



Gary Simpson



It's Jean Shaw here, and today I'm picking the brains of the man who reputedly put the head in the bed of Alex Jeffreys Guru Nightmare report.

My guest today is Gary Simpson from Perth in western Australia, and he's kindly agreed to step out from his temple of Internet Marketing Newbie's to share some words of wisdom.

I must admit I'm expecting a lot because Gary is quite a wordsmith. Apart from being the author of over 20 substantial eBooks offering information on a range of subjects, he's also written some novels and a personal development and motivational home study course encouraging readers to transform themselves into the best they can be.

Gary's favourite saying is 'you can't teach a person anything, you can only help them find it within themselves', so let's have a chat with him and see how he applies that in his daily life.

So Gary Simpson, are you there?

GARY: I'm here Jean and look I'm very impressed that you remembered that little favourite quote of mine. That was good but I'll have to correct you on one thing, I think you said 20 e-Books? It's more like 40 now!

JEAN: Oh my goodness!

GARY: Look, I'm just pumping them out now

JEAN: Well, you certainly are a prolific writer, and to look at you, that kind of surprises me actually. When I was first introduced to you, I found you a bit intimidating, I have to say.

GARY: It's funny you should mention that as most people who don't know me say the same thing.

JEAN: We met through Alex Jeffreys coaching program, the very first one he did. I think he's on his 4th one now, and I was completely new to the whole thing, but you'd obviously been around a bit, in the nicest possible way, in as much that you'd had a bit of experience, if not in internet marketing but

certainly in network marketing, but you came across to me, as very wise, very confident but also very opinionated.

Then, I respected what you had to say, but I must admit I felt a bit intimidated by you, but then I actually met you last year and you're not at all how I expected.

GARY: You're making me laugh this end you know!

JEAN: One thing I can say about you, which is probably quite typical for Australians is that you don't suffer fools gladly and you call a spade a spade, don't you?

GARY: Well yes I do, I don't have time to waste on people that are just gonna muck around Jean. I'm constantly writing my eBooks, my courses, my manuals and things like that, and I don't mind helping people from time to time, but I get some people who think I'm gonna do all the work for them.

I don't have time for that sort of thing, and like you said I don't have time for timewasters, so if people want the information and knowledge that I have I'll freely give it, but at the same time I don't want to be anybody's slave.

In the past I've fallen into a bit of a trap with my eagerness to try and help people, and from what I've seen online there's certainly a number of people that when you start helping them they stop helping themselves and I've been trying to get away from that little scenario because in my opinion, if we can build people up to a level where people can support themselves in what we teach them then that's good, but if they continually want people to do things for them all the time then there's a place for that, and it's called V-worker, or e-lance.

Places like that, if they want somebody to work for them then they can pay somebody on pay sites to do that, so in many instances I'm now knocking back people asking me to edit their eBooks and manuals and things like that. I've probably, in the past, done that on more than 15-20 occasions and have put a lot of work into it, for not much thanks.

Some people, if you do it for them, they want to argue every point. So I've kind of formed the opinion now that some people just want you to endorse what they've done, and some of the stuff I've seen has been pretty lacking in content, style and most other things – and when you point those things out to people some of them tend to get a bit angry with you and argue the point.

So I've told people now if they want me to do that sort of thing, sure, I'll do it, but because my time now is so limited and valuable, there's a price attached to it so no more Mr. Nice Guy.

JEAN: Yes time is one of those things you simply can't get back can you, so I know that you're terribly organised and one of your eBooks...

GARY: You should see my desk if you think that! Sorry Jean, carry on; I rudely interrupted you there.

JEAN: Is your Time and Motion Planner, which has been downloaded several times by lots and lots of people.

GARY: Let me just check the number, because I do keep statistics on it, at the moment 12,323 times it's been downloaded.

JEAN: Gosh, you say you keep statistics but do you track everything? I know that you are actually a 7th dan in karate aren't you? which obviously means you are very disciplined, does that pervade into all area's of your life or...?

GARY: It does Jean, in fact I have trained now, for more than 8 years, and I've trained every day over those 8 years, every single day. I've not missed 1 day in 8 years.

JEAN: And how long do you have to train for?

GARY: You know that's a really good question, and I think the answer I'm gonna give here is that if people really really want to become good at something then train little, but often.

When I say that, you get people that wanna get fit right? Well they'll get all carried away and go and run a couple of miles, and then do sit-ups and push-ups and go crazy for 3 or 4 days before thinking all of a sudden 'this isn't for me any more'.

The better thing to do is to practice something consistently. It's very important to be consistent, if you're building your blog, look, I'm just looking at my messy desk, after you said I was very organised but my desk is a bit of a mess because I've been working on it all day.

I have journals here where I'm not happy until I move myself forward every day and put those entries into a journal here, and I get very cranky with myself if I look at a journal and see an empty page.

It's the same with my karate, I like to try and be consistent, and with my physical training there, it only takes about 20-30 minutes a day, but when you add that up over a period of a week, and then a month, and then a year, and then 8 years, all of that adds up and I remember an interview I heard with Johnny Wilkinson the rugby player – you're probably familiar with his name are you?

JEAN: Oh yes, yes.

GARY: They said to him ‘Why are you so good?’ and he said ‘I train every day’, and when I heard that my ears pricked up and I thought ‘I’m gonna listen to what this guy says’ and he said ‘when everybody else in all the other teams is out celebrating Christmas on Christmas day, I put in 2 or 3 hours kicking goals’ and he trained on his birthday, he trained over Easter, every festive period of the year, every day that meant something – he was training.

That’s why the guy’s so damn good, you’ll find that most people are good at whatever they do, train every day, like a guitarist.

A couple of months ago I went to see the Eagles play live in Perth, here in Western Australia, and the guitar work that I saw that night amazed me, they had a guy up there called Joe Walsh, and the way he played that guitar, I was just mesmerised, and I thought to myself, ‘How could he be so good?’ and then I thought ‘he probably practises every day.

It’s just consistency and if you just put in 20-30 minutes of your core activity every day then you can’t help but get better, as long as your practising the right things, because if you’re practising the wrong things then you’re not gonna get better you’re probably just gonna be repeating mistakes, but if you’re on the right path and you’re practising every day then you’ll be improving every day.

It’s like people say to me ‘I can’t write’, I just ask ‘have you tried?’ and they go ‘oh no, I just know I’m no good’, and I say ‘well that’s silly, you’re probably quite a good writer, you just need a bit of practise, just practice writing every day, just 20-30 minutes a day’ that’s all you need to do, and I wrote a novel by doing that.

It hasn’t been published yet I’m still hopeful of that, you’d probably need to write for more than an hour a day to complete a novel, but if you’re doing an e-Book or something like that, just 20-30 minutes a time, in the morning, afternoon, evening.

It’s consistency that gets the job done, the people that consistently fail at everything are the ones who go into a flurry and get really excited about something and then all of a sudden they’re not getting the results that they want, and they stop.

It’s a frenzy of activity to start with, and then they do nothing for 2 or 3 weeks. But they still keep asking themselves ‘why isn’t anything working for me?’, well it’s because they’re not consistent, and as I said before: consistency is the key.

JEAN: Yeah, it builds momentum doesn’t it, if you do something consistently over time. Another thing that also helps is having support, you train every day, and like you were saying, Johnny Wilkinson practises every day, so obviously

the important thing is that you've got to be interested in what they're doing, and a lot of people online are interested in things that they think will make money but if you've got no real interest in it then it's hard to get excited about doing something in that particular area every day isn't it?

GARY: Correct, yep, look you have to be passionate about what you do Jean. If I wasn't passionate about my karate, or about the writing then I wouldn't do it, I just wouldn't waste my time and fortunately, for a lot of people, their passion is watching TV, and if you just sit watching TV what are you gonna get done?

A lot of people have said, if you're working in a 9 to 5 job, it'll just get your bills paid, but after 5 o'clock is when you can create your own destiny, create your own business.

For a lot of people, some of them have got pretty difficult and physical jobs, and they wanna chill out and relax, but once again I'll come back to consistency, if they wanna build an online business all they need to do is spend a couple of nights a week, and maybe put a couple of hours in at a time of convenience over the weekend, then they would be amazed at what they get done.

But for a lot of people they come home, plomp down in front of the TV, eat their meal and drink some beer or wine in front of the TV, they're not exercising their body or their minds, and they're wondering why they're bored stiff at work.

JEAN: A difficulty I think people face when they come online, is if they haven't got the support of their friends and family, they're very much alone. So it's very hard to keep going when a) you don't really know what direction you're going, b) if you don't see any immediate results and c) if you haven't got the support, it's difficult isn't it, so how important would you say it is to join live workshops and forums etc?

GARY: Well I think that in itself is very important, not everybody that you know, are gonna support you in everything that you do, in fact, in many instances, a lot of those people will be extremely unsupportive and will want to ridicule people for what they do. But joining a forum for like minded people, going to internet marketing seminars and things - you don't have to go all round the world like we have.

We've been to Las Vegas and various other events. You can attend all sorts of functions in your area of interest in your local area, once every couple of months if somebody's putting something on, and I think it's good to attend these things. I quite often go to them. Probably once every couple of months if I know something's on an I can organise to be there.

Quite often it's a day out of the week you have to go to attend these things. The good part of it is, it's not so much what you get from the stage, it's what you get from the people that you meet. You saw this yourself Jean, in Las Vegas. You finally get to meet people that you've been connecting with on a forum or on Skype, and it's completely different in real life.

You said the same about me. You said I was an intimidating person, and I can be if you want me to be but I've met some wonderful people at these internet marketing seminars, and a lot of people over the world now are considered as being my friend, and I can Skype text them, call them over Skype or send them emails and stuff like that, and expect to get a good response off them.

I think it's very important to attend things like that because it gives you a feeling that there's other people that are trying to achieve the same things that you are, and at the same time you can forge all these good relationships with people all over the world.

JEAN: Absolutely, we're very much a result of the people we associate with aren't we, even if that means not just physically, but it's the information you watch and the books you read and the quality of the information you read as well isn't it?

GARY: For sure, you can't choose your relatives obviously, and some of our relatives, and we've all got them, some of them are just downright nasty and mean spirited towards us, and they can get away with it because if a friend or an acquaintance does that, you can get rid of them, but a relative is always gonna be a relative. I've had a lot of hurtful things said to me over the years from different relatives, but that's their problem.

A lot of them only want to criticise you and try to bring you down to a certain level because in the back of their mind they're a little bit worried that you might get ahead of them in some way if you're reading all these positive books and things like that.

I get a lot of people come round to my home and I've got a massive library, and when I say massive I really mean massive, I've got thousands of books, and when people see all my novels they see positive thinking books and say 'what have you got this crap for?' 'What're you reading this for?' and I say 'because I like to read it' and then they start getting on my case saying 'you don't need junk like that'.

Obviously they don't, but I like to read it, and I've got many hundreds of inspirational books. I've got hundreds of novels, I've got lots of DVDs, tapes all sort of things. I'm a bit of a junkie when it comes to that, but if you want to become good at something then you've gotta feed your mind with something. I know a lot of people Jean, and they are so proud when they say 'I haven't read a book since I left school'.

Some of these people are 50 years old, and left school at 16. I look at these people and seriously wonder why they don't read any books, I love reading books, I'll go through 2 or 3 books a week including novels and inspirational books like psychic, cybernetic – those types of books.

When people are proud of not reading books I think 'Wow, you're really missing out', and they seem to be the type of people who will sit down in front of a TV and watch things like Biggest Loser and Survivor in El Salvador, really clever stuff like that.

I'll spend about 3 minutes watching shows like that and I just shook my head and thought what is the world coming to if they see this sort of stuff as entertainment? I'd rather spend time on the Internet, reading a decent book, or writing something myself. Something that's gonna be valuable to me and my readers, I really don't get wasting time watching these dumb TV shows

JEAN: The trouble is, self-improvement is one of those things that takes time and effort, and often it's inconvenient isn't it, so for a lot of people they would rather just let time pass and watch TV and do

GARY: And all they get is older

JEAN: Absolutely yeah

GARY: They're not improving themselves in any way, in fact I think they're going backwards because by loading their minds with all that garbage, and like I said I spent 2-3 minutes, because a lot of people I know talk about those shows.

I think they're absolutely lame, and I think ok I'll watch it for a little bit, but honestly Jean I just get so bored and down with the stupidity of it I just think, how can so many people watch this stuff? Then you turn to the statistics in Internet marketing etc. where there's a 97-98% failure rate, and it's pretty obvious why!

JEAN: Yes, they're not being persistent and consistent, but you obviously are and as I say you're a very very prolific writer, so, which is your favourite book that you've written? Actually I think I know this but I want to hear it from you

GARY: Yeah well I do have an absolute favourite one, and you know of course, it's called The Power Of Choice, that was something that I wrote not long after the death of a very very wonderful person that I knew who died in her sleep one night, and I just... I don't know... It's really strange to explain and it's kind of eerie in many ways.

I had this story just churning around in my head, and I've mentioned this to you before I think, it was like I had all these words and I threw them all into a washing machine and I pressed the button and then I put the washing

machine in a cycle and one by one the words just started to line up, and started to make sense to me.

I just sat down in an absolute fever one day, and when I say fever I don't mean being ill but just a fever of activity. I just started writing this thing, and thought I don't know where this is coming from but this is really good stuff, and by the end of it I felt quite physically and mentally drained by it all. Then I left it and came back and read it a couple of hours later and I looked at it and thought, WOW, did I really write this?

Obviously I did because it was in my handwriting, and I didn't copy it. It's 100% original and I honestly seriously do not know where that story came from and it's my favourite piece of work that I've ever done and like I said I've written about 40 eBooks, I've got them all sat in my office here looking at them now, but nothing in my opinion comes anywhere near that piece of work, and I know this sounds self aggrandising but I'm just so proud of it.

It was inspired by the death of somebody very close to me and maybe that coloured my opinion on it or something but I've had comments from all the way around the world about that story and about that eBook and some of them have actually appended into the back of it.

JEAN: It is incredibly powerful and I have to say if I hadn't seen that you were the author I would not have known that you had written it

GARY: I was quite surprised myself too

JEAN: I don't mean that in a nasty way, I just mean it's so very different from anything else I've ever read that you've published

GARY: Well that's a very compassionate story, about a person looking back on their life to see what they have achieved, and the normal response I get to this is, a lot of the guys get very quiet after they've read it and most of the women cry, and I remember I gave it to Paula Brett, you know Paula Brett don't you Jean?

JEAN: Yeah, well I don't know her personally

GARY: Oh, ok, I thought you might have been out in Las Vegas with you but she was in the first group of people, maybe you were in the second one. I gave it to Paula and she emailed me back and said 'I cried', and I said, don't worry most women do. It's a very powerful, very emotive story and like I said I was amazed that I wrote it and I write a lot of my stuff by hand especially when I can't be near a computer I take a pad and some paper anywhere .

Infact I took some down to south western Australia when I went down to see Michael Bubble concert, and I scribbled a few notes and things down there, but when I wrote The Power Of Choice it was 98% right in the first writing,

and I know this sounds really weird but it was like I was being guided somehow to write it.

Like I said it was a very strange experience for me - and one that I'd like to have again actually even though it was a little bit eerie.

JEAN: That doesn't sound strange to me at all because I've written 3 books that have been published and it was pretty much the same when I read them back I think, I can't believe I wrote this, but I did. Words are very powerful aren't they; they can influence and persuade people so you do need to be careful don't you, because you do have a responsibility.

GARY: Oh absolutely, words can send countries to war, but I do recall Jean that you gave me some sound advice on a couple of reports I was writing and I'll just mention them now, 'How Not To Be An Internet Marketing Zombie' and 'How Not To Be An Internet Marketing Vampire', because I get so angry with the way some people behave when they force themselves on others and they do all these awful tactics, all these horrible black hat type things that I started swearing in my head off on those reports, and after I went through and edited them both the first time I thought 'Oh I've got a bit carried away here'.

But that's how I felt at the time and I got really angry about it, and when you get angry you tend to swear.

I asked for your opinion and you said 'I don't like it', so I thought 'ok I better tone it down a little bit', but I left the intent in there and I think you've read them Jean and I hope you weren't offended too much by them but they are the only 2 of my reports/eBooks/manuals, where I've resorted to a bit of foul language. But you turn on the TV in the night-time and they're throwing these words all over the TV now, and you hear school kids in the shopping mall using these words.

I know that's no excuse but I've kind of got used to those kind of words now and even though I shouldn't put them in reports, I'd just got so angry with certain people that I thought it was appropriate in those 2 instances only that I resorted to that, and I did put a very large warning on the front to say that there was a little bit of language inside them so if people don't want to read it then it's right on the cover for them.

Incidentally I had a graphic artist do some beautiful covers for those the other day, I was so impressed by what this guy has done, and I intend to release both of those in my temple talk newsletter over the coming months. I have released another report in February or March edition and I'm allowing people to rebrand some of my work now just to get it out into the marketplace and to let it get a bit more viral.

JEAN: That's a fantastic idea because your reports are certainly very good, they're very meaty, but I'm very glad you toned down those just a bit because you're saying that you see these words on the television, but that's the trouble. People get immune to them don't they; they think they're kind of everyday. Often I feel that it's what you don't say that can be more powerful sometimes. If you express yourself in the right way people read between the lines and sometimes that has more impact. You've got a very good memory haven't you?

GARY: I would like to say so

JEAN: How did you develop? Is that something that you've worked on just like your discipline with your karate or are you just naturally good?

GARY: I forget things from time to time but sometimes the more you concentrate on something, the more prone you are to forgetting it and if you just put something out of your mind, later on you'll find that it will just pop back in. I want to tell you a funny story here Jean, about 5 years ago I saw one of those Infomercials on TV, and it was by a guy called Kevin Trudeau who's a Canadian memory expert and what he did, he had an audience of 500 people and as they came in they introduced themselves to him by name and occupation.

And he shook their hand, and once they got inside the auditorium he made them all stand up and one by one he went up to every person and said your name is 'Jean Shaw' your name is 'Gary Simpson' etc., and he was even able to recite what they did for a living, and I just sat there stunned watching story thinking this could be a big hoax, but I didn't think so.

After the infomercial I thought I gotta have this guys stuff, so they had a 1-800 number that you ring and get these big DVD packs and books etc. It cost me about \$200 or something that I thought was an absolute bargain at the time, and that's what I never do, I never cut short on anything to improve myself. If something cost X amount of dollars I'll just buy it.

Anyway so I bought this thing and at the time I was in the process of moving into a new home so not long after I'd got them I packed them up into a box somewhere and I promptly forgot where they were and I found them about 8 years later, which sounds ridiculous.

I'm looking at them now, 2 DVD packs with books and tapes and CDs and I think that's pretty funny actually. I think a lot of people convince themselves that they don't have a good memory, in fact some people say 'I can't remember this/that' these people are hypnotising themselves into the reality of not being able to remember/do things.

Whenever I hear somebody say that, a close relative of mine says that all the time, the first words that come out of this persons mouth is 'I can't', and I get

so angry and the first thing I say is 'You can', and then we get into this argument of 'I can't', 'You can', 'I can't'. I just think oh my goodness, what is this person doing to themselves. They're hypnotising and convincing themselves that they can't do things and it's ridiculous, I have these arguments with this person all the time and I get really frustrated when the first 2 words that come out of this persons mouth all the time is 'I can't'.

I just think it's really sad that there's a lot of people that say that. They're convincing themselves through their own negative self talk.

I think it was Henry Ford who made that classic statement 'Whether you think you can or you think you can't, either way you're right' and I think that's one of the most profound statements that anybody's ever made apart from my favourite saying by Galileo.

But there's a lot of people who are very very negative about what they think they can't do, and I really think that a lot of people really are their own worst enemies in that regard.

JEAN: Yeah, a lot of people have that inner voice don't they, that fear that stops them from ever reaching their full potential because they just won't get started It's just that fear isn't it?

GARY: I think everybody has that little inner voice Jean. Sometimes it's your little guardian angel sitting on your shoulder that will tell you and warn you about things, and if we had more time I could give you a very very eerie story about an instance where I was warned, not once, but four times about some impending danger that I was about to walk into later that night, and I took notice of that voice and it saved me from a massive disaster, something of monumental proportions.

I don't want to go into it now, but if anybody listening to this call wants to know about it and they see me somewhere at a live event, if they ask me about it I will tell them a story that will make the hair stand up on the back of their neck.

Just getting back to self talk, when I said that everybody has that inner voice, you can cultivate yourself, in fact I'm holding a book, I'm stood up reaching for one of my favourite books here and if anybody wants to make a note of this, it's a very very powerful book and it's written by a guy called Shed Helmstetter, and it's called 'What to Say When you Talk To Yourself'.

I've read this book about 4 times now and every time I've read it I've got something else out of it, it's an amazing book and in fact it lead me to create an eBook of my own which is called 'Brain Training' that I wrote as a response to reading this book and I called it 'Brain Training Affirmations To Strengthen Your Brain And Body', that's another one of my favourite books.

I have an exercise in there on happiness, and I have an affirmation on happiness and if I find somebody who is unhappy/miserable/down, I give them this affirmation and I say to them, 'read it every morning when you get out of bed, and every night before you sleep'.

I have never had one failure of a person who has not woken up after about 20 days, definitely after 30, most people will wake up with a smile on their face and they don't know why. Purely because of the affirmation of happiness that I've given them, and it just goes to show the strength of affirmations and the power of the mind.

But saying that, I will warn everybody that there is a formula for writing a good affirmation, I have studied the formula and I understand it. Mine work. There are some affirmations that I think could actually cause damage or maybe do nothing, but it all depends on the way they're constructed.

If anybody listening to this is unhappy in their life then they can contact me and I will give them this happiness affirmation, and so long as they do the work, reading once in the morning and once in the evening. After 20-30 days they will wake up with a smile on their face and they'll wonder why they are smiling, and it will set the tone for the rest of the day.

So it's a very, very powerful thing is self-talk, and it's something that I'm a big big believer in, and I'm very passionate about.

JEAN: You wake up every morning with a huge smile on your face then? That's fantastic

GARY: well no, not necessarily, because I don't read that affirmation unless I need to read it, but there's affirmations for all sort of things. I've created affirmations for wealth, for weight loss, interestingly enough, somebody asked me to write one for smoking and I said no I wouldn't do it.

And they asked me why and I said because I don't want to put the idea of smoking into your mind. What I do is write out an affirmation of health for them, because smoking is against health. When you focus on health you tend to push smoking out of the seam.

If you just repeat to yourself, 'I don't wanna smoke, smoking won't help me' then it's not gonna work,. It's just not the way these things should be constructed. In fact it's putting the reverse connotation into the mind and the focus is on smoking and then the mind doesn't react properly to it. But if you create an affirmation on health then the mere act of smoking is against that affirmation of health so the mind will reject it.

It's very psychological all of this and like I said, if people want to know more about it, one of the most wonderful books I've ever read 'What To Say When

You Talk To Yourself' or they could get my little eBook which will teach them. I think there's about a dozen affirmations in there and it will teach them how to construct an affirmation for whatever problem they may have.

JEAN: Yeah you have to concentrate on the desired outcome don't you, the positive outcome that you actually want to happen as what you focus on expands they say, don't they? So you focus on the good bits and not the bad bits basically.

Well you've obviously come a very long way, not just in the two years that I've known you, but also since you started. You've obviously got a positive message for everybody because everybody starts at the bottom sometime don't they? It just takes time and nobody's good at everything to start with. As you say, all these people who say they 'can't' do something need to reframe their mind to know that they can, but it will take persistence, time and it's action really isn't it?

GARY: Taking action is very important and as you well know I have written another eBook called 'Time And Motion Action Planner' which is the one that I mentioned earlier that's been downloaded some 12,500 times. But one thing that everybody can do if they wanna be consistent and persistent and build this skill in any area, all they need to do is construct a simple matrix, or buy a very small diary or something like that.

Every day they should write into their diary, or tick off on the matrix, what they've done, and if there's a day where they haven't done anything then the next day they need to double up and do twice the amount of work. But the good thing is Jean as I've said before, with this brain training activity that I do, do something for around, and usually for most people it's around 30 days unless you're highly disciplined, it becomes a habit.

We can choose to have good habits or bad habits; most people are pretty lazy so they're involved in very bad habits. But if you want to change a habit then all you have to do is do something consistently for 30 days, and then you have a habit that you want and not a habit that you don't want.

I was involved, through my karate, in a very serious injury where the surgeons told me that I would never ever regain the use of the injured limb 100% ever again, well I just listened to that and I thought 'yeah? We'll see about that' that's exactly what went through my mind, when they told me I dropped my lip a bit and thought 'this is a surgeon telling me this', then I thought 'yeah ok, we'll see about that'.

I think about 6 weeks after surgery I went back and the surgeon says ok tell me what you can do, and I went through a range of motions and I just looked at his face and saw his eyeballs pop out of his head and he said "how did you do that?" So I said "easy" and he goes "what have you done?", so I said "I

knew you would ask so I charted it all, and to recover I did 300,000 exercises".

I know people listening to this will think I'm a maniac and maybe I am, but I just wanted to prove this guy so wrong, and he told me that he'd performed that operation on hundreds and hundreds of soccer players in Dusseldorf in Germany and he said that all of the soccer player's he'd performed it on were much younger than me, and none of them had recovered anywhere near as quickly, or anywhere the range of motion that I had, and that was with professional therapist, nutritionists and all sorts of people to assist them.

And I said this is not all I can do, so I just dropped down on the ground and did half a dozen pushups, and he said "no, no you can't do that!", and I said "well I've already been doing it mate".

He was absolutely astounded and once again I was just putting it down to persistence and the will power to want to do something, and mainly to prove to him that he was wrong and his assessment of me before the surgery was.

I know I'm sounding like I'm rattling my own cage here but I think it's good to listen to people that have done things like that, to know that it can be done.

There's not too much that's really impossible unless you're defying the laws of gravity or nature or something like that, but do you know in most instances Jean, and I think this is pretty sad, the vast percentage of people don't even try. They're just defeated before they even start, and they think they can't do something and they're right because they don't even try.

I just think that's really sad, but I'd like to inspire people to be able to become greater within themselves.

I think all of us, myself included, all of us have got untapped potential and we just don't know what we can do or how much we can move forward until we try, and sadly a lot of people just don't want to try and I see it time and time and time again on the internet.

People just give up, like I said I think it's sad, they don't just give up with that, they give up with a lot of things and a lot of people are quite prepared to consign themselves to the fact that what they are now is all they will ever be.

I just think that that's wrong, that's the wrong way to think and I'm always encouraging people to push forward, be stronger and be more powerful than what they are now. Tomorrow is another day and they can do things between now and next week that will make them better in a fortnight.

That's just the way I like to think and that's probably been brought about by a lot of the inspirational authors and books that I've read.

JEAN: Well this is it, there's a lot of people's expectations that are pretty low and they're based on the limited beliefs that are put on them by other people. When you're a child you don't have all these limits, you think you can be anything. When I was a little girl I thought I could be a ballerina, but I'm not like a ballerina at all I'm more like the little elephant in Fantasia.

GARY: Jean, I can honestly say that you do not look like an elephant

JEAN: But I probably dance like one, but the thing is that as a child you don't have these limits do you, you think you can be anything and it's only as you grow up and other people say 'you're too thick to do that' or you can't do it...

GARY: Sorry to interrupt there but somebody gave me a tremendous demonstration of this one day, they had 3 crabs and they put them in a bucket, and then they put it on the beach, and they got a stick and they put a circle around the bucket and it was like a five foot radius circle.

And this guy says to me 'How long do you think it will be before the first crab can crawl out of that bucket across the five meter line and get back into the water?'

There was me and a few other guys there and I said "I don't know", he said the answer is "never".

I said "oh... ok", and he said the reason is because as soon as one enterprising crab gets up on one claw and then puts its other claw over the side of the bucket and tries to climb across the line and to the water, the other 2 crabs will grab onto him and say 'No'.

I don't know if you've ever caught crabs, but that's exactly what they do.

They hold onto one another and quite often it's really difficult if you've been out and caught these crabs in a river, to try and separate them when you put them in a bucket because they all latch on to one another, it's so true.

Unfortunately there are many people who want to do that with us, they want to hold us back and they don't want us to move on or move ahead. I think it's up to each individual to try and break the mould and try and become somebody that they want to be.

I think everybody has a yearning to do something or to be somebody greater than what they are right now, and I really think that everybody can do that, but self limiting thoughts and things they call SNIOPS, which stands for the susceptibility to the negative input of other people.

There are a lot of negative people out there and I don't think we need to share in their negativity because in my experience, and I don't think anybody's ever erected a monument or a plaque to a truly great negative thinker. It's always

the people that do things with their life or move ahead with their chosen vocation are the ones that people admire and people that are remembered through history.

It's very easy to be negative and lazy and to not want to aspire to doing things. Once again it's a choice, it's down to choice. Even making no decision is a choice because you choose to make no decision. Jean I'm going to have to...

JEAN: Yeah that's fine Gary, I really appreciate you giving up your time and I'd love other people to share in your knowledge so where can they find more about you?

GARY: Probably my blog is the place that I interact with people most, that's <http://www.motivationselfesteem.com/talk>

I quite regularly put up blog posts and you've probably noticed that every person that makes a comment on my blog, I try my very hardest to answer them and reply to any comment that they make or concern that they may have, so that's the place that people can get me easiest I think.

JEAN: Yes and I can confirm that Gary has some brilliant articles on there and also you can get access to all of his eBooks and his newsletter and everything. Thank you again Gary and hopefully I'll speak to you again sometime, take care

GARY: Thanks very much Jean it's been a pleasure

Note From Jean -

Since recording this interview Gary has gone on to set up a very successful [coaching course](#) with good friend and fellow [Alex Jeffrey](#) student - [Garry Parkes](#).

You can find it here - [InternetBusinessCodeX](#)



Here's the report I asked Gary to tone down a bit. Just [click on the image](#) to get your free copy!

