

Renowned Human Behavior & Personal Development Educator

# Dr. John Demartini

By Suzanne Takowsky

## ARE YOU GETTING THE MOST OUT OF LIFE?

The answer is NO if you are filled with destructive patterns, self-doubt and fear of failure, experiencing unfulfilling relationships, avoiding important decisions and actions and not feeling inspired and vital because you are not doing what you truly love—thereby keeping yourself feeling like a victim and not a master of your life and destiny.

**2012** another new year of making a bunch of new resolutions that never see the light of day. And

I have the feeling I'm not alone! That's why this year at the stroke of midnight my New Year resolution was not to make any resolutions at all. In my opinion (and through personal experience) I find that it's extremely damaging to one's brain cells to make a deal with yourself to do something—and then every day have to look in the mirror and be reminded you aren't doing it.

We are living in and surviving through extraordinarily strange and trying times. Recently after a business networking meeting, I found myself in a group of eight or nine women (two were guest speakers at the event) and we became instant BFFs and proceeded to spill the beans on our lives and families as if it was group therapy. The topic expanded to personal fulfillment and business success. The cherry on top of the hen-house fest was the conclusion we were fried to a crisp with all the stress, responsibility and work load we carried at home and at work. None of us were thrilled with our personal lives (all work/no play) or felt secure that we could make our businesses successful enough in the long run to provide for ourselves, our families and still carry us to retirement. A couple of women even said they "hated" their jobs and felt stuck in a mouse-wheel of boredom, with a constant desire to try something new. And what did I walk away with? I left with a smile and a satisfied feeling knowing that...THANK GOD... I'm not the only one drowning. Yep, these days the ocean is over-flowing with life preservers filled with men, women, teens and children paddling their little arms off trying to stay afloat and make it to shore.

Who makes it to shore? Only the strong survive. Only those who won't accept defeat and are willing to do what it takes to change the unthinkable into the workable; those determined to overcome chal-

lenges and rise above disappointments; who use obstacles as learning tools. These people make it to shore. Life is not for the faint of heart. Life is for warriors. And if we are lucky, we find people in our lives who not only help us through the rough patches, but inspire in us the direction, motivation and determination we need to move forward—even if it is only one step at a time.

Dr. John Demartini is such a person. He has helped thousands of people in every country you can name overcome unfulfilling and even destructive life patterns that keep them from achieving the inspired and meaningful life they desire and deserve. And I want to stress the importance of—that they deserve—because we do. You and I and everybody else deserves to be fulfilled and inspired and have the opportunity to achieve our dreams and accomplish our goals. Whether we know it, or think it, or feel it, each of us deserves a meaningful life worth living. But all too often we allow our past to dictate our future and when we do, we feel an unfulfilled void or a loss. We forget one simple thing: The ONLY way to move forward is...to move forward.

Who doesn't have moments with feelings of self-defeat, and frustrating trouble spots that they try to ignore or do their best to work around? By not being willing or ready to adapt and make changes, we limit ourselves at every turn.

## MEET the MAN who is going to change your life!

Dr. John Demartini is a world renowned human behavioral specialist and personal and professional development educator, with the talent, knowledge, communication skills and experience to teach people how to not just survive, but thrive. He is a best-selling author of 40 books (published in 28 languages) with titles such as: Count Your Blessings, The Healing Power of Gratitude and Love, The Breakthrough Experience® A Revolutionary New Approach to Personal Transformation, How to Make One Hell of a Profit and Still Get to Heaven, You Can Have an Amazing Life in Just 60 Days, Beyond Blame; Flowers to Plant in the Garden of Your Mind; The Heart of Love, How to Go Beyond Fantasy to True Relationship Fulfillment, Stress to Success, and Inspired Destiny, to name just a few.

John is one of the most sought after men on planet earth when it comes to helping people over hurdles that keep them in limbo. We've all experienced the fear, anxiety and self-doubt that comes with wishing, hoping and praying for something we couldn't muster up the guts to go get. That feeling is frustrating! And by not making an effort to overcome fear, anxiety and self-doubt, we keep unwisely feeling like a victim crying over what could have been, but undoubtedly never will be. It's time for a spring cleaning of everything that doesn't seem to be working in your life. And who doesn't have moments with feelings of self-defeat and frustrating trouble spots that they try to ignore or do their best to work around? By not being willing or ready to adapt and make changes—we limit ourselves at every turn.

**Financial • Physical • Vocational  
Mental • Spiritual • Family • Social**

## The Breakthrough Experience

How To Master Life's 7 Primary Areas

continued page 22

"I've been blessed to work with people on every imaginable challenge they face and there is in every case a solution. A lot has to do with perception. I have people who have lost all their money, or had an unforeseen death in the family; every crisis has come into my programs. It's never about what happens to you; it's about what you perceive and what you decide to do with it.

I show people how to be resourceful in their perceptions and actions. Then, no matter what happens in their lives there is something they can do to achieve something extraordinary from it. I give people the tools to take challenges and turn them into opportunities.

I'm not just a positive thinker. I'm a balanced thinker. Because of that, no matter what the challenge—there is a balancing side to it. Some challenges are distractions of infatuation. People create fantasies about how something might be and get crushed by them. I help people set realistic, yet inspiring expectations on their outcomes."



continued from page 20

John founded the Demartini Institute in 1982, a private research and educational organization based in Houston, Texas (also has an office in Johannesburg South Africa) with an expansive 72-course curriculum reaching crucial areas of our lives. He is committed to making a difference in the world, and by implementing his incredible 39-year journey into cross-disciplinary study and research, his strategy changes lives. Some include:

1. **By learning the tools necessary to discover our potential and unleash the power we carry within, we can achieve unlimited financial success.**
2. **Making behavioral and developmental changes connect us with our true value system and awaken us to our incredibly vast potential.**
3. **Changing unfulfilling behavioral patterns—most ingrained in childhood—make way for personal empowerment and self-motivation giving us the courage to go out into the world, and create our own amazing opportunities in life.**

From Wall Street, to corporate CEO's and higher-ups, health experts, noted politicians, A-list celebrities, entrepreneurs, social elite, sports greats and people just like you and me—John's know-how to help people reach financial goals, find relationships based on mutual value systems, bring closure to unfulfilling behavioral and

developmental 'traumas' in the past, initiate wellness by strengthening heart and mind powers, create the wealth you want with a career you love, discover your potential and purpose in life: this is the dynamic platform of The Breakthrough Experience®, a two-day intensive journey constructed by John from a study of quantum physics and many other disciplines. It's an inspiring yet challenging experience filled with deeply meaningful questions, principles and actions that balance attendee's minds and bodies and empower their lives. The responses it elicits changes lives forever.

With over 39 years of research, writing and teaching to back up his Demartini Methodology®, Dr. Demartini has helped those on the verge of financial collapse and personal crisis to super achievers ready to tackle the next more challenging adventure. He has turned their lives 180 degrees around in private one-on-one consultations, after attending one of his sold-out seminars and workshops, or after studying his transformational DVDs/ CDs (he has more than 60). People all ages, from every culture, background and religion have been revitalized and empowered in their lives, relationships, financial status and educational goals by using the behavioral and developmental principles and methodologies he inspires them with, and shares.

**BHT: Our need to survive keeps us going. But when people go through times they perceive as traumatic—as many feel they are right now—isn't it difficult for them to hear, accept and do what you teach?**

**JD:** What I've found in human behavior is that every human being lives by a set of priorities or values that are from "most important" to "least important" in their lives. When they set goals or intentions that are congruent and aligned with what is truly highest on their value list—they become inspired from within to act. They don't require outside reminding or motivation to act because they are aimed toward something that is truly inspiring and meaningful to them. If they set goals that are lower on their value list and do not truly align with who they are—they procrastinate, hesitate, frustrate and not act. They set up "fantasies" expecting themselves to live in ways that are not as meaningful to them, according to their highest values. Many times people subordinate to outside influences: authoritative people they believe have a better life and think, "I should be that way...I am supposed to be this way..." they live with internalized imperative language and unrealistic expectations. As a result they set goals that aren't really them and become self-defeated—which is actually a feedback mechanism to get them to live authentically and be true to their true higher values. I help people find what



their actual core values are, and I link their actions to them. Immediately they start into motion, building momentum, and start creating an inspired life, instead of sitting with inertia in quiet lives of desperation.

**BHT: Especially now when there are so many challenges being perceived in every direction, where does a person start? How do we know which area to address and transform first?**

**JD:** I stand in front of thousands of people each week and ask, "How many of you want to be financially independent?" And everybody puts their hand up. Then I ask, "How many of you are presently financially independent?" and almost everyone puts their hand down. Then I say... "Isn't it interesting that just about 100% of you put your hand up, but only about 1% of the population ever obtains true financial independence. So that means either only 1% of you are likely to attain it, or that unique future 1% of the population is already sitting in this room today. Which is it going to be?" Then I explain that if you don't have the hierarchy of values or set of priorities in your life to truly desire building and refining a business, saving and investing money, accumulating wealth, creating a great lasting financial cause and having money working for you—you'll be working your whole life for money, living in a fantasy, and end up with anger, aggression, blame, feelings of betrayal, criticism and challenge, despair, despondency and depression toward yourself. Any time you have an unrealistic expectation to live outside your highest values, you will have what I call the ABCDs of negativity: Anger and Aggression; Blame and Betrayal; Criticism and Challenge; Despondency and Depression—all are natural responses to unrealistic expectations.

### Rising Up From an Earlier Life of Physical Deformities, Illiteracy and Street, Car and Tent Living....

"If you fantasize about becoming financially independent and you don't have the essential hierarchy of values or set of priorities it takes to build and refine a business, save and invest money, accumulate wealth and have money begin to work for you—you'll probably be working your whole life for money and end up with anger and aggression, blame and feelings of betrayal, criticism, challenge, despondency, despair and depression toward yourself—all natural responses to unrealistic expectations."

After rising up from an earlier life of physical deformities, illiteracy and street, car and tent living, Dr. Demartini went on to defy his first grade teacher's predictions of never being able to read, write, communicate or go far in life, and went on to fulfill his mission of bringing inspired education across the world.

**JD:** People set themselves up for so-called 'self-defeat' by putting unrealistic expectations on themselves by attempting to live outside of what is truly valuable or important to them. I help people find out what their true higher values are, and it is an eye-opening and shocking experience to find that what they unrealistically expect or fantasize about, and what they have as their true higher values, are not often the same. People are actually designed to self-defeat or to frustrate themselves whenever they are not being congruent between their goals and true higher values so they will in turn, learn to set real goals. And the moment they do...they start achieving and start walking their talk.

Talk about a person who walks his talk—John speaks from the heart as he describes the feelings that far too many of us have had when we don't feel great about ourselves, and doubt our ability to make our lives work. Born in Houston Texas, John wore hand and leg braces from early childhood to correct birth defects. The ball of self-defeat really got rolling when in first grade a teacher told his parents he would never be able to read, write or communicate; never amount to anything, or go far in life, which was a challenging and discouraging prognosis for a six-year-old to hear. And for 11 years, it seemed that maybe his teacher had been right. John recounts that throughout his primary school years, he was way behind in his ability to read and write and disheartened with speech impediments. He relied on his smartest friends in order to pass and survive. Not surprisingly, by age 14, he finally dropped out of school, left home, hit the streets and beaches of Texas and California and, finally Hawaii. It's amazing how the hand of fate or destiny steps in to design our futures.

In Hawaii, John ended up with strychnine and cyanide poisoning leading him closely to death's door. This was his wake-up call. Soon after, a profound life changing experience occurred; he met the wise, elderly, best-selling author and international health and inspirational advisor Paul Bragg, who helped inspire him to overcome the physical, emotional and mental challenges that until then, had left him feeling helplessly illiterate. Bragg saw in John a man whose mental and physical limitations could be the very inspiration for change in others. But first...John would need to overcome his own challenges if he wanted to inspire others



to overcome theirs. John committed himself to learn to read and study life and the universal laws that align with it. He slowly overcame the challenges of his dyslexia, and passed his GED and SAT tests to achieve admittance into Wharton Junior College. He then went on to receive a Bachelors of Science degree in biology and psychology at the University of Houston and, finally went on to study the art, science and philosophy of Chiropractic, graduating with a Doctorate at the top of his class with Magna Cum Laude at Texas Chiropractic College. Years later he stated, "When you believe you cannot read or learn and you then later discover that you can, it awakens an insatiable appetite for knowledge." John became a polymath and teacher dedicating his life to helping others achieve their true potential in the same way that Paul Bragg had helped him achieve his.

**BHT: Who doesn't want to change, expand and empower themselves? But CHANGE is difficult. How do we know which goals are just delusional fantasies and which are our true goals?**

**JD:** I help people identify what would truly be inspiring for them to fulfill, and then help them structure their lives by prioritizing their actions—actions that would absolutely help them achieve what they say they would love to do.

continued page 24

continued from page 23



**Dr. John Demartini travels full time to more than 60 countries. A sought after educator, best-selling author and acclaimed human behavioral expert, he works with leading corporations such as IBM, Shell Oil, Southwestern Bell, ARCO, Tenneco, Oppenheimer Funds, Merrill-Lynch, Hyatt International, Drake International, Talisman Energy Inc, SABC, McKenzie Corporation, Fairmont Resorts, Maserati/Ferrari and many others, where he develops customized programs to address leadership, self-empowerment and increased productivity and profit.**

**Helping young people find their way in life has also been a priority for Dr. Demartini. Young adults and teens are better able to discover their true life goals and potentials in their career opportunities as they work and study through his**

**Activating Entrepreneurs™ and Inspired Destiny™ programs specific for young entrepreneurs and adults. Dr. Demartini assists individuals on achieving their objectives with a step-by-step guide on facing challenges, awakening leadership qualities, and activating an entrepreneurial vision.**

**Dr. Demartini's research reports, feature articles and newsletters appear in newspaper, magazine publications and alternate mediums throughout the world. A frequent guest on radio and television talk shows he has made more than 4,000 appearances on shows including: CNN Larry King Live, CBS's The Early Show, those on PBS, CNBC, CNN, NBC, ABC, SABC and Voice of America and hundreds of others in countries across the globe. His instructional workshops inspire teachers and assist students in many countries by addressing topics on how to manage emotions and resolve feelings of shame, guilt, anger, resentment, fear, anxiety, intimidation, grief and loss that are holding them back from living an inspired life. Through his Inspired Destiny™ programs, thousands of young adults have been able to access their full potential and over-step the limitations that kept them living in fear, doubt and self-defeating situations.**

**Dr. Demartini works with prisoners, wardens and police service personnel worldwide helping them manage everything from stress, to the emotional ups and downs of living and working behind bars. Most important, he works with prisoners on how to accept responsibility for their actions, while improving their educational opportunities, so when they return to society, they will be able to fully participate in starting a new life without feelings of self-defeat.**



When you expect yourself or another person to do something that is not highest on their value system... you have put an unrealistic expectation or fantasy and NOT a true goal in place. Every decision a person makes is based on what they believe will give them the greatest advantage over disadvantage; the greatest reward over risk according to what is most meaningful to them, and what is highest on their value system. And when I talk about "values" I'm not talking strictly about the moral or ethical versions most people would think... I am talking about what is truly most important to their lives. Any time you set an expectation that is not truly important to your life...it is not as likely to happen. In my The Breakthrough Experience® program when I ask people what they would do if they had \$10 million, they write things like... "I'd buy that car; I'd buy that house; I'd take that trip..." Then, I ask how much money they would have left after buying everything they wanted and they say... "Oh about two million." I tell them well... that is because they are consumers, buying depreciable commodities. But people who really value money, make certain their money grows and doesn't disappear. Consumer-minded people's values are about buying things they think will make them feel important, instead of about building their wealth. So, if you have a fantasy about building wealth, but don't have the values that will lead you there, it can be self-defeating. If you set a goal that is truly in alignment with who you are, you will not only be more likely to achieve it, but the probability is extremely high. The first step in achieving goals is to find out what's truly important to you. And if that goal involves other people—make certain that in that goal, you're ONLY expecting the other people to do what aligns with their higher values. Otherwise you are setting yourself up for the Anger and Aggression; Blame and Betrayal; Criticism and Challenge; Despondency and Depression—all natural feedback responses to unrealistic expectations.

John's dedication to his mission of education spans four decades. His success in helping people achieve personal, professional and financial success is undeniable as is noted by the thousands who flock to his sold-out seminars, workshops and purchase any one of the 72 different programs he offers live or in books, on DVDs and CDs; all are carefully created to help the attendee or user learn to master his/her own destiny using self-empowerment and realistic goals and true higher value expectations. For a complete list of Books, DVDs and CDs visit: [www.drdemartini.com/products](http://www.drdemartini.com/products) or contact the Demartini Institute at: [info@drdemartini.com](mailto:info@drdemartini.com).

**BHT: People gripe about being stressed from a busy work schedule and never having down time. Then I see your travel schedule; things must get hectic. Do you ever get any down time for yourself?**

**JD:** I have little interest in down time. I love what I do, and so I don't desire to get away from it... in fact I think about doing more of it. "Down time" for me is working on more research and writing. I say, if you are not having your vacation your vocation, and your vocation your vacation, then you're not organizing your life in an inspired manner. I love what I do and unfortunately, not many people can say that. I love what I do every day, so I don't think about getting away from it.

**Stressed Out Super Women  
Overwhelmed Breadwinners  
Dead End Job • Uninspired Life**



**BHT: But women today are over-burdened with work, stress and the responsibilities of taking care of and supporting children on their own. Is there any enjoyment at work or home for them?**

**JD:** This is a common topic I work with. But first I adjust a few of the "super mom" myths that some women attempt to live by. I have them fill out the Demartini-Value-Determining-Process™ whereby they determine and write down what is truly most valuable or important in their lives. Next I have them list clearly what actions or chores they do during an average day. Then put an estimated dollar amount next to each action that equals what they could either earn by doing that action or pay someone to do the action; this determines a monetary value or equivalent on the open market. Some women fill their days with low priority or self-worth depreciating actions because of their "super mom" idealisms or other's expectations. An example could be cleaning: some women are able to hire someone for \$15 or \$20 an hour to clean—which in turn opens their schedules to possibly earn \$25-\$50-\$100-\$200+ an hour (it has to be more than what it costs to pay for the work to be done). Could it be worth it to delegate some of your chores to someone else? If women do not delegate lower priority actions so they can get onto doing higher priority actions, they lower their self-image and worth. Women who take up their valuable time with lower priority actions feel frustrated throughout the day because they have no

time for higher priority, more meaningful actions they would truly love to do. If women give themselves permission to prioritize their day by what is truly important to their higher values, they will find they can delegate things like cleaning, running errands... things not as meaningful to them...structure their day more efficiently and feel more fulfilled in their roles as mothers, homemakers or career women. Women who try to live as "super moms" and "super women" do not generally feel they are fulfilling their true higher intentions. The same applies to women's careers. If women learn to prioritize their actions at work by delegating lower priority actions to others, they provide themselves room to accomplish what earns them greater income, and they open their day to spend more fulfilling and quality time with their families doing what is also truly more important to them.

**BHT: Writing down values, challenges and solution-oriented actions are a big part of some of your transformational programs.**

**JD:** A short pencil is wiser than a long memory. Many people scatter their minds with overwhelming, low priority distractions and carry them around in their minds for weeks and months. They do this without putting them into some form of time management system or true priority list which would help accomplish what is most important, and also help them be present in accomplishing it. Priority and check lists are creative tools for this objective. Would you want the pilot of your plane to take off without a check list? Check lists are craft creative... they, checklists put you in value in a time management system and help you discover what is truly meaningful for you to accomplish. Studies show if you don't fill your day with high priority actions... it will automatically fill up with low

priority distractions. If you do not plant flowers in the garden of your mind you will forever pull weeds.

My interview with Dr. John Demartini was beyond inspiring; I implemented some of his suggestions for finding my true intention and made two on-the-spot-changes. I noticed a difference in one day! My life gets so hectic that sometimes I forget to prioritize my actions to align with my true higher values and am left overwhelmed. I have included information about his seminars, books and DVDs that you can find on his web site. I hope that what he offers will get you started in this new year on a new plan of action for a renewed way of truly being inspired and more prosperous in your own life. ●

