you submitted? Did you have to ask for a time extension in exchange for a lower but passing grade? Or did you even submit a project? Thank God it was only school work and that you had many other opportunities to make up for it. However, in pursuing your dream, putting off what you should have been doing or waiting until the eleventh hour to complete a task could mean the difference between reaching your goal and complete failure.

Don't kid yourself, pursuing your dream is not an overnight quest. You're going to have put in some time and sweat equity. And YOU are going to have to do it!

Don't rely on anyone else but yourself to do the things necessary to achieve your dream. And even if you have the luxury of time to get it done, you'll appreciate and feel much better if you don't waste time in accomplishing the task.

Think about this scenario: It's the beginning of January and you have a 40 inch waist line. Your class reunion is in June and you vowed to attend it with a waist line similar to what you had in high school - 34 inches. Is five months enough time to lose the 6 inches? How much harder would it be if you waited until February to start your weight loss program? What about if you waited until March? What about April? Or May? I think you get what I'm saying.

There will never be a point in your life when it is the right time to start to do the right thing. If you decide to sit around and wait for that perfect day to come, it never will. You have to do the things necessary to achieve your dream, and the best time to start doing these things is NOW!

## HOPE vs FAITH

Which statement sounds more positive: I hope you have the ability to attain your dreams or, I have faith in your ability to attain your dreams? The first one conveys concern, while the second expresses confidence. Hoping that things will happen relies on external forces that you cannot control or depend on. Meanwhile, having faith that you can make it happen musters and challenges the abilities that you have and could attain if you believe in what you are doing.

I don't want to infer that the power of hope may not exist. However, I do believe that the same power that gives us hope gave us the ability to exude confidence and have faith in our efforts.

Having faith that everything you do brings you a step closer to fulfilling your dreams. It also builds a trait that allows you savor and enjoy life along the way. That trait is called patience.

Understand that achieving your dream may not happen as quickly as you want it to occur. But by having faith that you'll achieve it, and being patient with the process, it'll make you appreciate the journey you took to reaching your goal.

## **FEELINGS vs PRINCIPLE**

One of the most difficult things that you're going to have to deal with on your journey to fulfilling your dreams will be your feelings. There are going to be days when you're going to feel like giving up. There are going to be times when you feel that you're not getting anywhere. Your feelings are going to test your inner strength and will to succeed. Don't let your emotions control you!

Developing principles, a set of beliefs that influences your actions, will help you get through those days when you feel like you don't want to work on or just want to give up on your dreams. You're going to have those days, and there are going to be times when it'll be so bad that you're going to convince yourself that giving up on your dream will make all the pain that you're experiencing at that moment in time go away. And it will, until you come to your senses and realize that the pain has returned.

So what kind of principles should you develop to help overcome your negative feelings? Well, you can start by believing in yourself, and believing that with committed work and determination, you will achieve your dream. Believe that the only person responsible for fulfilling your dream is you, and that others may not understand, much less agree with your vision. Believe that no matter how long it takes, no matter how many times you fail, you're going to persevere and you're going to achieve your dream.

## BEING LED vs SETTING YOUR OWN COURSE

Have you ever had the experience of being part of a tour group and being guided (actually more like herded) by an individual who was hired to “show you everything there is to see and answer every question you have?” Unfortunately, I provided this experience based on a personal episode that left me unsatisfied and knowing that I missed something. Since then, I've been adventurous and self-guided when I visit different places. This has allowed me to see things I want to see and do things I want to do, all within the timeframe that I want to spend.

You may or may not be able to relate to my guided tour experience, however, realize that you may be doing the same thing everyday. Your tour group is your co-workers. Your tour guide is your supervisor. Get the picture?

Now imagine this same scenario with what you're doing in trying to fulfill your dreams.

Are you being led to believe that the only way you can get anything in life is to follow a specific path that others have set for you? Have you convinced yourself that pursuing your dreams will be fruitless because others have failed or because you don't see any success with other people who are also trying to achieve theirs? Are you afraid to be different?

First off, don't expect anyone to believe in your dream the way you do. You and a friend may be pursuing similar dreams, but because you are two different individuals, the two dreams are not the same. Why you need to fulfill your dream is unique only to you. And because it's unique, there are going to be a lot of people who are not going to understand nor care to bother. But that's okay, it's your dream and not their's.

Set your own course. Challenge yourself. Learn something more than what you're currently being taught. Live your life on your terms. If you want to fulfill your dreams, don't be led, blaze your own trail and go get it. Because in reality, if you're not working on fulfilling your dream, then you're probably working for someone and fulfilling their's.

## WHAT COULD HAVE BEEN vs WHAT CAN BE

"Woulda, Coulda, Shoulda," how many times have you said this to yourself? If your answer is often, then what are you doing about it? And since we're going to be discussing this, remember that "once in a lifetime" opportunity that was being offered to you? Well, it means nothing if you don't grasp that opportunity, and just know that it'll never come to you again.

Let's get serious, if all you've been doing is talking and dreaming about fulfilling your dream, get past that and take your first step. The struggle to begin is all in your mind. No one is going to tug you to get you started, and life around you isn't going to wait. If you want to fulfill your dream, start now!

If you decide today that you'll start tomorrow, just know one fact – tomorrow never comes!

How many times have you talked yourself out of what you wanted to achieve in life? Why'd you do that? Was it lack of confidence? Did you not think you can do it? Don't you believe that if you really want to achieve it, and that if you really work hard at it, that you can get it? Do you even want to try?

There are only four reasons why people can't fulfill the dreams that they have - they're indecisive, they're scared, they're lazy, or they're dead. If you're reading this, the fourth doesn't apply to you (yet).

Indecisiveness is not knowing what you want to achieve or accomplish in life. If you can't decide for yourself what you want in life, you're in a definite pickle because no one is going to do that for you. Nobody can (nor should they) be able to define what you can achieve. Nor are you a robot that needs to be programmed to accomplish a task. So decide what you want and go after it.

Fear is the lack of confidence a person has to take risks or to overcome failure. As I wrote about earlier, failing is a part of life. What defines you is how you deal with it. Fear is a learned behavior. It manifests itself through your observation and experience, and gains it's reasoning through your lack of knowledge or inadequate information.

The only way to deal with fear is to confront it. And if it strikes you down, get back up, learn from what just happened, and go at it again. Recognize that it is just a distraction to your desire and ability to fulfill your dreams and conquer it.

Laziness is the epitome of worthlessness. Of all the reasons for not being able to fulfill your dreams, this is the simplest one to overcome. That said, there are some people who foolishly believe that their dreams will one day just fall from the sky.

A story I used to tell in my campaigns goes like this:

John enters a store one day and sees an ad announcing that tomorrow's lottery jackpot will be \$20 million. He leaves the store and as he's walking home, prays, "God, let me win tomorrow's lottery." The next day, John learns that his neighbor won the lottery. A few days later John stops by the store and sees that another lottery was going to occur, but this time it's for \$50 million. John runs home and kneels at his bed, and prays, "God, please let me win tomorrow's lottery." The next day, John reads that Joe from the company he works at won the lottery prize. Disgusted, John tramples into his village church, goes right up to the alter, and yells, "God, twice I asked you to make me win the lottery and twice you let other people win. What did I not understand in the Bible verse, 'ask and you shall receive?'" Just then, a loud and thunderous voice answered, "John, how can I make you win if you don't buy a ticket?"

The fourth reason as to why people don't fulfill their dreams is probably the most devastating, it's because they're dead.

Renowned motivational speaker Les Brown has said that "the wealthiest place on earth is the graveyard. There you'll find inventions that were never exposed, ideas and dreams that never became reality, and hopes and aspirations that were never acted upon."

What good are your dreams to you or anyone you love if they go unfulfilled because you've died? No one will ever know the good that your dreams could have provided, and the last words you don't want to be remembered saying is, "Woulda, Coulda, Shoulda."

If you've ever sat back and wished that you could repeat your life over to undo some of the things that you've done, don't kid yourself, it'll never happen. What happened yesterday is done. What happened last year is a thing of the past. You can't dwell on the past and wish that you could have a second bite off the apple, it's just not possible. If you're caught up in not wanting to progress in life because of your failure to do something or to achieve something, let it go because there's nothing you or anyone can do to bring that point in time back. But what can happen is to learn from those experiences, commit to making your life better, and make it happen.

## **BEING SATISFIED vs BEING CHALLENGED**

Are you satisfied with your life right now? Have you accomplished everything that you've set out to accomplish? Is your life exciting or is boring? Are you living your dream? Why not?

Some people have become so satisfied with their lives that they stop caring, they stop growing, they stop challenging themselves, they stop dreaming. However, they continue to complain, they continue to go to jobs that they don't like, they hang around people they can't stand, they stress living paycheck to paycheck, and they do things that they don't want to do.

Life doesn't have to be that way.

From 2002 to 2012, I worked in positions of government that I truly enjoyed. I was a Homeland Security Advisor for four years and a Guam Senator for six. And then in 2012, I lost a bid to advance in my political journey, and quite honestly, was all ready to call it quits. But what seemed to be a pitfall actually turned out to be the best thing that could have happened in my life.

Prior to 2002, My father and I started a family-owned business and I became an insurance agent and business consultant for the company. When I was asked to re-enter government service (I had previously served thirteen years prior as a police officer), I divested myself from the business and failed to keep my licenses and certifications current. So when I lost the election, I had to literally start from scratch. I could have taken on job offers that would have paid me well, but it would have made me answerable to a boss. And I didn't want to do that. So with no job and obviously no source of needed income, I began the process of regaining my licenses and certifications to return to the family business.

As I was “rebuilding” my life, I learned that the family business also needed some rebuilding of its own. In a very short time, I became exposed to many ideas and opportunities for personal growth and income development. I was approached by a number of people, I read different articles, and I attended several presentations to get a feel for what was out there. When something stirred my interest, I studied the proposition and explored ways to include them in our company's offering.

Today, I'm excited with all different ventures I've taken on. And with regard to the family business, our concern is not whether our business will remain profitable, it's what additional offerings do we want to select to provide to our clients.

While a challenge is widely viewed as a risk that requires additional work to accomplish, I see it as an opportunity for knowledge, growth, and development. Challenge yourself. I dare you to take some risks to take you beyond just being satisfied. In a race, it's easy to finish last. It doesn't take much effort if your goal is just to finish. But if you want to win, you've got to do the things necessary to improve yourself and your chances to succeed.

## **WANT vs NEED**

I originally intended this book to focus just on the mental aspects of fulfilling your dreams. However, I also recognize that there may be financial considerations that have to be taken into account as well.

“I want to fulfill my dreams, but I need money to pursue it.” I've heard this said a number of times, and each time my response has been that if you are really sincere about your pursuit, you'll find a way to get what you need. You may be thinking about going into a business of your own but feel restrained by the capital needed to start. Here's my advice – “Start small, grow big!”

There are a number of legitimate and proven money-making opportunities that have no to very little capital investment requirements. A friend of mine started a home car wash business where he would go to his customer's home and wash their cars using their bucket, soap, hose, and water. From the money he made washing cars, he invested in a network marketing business. And guess who is first customers were?

Now, not every pursuit of a dream will require money or an additional means to attain funding. Sometimes it just may be making a lifestyle change or cutting down on unnecessary spending. If you need to change your lifestyle, start slow and gain momentum. Marathon runners never ran 26.2 miles in their first outings, so don't try to kill yourself right out of the blocks.

If, in fact, it is money that is preventing you from pursuing your dream, treat the matter as an issue that you need to address in order to fulfill your dream. In doing so, you'll see the necessity of addressing the financial concern as a step in the overall process as opposed to a dream killer from the start.

And remember, if you want to fulfill your dreams, you need to see the opportunity in every challenge.

## **EARNING A LIVING vs MAKING A LIFE**

Are you able to do the things you want to do today without putting a strain on your current finances? Are you satisfied with what you're earning, or are you just making enough to get you through to your next paycheck? Have you been able to put some money away to deal with unforeseen incidents? Will you be able to retire comfortably once you feel that you've put in enough time? Are you just earning a living, or do you also have the means to enjoy life?

What happened to the aspirations and excitement you had when you got your first job? Didn't you have big dreams then? What happened?

Did the excitement dull when the bills started pouring in? Did your aspirations wane when you were passed up for that promotion you were working hard for? Did you fall into the trap of thinking that if you leave your job for another offer that everything that you've worked for up to that point will be lost? Did you get caught up in the rat race? Well, let me ask you; Who you racing with?

Let me provide one glaring fact about how government and corporate businesses are structured for employment; your advancement is based on their needs, not your desire. While many employment structures have made admirable improvements to reward productivity and improve morale, these efforts may still fall woefully short in providing you the means to fulfilling your dreams.

Now, there comes a point when what your employer can provide is the best that you can get and the rest is up to you. At that juncture, do you succumb to the thought of just accepting things as they are, or do you leave your comfort zone to explore the realm of possibilities?

If you want to do more than just earn a living, you've got to want to succeed and believe that you will make your life better. Nobody can do this for you but yourself.

While doing research to validate my ideas for this book, two things that were very clear to me were that opportunities are only limited by your willingness to succeed and that network marketing provided the best opportunity for fulfilling your dreams. If you don't believe me, read books by or interviews with Jim Rohn, Robert Kiyosaki, Steve Jobs, Warren Buffett, Jeff Olson, Zig Ziglar, or Les Brown. All are successful in their own right and know a thing or two about how to fulfill dreams.

If you want to start now and looking for an opportunity, visit my website at: [www.dero.nerium.com](http://www.dero.nerium.com)

There's no obligation and what do you have to lose?

## **SUCCESS vs HAPPINESS**

Are you of the belief that in order to be happy you need to be successful? What if I told you that it's actually the other way around? I know people who have received promotions, bought homes, acquired companies, won championships, sailed around the world, and are miserable. And I also know individuals who barely make above minimum wage, who live in the same home that they were born in, who appreciate what little time off they get to take their children to the beach, and are very happy with their lives. What good is having all the money in the world if you aren't happy with your life?

For as far back as I can remember there was the adage that if you work hard, you'll become successful, and once you become successful, then you'll be happy. Well, as appreciative as I am for that advice given to me all those years, I believe that the saying has more sense in the reverse. If you're happy, you'll work harder, and when you work harder, you'll become successful.

The fulfillment of your dreams (success) will depend on your attitude and your aptitude. If you're not excited at the prospect of bettering your life and not confident in your ability to reach your goals, do you think you'll have any chance at success? You've got to be excited, you've got to be able to learn, and you've got to execute what you learn in order to achieve success. Now, can you get excited, or will you be willing to learn if you're in a sad state or mad at the world? No you won't.

So you see, happiness is the precursor to success, not the end result.

## WHO YOU ARE vs WHO YOU WILL BECOME

Throughout this publication I wrote about pursuing your dreams with conviction and purpose. I dared you to rise above your fears and reject the notions that your dreams weren't worth pursuing or that you'd never reach your goals. I encouraged you to lift yourself from failure and learn from the experience. I pushed you to do things now to better your life as opposed to procrastinating. I urged you to set your own course towards achievement as opposed to being led. But not once did I ever say that you should pursue your dreams at the expense of your morals.

Your morals are the foundation for your character and will be key to the relationships, agreements, and actions that you'll engage in throughout the process of fulfilling your dreams. Before you can get anyone to listen to you with interest and sincerity, they're going to put you through their mental scrutiny to decide whether or not they should trust you. If you think that this doesn't happen, think again, because you do it yourself. Would you want to do a business transaction with an individual you believe is shady?

Do everything with conviction and the commitment to see it to the end. Be responsible for your actions and never put off the opportunity to thank people for the help they provide to you. Always put your best foot forward, and make sure that it's being guided by the best person you can be. This will help you to attract people who can assist you, who'll be willing to guide you, who'll have faith and confidence in you, who'll listen to you, and who'll want to join you.

As you get closer and closer to fulfilling your dream, I want you to take notice of something that will happen – you will change. You'll become more knowledgeable, you'll be more inquisitive, you'll develop patience, you'll be more appreciative of what you have, you'll learn to laugh at yourself instead of beating yourself down, you'll look for the opportunities in the challenges you face, and you'll find yourself wanting to help others when you can.

Helping others - this is something that I highly encourage you to do when you can. In this act of kindness, you'll learn valuable things about yourself and the people around you. You'll find yourself appreciating what you have and the abilities you possess. And you'll realize just how fortunate you are and how good it feels to be able to help someone in their time of need.

I pray that what I've provided will help you to fulfill your dreams. I further pray that in your journey toward your goal, that you do become a better person. In being that better person, I have faith that you'll be willing to share your knowledge with others so they too can fulfill their dreams. Lastly, I ask that when (not if) your dream has been fulfilled, that you enjoy your success and include others in your celebration.

## WHAT THEY HAVE TO SAY!

As an added means to help motivate you to fulfill your dreams, I've included several quotes from some of the best motivational presenters I've ever listened to or studied. If these don't motivate you, then maybe the first quote will apply. Just kidding - get motivated!

“Motivation alone is not enough. If you have an idiot and you motivate him, you now have a motivated idiot.”

- Jim Rohn

“If you really want something, you'll find a way. If you don't, you'll find an excuse.”

- Jim Rohn

“F-E-A-R has two meanings: ‘Forget Everything And Run’ or ‘Face Everything And Rise.’ The choice is yours.”

- Zig Ziglar

“When your WHY is big enough, you will find your HOW.”

- Les Brown

“A year from now you'll wish you started today.”

- Karen Lamb

“Never depend on a single income. Make investment to create a second source.”

- Warren Buffett

“If you don't like how things are, change it! You're not a tree.”

- Jim Rohn

"Don't wish it were easier. Wish you were better."

- Jim Rohn

"The richest people in the world look for and build networks. Everyone else looks for a job."

- Robert Kiyosaki

"If you're not willing to learn, no one can help you. If you're determined to learn, no one can stop you."

- Zig Ziglar

"Giving up on your goal because of one setback is like slashing your other three tires because you got a flat."

- Unknown

"Don't be afraid to fail, be afraid not to try."

- Unknown

"Unless you change who you are, you will always have what you got."

- Jim Rohn

"The ones who say 'You Cant' and 'You Won't' are probably the ones who are afraid that 'You Will.' "

- Unknown

"Winners aren't people who never fail, they're the people that never quit."

- Unknown

**FULFILLING YOUR DREAMS: The Book of Versus**  
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*"Do you know what's disappointing?  
It's that every person has the ability to fulfill their dreams,  
but not everyone is willing to do the things necessary to see  
it come to fruition."*