

# **Discover the Power of Letting Go**

## by Jamie Smart

This is a modified version of a newsletter written by Jamie Smart, an NLP Trainer and hypno-therapist in England. Enjoy. Tom Van Drielen

This week I'd like to explore one of the things that can make a big difference in helping you to get what you want. The 'technique' I'll be talking about is equally powerful whether you're looking to achieve a long-term goal, close a major sale or ask someone on a date.

My background is in project management. When I first started doing it, we used to set a goal and then go for it ... hell bent for leather. Phrases like "failure is not an option" or "winning isn't everything, it's the only thing" were continually bandied about.

It was well understood that we had to deliver, and deliver we did...but...by the time we got to the end of those projects, people were pretty frazzled ... including me.

We decided that there must be a better way. So we started to investigate different attitudes toward goals and outcomes, and ... here's the seven step process we discovered.



**1) Identify something that you want.** This could be an actual thing, a new skill, a specific business result, a way of being, or whatever else that creates a sense of “desire” in your mind or emotions.

A lot of people these days are already very familiar with Step 1, having set (or been assigned) countless goals and desires for themselves. Step 2 is a bit less familiar and challenges conventional thought processes ...

**2) Allow yourself to become “OK” with the idea of NOT GETTING IT.**

## **Sacrilege!**

One of the most powerful attitudes I came across was the idea of 'detaching from outcome' - being ok with the idea of things not

turning out the way you want them to. I know this is sacrilege in the eyes of the 'Think & Grow Rich' school, who recommend creating a burning desire for whatever it is you want.

But what if your goal is to have no burning desires? Having used the burning desire approach for many years, I found that ...

- I usually got what I wanted.
- I frequently wasn't satisfied with what I got.
- I had to quickly create or find a burning desire for something else.

If you found Step 2 easy, fantastic! Jump straight to Step 7. If it was more difficult, here are a few pointers. *Very Important Pointers ... Indeed.*

Bertrand Russell is credited with saying that a clear sign of an impending nervous breakdown is the idea that your work is very important. If achieving the goal you set in Step 1 seems very important to you...

**3) Get over yourself!** Ask yourself "In 100 years, what difference will it make?"

Think of just how many things there have been in your past which seemed really important at the time, & you've forgotten what they even were.

*Realize that you are a success already, in spite of any past or future failures to achieve a goal.* The obvious fact that you're reading this sentence means that, on an developmental scale, you've achieved the NUMBER ONE SUCCESS qualification: you've survived! Survival is saying "You're already a success just for being you." The only non-reversible failure is ... death. As long as you are alive, you are a success in the most important sense of the word.



**4) Think of the goals you've set where you just knew it was going to happen... and it did.**

Everyone has examples of things that just came together,

almost effortlessly. Occasions where you knew you were going to get what you wanted, so were able to relax about it. When you just know it's going to happen, then it's easier to relax about it (I suspect that this is the case for anyone who's learned to walk or talk.)

**5) Think of an occasion where you wanted one thing, didn't get it, then you got something even better.** Even if you can't think of a specific example of where things turned out way better than they would have if you got things the way you wanted, you can understand the idea.

**6) Relax.** Burning desires are tense, detachment is relaxed and open.

The world could be described as a large, complex system, with its own intelligent purpose and emotional values. If you act as though the system always has your best interests at heart, then you'll always get good results (even when you don't get exactly what you

wished for.) When you know you will always get what is BEST FOR YOU, you can just relax and enjoy the process of achievement.

When you are in a state of relaxed alertness, you have more of your resources available to you to act. As it happens, one of the key attributes of the most successful persuaders and influencers (salesmen, therapists, preachers ... and network marketers) is that they put people at ease. The quickest way to help someone else to relax is to be relaxed yourself.

I was once doing an 'important' deal. At the same time, I was in the early stages of experimenting with detachment. I'd been speaking to a potential business client over several months. During one meeting, when we were sitting face to face, I decided to test detachment from the result (closing the deal.) Every time I found myself worrying about closing the deal, I just relaxed and told myself "It doesn't matter, everything's OK". I put my attention back on to the prospective client. The result was that I was able to be far more resourceful than I had ever been. I won the deal.



## **7) Put 100% awareness into what you're doing.**

Whenever you experience an “internal conversation” rather than paying attention to the “external conversation”, you are not putting your full awareness on what is happening.

*Stop thinking about how you will refute what the other person is saying. As soon as an internal conversation starts in your head, shift to what you are hearing with your external ears.*

*Focus on what the other person is saying. Make sure you understand every nuance of what they are communicating. Study their face, their mannerisms, with intent curiosity ... to learn as much as you can about the person, so you can be, do, or provide what **THEY** want ... rather than thinking about what you want from them.*

*Who you are is far more important, and meaningful to the other person, than anything you could possibly do or provide for them. Therefore, be yourself. **If not, you will be selling a LIE.***

## **Summary**

- 1) Identify something that you want. This could be a thing, a new skill, a specific business result, a way of being, or whatever else that creates a desire to become, do, or have.
- 2) Allow yourself to become ok with the idea of not getting it.
- 3) Get over it! Ask yourself "In 100 years, what difference will it make?"
- 4) Think of the goals you've set where you just knew it was going to happen... and it did.
- 5) Think of an occasion where you wanted one thing, didn't get it, then you got something even better.
- 6) Relax. Burning desires are tense, detachment is relaxed and open.

7) Put 100% awareness into what you're doing.

To your success!

Your friend

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