

**"Inhale" Abundance...  
"Exhale" Overwhelm**  
**A Simple Approach for  
E-x-p-a-n-d-i-n-g Your Effectiveness**  
by  
**Teresa Romain**

I'm sure you have it. It seems like everyone does. Yours may be in your day-planner, on a sheet of paper or in your head. It's the *list*. You know – the list of *all the things that I have to do today*.

If your list is like most, there's a good chance that the mere thought of all that is on it overwhelms you. Just thinking about it may trigger thoughts like "I don't have enough time or energy to do all of this" or "There aren't enough hours in my day to do everything I need/want to do." Of course, these thoughts just add to your sense of overwhelm and, in response, you either (a) go into "hyper" mode and become a "turbo-Energizer bunny" or (b) you feel drained, hopeless and disempowered and don't even bother. Either way, you're in "scarcity" – and once you're in scarcity, more scarcity is always the result!

What you may not realize is that the "set-up" for your overwhelm comes from you and your relationship with the items on your list. If your list has the heading "Things *I* Have to Do Today" or if that's how you perceive it, then your accomplishments will be limited by what you are able to do – *by yourself*.

Consider the difference if your list (or your thoughts) was labeled, instead, "Things to Be Done Today..."

Do you notice the difference?

This simple re-framing of your list creates new possibilities for effectiveness – because now the process of "getting them done" is not dependent on your efforts alone. Thus, you can now integrate two of the most powerful actions of abundance into your daily life – and be more productive, effective and abundant as a result.

So – are you ready to ***inhale*** some new patterns of abundance and ***exhale*** your past patterns of overwhelm?

Assuming a “yes” response – that’s GREAT!

In order to be able to ***inhale*** more abundance in your life without having to do it all yourself, it’s essential that you develop and expand your ability to ***receive***. You see, for the principle of ***accessing*** abundance to work, we must be able to ***receive*** it. This is especially true for network marketing entrepreneurs. After all, the foundation on which the network marketing industry is built requires that you ***receive*** from the activities of others, i.e., utilize the power of leverage.

Unfortunately, most of us (myself included) have grown up with the ***"money messages"*** like “it is better to give than to receive.” When you were given or offered something as a child, your parents may have told you that you shouldn’t accept it with a polite, “Thank you, but no thank you.” This may have been especially true when it came to receiving money. You may have been taught that you are supposed to be humble, to not make money on people you know, to not be proud or conceited, or to “not think too much of yourself”.

In this way, you developed a pattern of not receiving and blocking abundance. Thus began a pattern of scarcity. We live in a culture (especially in the United States) where independence is highly valued and so we’ve grown up thinking that we should be able to “do it by ourselves,” that we’re not supposed to accept charity or help, and that we have to “make it on our own.”

As a result of this “conditioning”, most of us are uncomfortable receiving acknowledgments, gifts, money, etc. from others. We are also likely to avoid or even turn down support especially when we have the thought that “we don’t deserve it.”

However, until you have actively and consciously developed your “muscle of receiving,” your effectiveness, productivity and abundance will be limited. Without the ability to receive, you are limited to the level of abundance you can create ***by yourself***, make ***by yourself***, or handle ***by yourself***.

***Sounds kind of lonely, doesn’t it?***

To begin to develop and expand upon your ability to ***receive*** abundance, take the following action. Start by doing it for one day. Then another day. When you’re ready, commit to doing it for an entire week. Then expand to a month.

Begin with compliments or acknowledgments. Each time you receive a compliment, acknowledgment, or praise, respond consciously – so as to really *receive* it – in this manner. First, pause. Next, take a deep breath. (After all, to inhale is to receive.) Then, simply say “thank you” and take it (if it’s something tangible) or let it in (if it’s an intangible like a compliment or a suggestion.) That’s it – nothing else! No rebuttals, no return compliments, no sarcasm, no explanations! As Shakti Gawain states in her book, Creating True Prosperity, “until we learn to receive appreciation, we won’t be able to fully (or easily) receive love, nurturing, success, money, fulfillment, and/or other forms of abundance.”

Next (or simultaneously) practice receiving in other areas – using these same steps. Thus, whenever *anyone* offers you something — an offer of assistance or help, encouragement or support, advice or counsel, money, a gift, etc. — you are to accept and *receive* it by pausing, inhaling, saying “yes” and then “thank you.” Even if you really don’t want what is being offered to you, don’t refuse it! Receive it with gratitude and an appreciation of it as evidence that support and abundance will continue to be available to you. Once you’ve *received* it with gratitude and appreciation, you can always give it away (another action that supports abundance!) if you have no use for it or do not want it.

A large proportion of the scarcity and overwhelm you may experience in your daily life could stem from your inability to *receive* from others. And, of course, you may not have an opportunity to receive from others because you have not incorporated another powerful action of abundance in your business and your life, i.e., the principle of *asking*.

One of the little understood and most underused “tools of abundance” is that of *asking*. For me, nothing speaks of this abundance tool more powerfully than the following quote:

***Ask, and you will receive;  
seek and you will find;  
knock and the door will be opened.  
For everyone who asks, receives;  
the one who seeks, finds; and  
the door will be opened to him who knocks."***

— *from The Bible  
Matthew 7:7-9*

If you read this quote as describing a “formula” for having whatever it is that you desire or for accomplishing everything on your “To Do List” without overwhelming yourself in the process, it is clear why **asking** is a necessary tool for you in your business and on your **Journey of Abundance**. In many ways, it is the step that precedes **receiving** — it opens the door to what comes your way.

Once again, there’s a good chance you have been “conditioned” against asking. (Needless to say, this is “deadly” when it comes to network marketing!) This “conditioning” teaches us to do it ourselves, to figure it out ourselves, to “look good,” to “fake it until you make it,” to not be vulnerable, and to be independent.

***Isn’t it interesting that network marketing asks us to do exactly the opposite?***

Instead of doing it ourselves, we need to ask others to do things with or for us. To succeed in network marketing, we need to become powerful at both **asking and receiving** – we need to replace independence with **interdependence**.

Of course, if we ever do get around to asking, it’s often as a last resort and, in truth, we still don’t ask (we just think we do)! Going back to the basics of the English language, to ask for something implies the use of a question beginning with words/phrases like:

- Will you . . . ?
- Would you . . . ?
- Can you . . . ?
- May I . . . ?
- How do you/I . . . ?
- When will you . . . ?
- Could you/I . . . ?
- Would you be willing to . . . ?
- How can . . . ?
- What . . . ?

Despite the fact that most of us successfully passed our Basic English classes, we have forgotten this basic structure for asking and in many cases replaced it with:

- Complaining
- Hinting
- Making a statement; Declaring
- Demanding; Telling
- Being silent (people can read our minds, right?)
- Wishing; Hoping

Contrary to popular belief and practice, asking does *not* sound like any of the above! Saying to your husband, “Honey, it’s cold in here,” is not the same as asking him, “Honey, will you please turn up the heat?” — nor is it as effective. To say to a prospect, “You really should consider this opportunity – you’d be great at it” is not the same as asking them, “Will you consider this opportunity?”

Think about it — how do *you* respond when people *tell* you what to do, *demand* you to do something, *hint*, or say nothing and expect you to figure it out?

If you’re like me, you probably dig in your heels, get stubborn or rebellious, and do exactly the opposite! However, if I’m asked to do something respectfully and cleanly, *especially* by someone I love, I’ll usually bend over backwards to do it!

If you want to *inhale* abundance and *exhale* overwhelm in both your business and your life, I strongly recommend that you begin to practice true *asking* immediately. Begin by asking for feedback or support or partnership to accomplish a few of those things on your “To Do List” that you’ve been thinking you have to do by yourself. By receiving support in this way, you’ll free up the energy you need to accomplish other things or, even better, to have time to rest, recreate or just enjoy yourself.

As you do so, you will probably begin to recognize the ways, situations and times in which you currently do and do not ask in your daily life. If you’d like to accelerate your ability to *ask and receive*, you’ll find that the exercise outlined below is powerful. Do it for one day. Then add another. Eventually, expand to a week, a month, and perhaps even a year. You’ll be amazed at how much abundance you’ll inhale into your life and how much overwhelm you’ll release!

***Here’s the exercise...***

For a minimum of five separate times in a given day, *ask* someone for something that you do not have and/or need that would support you in some area of your life. For the purpose of developing your “muscle of asking,” *it doesn't matter at this time what response you receive*. The purpose is primarily for you to begin *asking*. A sample of relatively easy questions you might use includes:

- Will you please open the door for me?
- Will you please bring me a glass of water?
- Will you please do the dishes for me so that I can make a phone call?
- Would you please take the kids for a walk this afternoon so that I can have 30 minutes of quiet time?
- Could you please show me how to do this on the computer?
- Could you please give me the phone number for \_\_\_\_\_?
- Would you do \_\_\_\_\_ for me?

- Would you massage my neck?
- Would you call this person for me?
- Will you please show me how to do that?
- Will you teach me what you know?
- What possibilities do you see?
- Will you please acknowledge me?
- Will you take me out to dinner?
- Do you have any suggestions?
- How do I get there?

Again, it doesn't matter what it is that you are asking for, large or small, nor does it matter whether you receive an affirmative or negative response. Simply taking this action step will accomplish many powerful things.

First, it will have you become conscious of things that you could ask for (support, money, etc.) that you might otherwise try to do or get by yourself, automatically. Remember, it is our failure to ask for support or assistance that most often creates our all-too-common feelings of overwhelm and “not having enough time.” This exercise will make you more conscious of times and situations when asking will support you.

Secondly, you get to practice direct asking (not hinting, telling, etc.), thereby becoming more comfortable with this powerful tool – which will definitely support your network marketing efforts. Of course, since *receiving always follows asking*, your response to whatever you receive is to pause, take a deep breath, say “thank you” and receive it! Only after you’ve received it can you decide what you want to do with what you received. More often than not, you’ll probably want to keep it – because what you receive will support and empower your abundance!

So – go ahead! Begin today! ***Inhale abundance!***

***To learn about other tools, principles & programs that  
will support you to access abundance in all  
areas of your life, visit us again at:  
[www.accessabundance.com](http://www.accessabundance.com)***