




**Have you ever kept a diary?** I suppose girls do that and boys don't. It does not seem all that manly! So let's call it "journaling" and apply it to improving our lives as adults. Benjamin Franklin did it.

 An important aspect of journaling is introspection. Journaling is a private activity. In that respect, is a little like praying. You and your God: looking at life.

**Where am I going?**

**What do I want? What did I do right and what, wrong?**

**What could I do differently?**

**What help do I need?**

**Can that help be obtained from within myself?**

The private nature of journaling allows us to peel away a lot of the pretense and self-deception we all engage in.


**The mechanisms are to observe, to record, to look for patterns, to analyze and then to implement.**

Pretty profound, isn't it?

Now we are back to that list of questions. Where am I going? What do I want? What did I do right and what, wrong? What could I do differently? What help do I need? Can that help be obtained from within myself?

**Observe  
Record  
Look for Patterns  
Analyze  
Implement**

# Journaling

 Analysis, one of the most important steps, can be tricky. We are up against our preconceptions, our biases, our stubbornness. We may fail to note some things that are important and make a big deal out of others that are trivial. **Thus, our journaling efforts must be targeted.**

It's not like we're world class celebs with millions of fans who care about every silly move we make. We are regular folks. Our lives don't matter to the world at large. They matter to us and to a small circle of people we care about and work with.

**The point of journaling... is to spot the things we do well and do more of those things and to spot the things we do poorly and do less of those. It's that simple. It's that profound!**

This process can help us make our lives more efficient, more productive and happier. It's not rocket science; it's introspection. Anyone can do it. **No price tag. No guilt. You just get a notebook and start doing it.**

What is targeted journaling? Well, you make a list of topics you'd like to focus on and away you go...


## 1. What makes me feel good versus what makes me feel bad?

Let's begin by slanting this toward health and Vollara...


What foods? How much hydration? What supplementation? How much exercise? How much sleep? How many conference calls? Which calls make me feel uplifted and inspired; which don't? Web study? How many approaches to prospects?



This symbol means there is a special idea in this paragraph.

 Don't become a journal fanatic. Just make note of things that seem extraordinary. When you are really inspired, write it down. Inspiration is an emotion you want to repeat! So let's try to discover what causes it. When you are down in the dumps, try to identify what triggered those feelings. If possible, maybe we can eliminate some of those triggers.

What people bring you up? What people bring you down? What news? What music? What activities? What feelings? What memories?

 I've learned over the years that I can bring myself up by listing the 25 people who had the most profound and wonderful impact on my life. Or by counting my blessings. I didn't figure this out by journaling, per se, but by applying the same principles of observation, pattern identification, analysis and implementation.

The process of feeling good versus bad is quite complex. I first tried journaling forty years ago when I was reading lots of self-help books and using motivational cassette tapes. My first conclusion—and it came as quite a surprise—was that I felt better about myself when I was wearing good shoes (shined and in good condition). Journaling showed me the negative side of this and then the positive side was obvious. The pattern in my journal indicated that I felt self-conscious and was less productive on days when I wore ratty old shoes.

Conclusions like that don't emerge right away. My targeted journaling plan made no reference to shoes.

Here's a positive entry that allowed me to interpret a number of earlier entries that had been negative:

*“Met two ladies at a gas station. Just started chatting with them and ended up with both of their names. I felt empowered...and I think it was because I was proud of the new shoes I was wearing.”*

The earlier negative entries—about prospects I didn’t even have the guts to talk to—had not been about shoes! That experience at the gas station was my Rosetta Stone.

As I recall, one of the earlier entries said: **“Felt lousy at the Clements meeting. Just couldn’t get in the groove.”**

I have never been a high-low guy. I’m a “steady Eddie,” and at this time in my life I was very focused on my goals. Life was good. So why the negatives?

**Finally it hit me.  
My old loafers didn’t look so good, but my thrifty nature kept telling me get a little more wear out of them.**

Into the trash they went, and I felt like superman. The following week I threw away some old sneakers. Since that epiphany, I’ve paid much closer attention to my footwear.

Does this sound trivial? Maybe you are thinking, “No big deal. We all feel better when our clothes look good.” That’s true. But do we pay attention to what we know...or do we sometimes slip into behaviors that violate common sense?

I’ve read that Michael Jordan makes a point of never going out into the public unless he is impeccably groomed and dressed. He makes money from advertising. His image is everything. To a lesser degree, don’t we all make money from our image?

Could a month or two of journaling help you? We all make mistakes that

seem obvious to other people but not so obvious to ourselves. We’re victims of habit. My reluctance to discard an old pair of shoes was working against me. Meanwhile, my subconscious kept punishing me (I felt bad) each time I wore those shoes in a professional situation. That same subconscious power rewarded me (I felt unstoppable) if I wore shined, new-looking shoes.

Once journaling showed me the impact those old shoes were having on my life, it was a simple decision to dump them in the trash.

## **2. How do I respond to life’s positives and negatives?**

We come up against little problems every day, medium problems at least twice a week and plenty of major problems, too.

As each small, medium or large problem comes along, comment on it in your journal...


### **How bad is this problem?**

### **How will I deal with it?**

### **Is this problem likely to impact other areas of my life?**

Journaling will demonstrate that many problems resolve themselves. You already know this...but you probably need some reinforcement!


Problems usually turn out to be less tragic than they first appear. You can prove this with journaling. If you’ll “journal” your problems for two months, you’ll learn to modify your responses significantly.

 Would you like to be able to change your thinking about problems? Wouldn’t it be sweet if you could start taking problems more in stride? Someone tells you about a crisis and you say, **“No problem; I’ll take care of it.”**

“How will you take care of it?” they might ask.

**“I don’t know yet, but trust me; I will take care of it.”**<sup>+</sup> Some parents use this tactic with their kids and bring much peace to their homes.

**You’ll learn to say these words<sup>+</sup> with confidence and 19 out of 20 times you’ll come across as a genius. People will view you as an amazing leader (amazing mom, cool dad).**

 **What about that 1 in 20 situation when things go awry? Put on your leader’s hat and get it solved. No big deal. The words to say: “I’m sorry. Give me a day or two and I’ll resolve this. Trust me; I solve problems for a living.”**

Can journaling really give me this kind of power over problems? Yes! So why not begin journaling today?

## **3. Which people (news anchors, friends, business associates, singers) are good for me and which are bad for me?**

Some people get so wrapped up in being mad at Fox News or MSNBC or CNN that they can’t function. If you’ll observe, record, find patterns, analyze and implement...you’ll soon stop watching the shows you hate. Do you need a journal to see this?

The more I’m with some people (the more I see them on TV?), the angrier or more down I feel. A former golfing friend comes to mind. We enjoyed competing. But this guy liked to move his ball around to get a better lie. The problem was me, not him. I should be more tolerant. But journaling convinced me that I’d be better off not playing with that guy. I am who I am. It wasn’t worth being in a bad mood for two days after each golf outing.

Teenagers who hang around with honor students do better in school. Antonina's boyfriend's mother loves our daughter. Her son never cared so much about homework until he started dating Antonina.

Negative influences are worse. Teens who run with drug users, smokers or drinkers are far more likely to do drugs, cigarettes or alcohol themselves.

It's easy to see how kids influence one another. Peer pressure is the biggest of big deals for a teenager. The adult world is different. We worry about peer pressure, too, but our lives are more complicated. Journaling can help us sort out our relationships.

**Friends who make us smile, who support our goals and who uplift and inspire us are the ones we should bond with!**

**4. What business techniques are best for me? Better stated: What business techniques will take me toward my goal!**

There are many approaches to Vollara in particular and network marketing in general. Journaling can help you decide if your techniques are on or off target.

Your journal might contain entries like these:


**Saw a good prospect today but did not have the courage to talk to him.**

**I followed up on 3 people who took water samples. They all said 'No interest.'**

**I like doing presentations but no one wants to listen.**

**I get inspired with I listen to a good Million Friends call, but I can't get prospects to listen.**

**Recruited Bill Jones today. He was 100% agreeable. Why aren't all prospects that easy?**

 You can't learn much from a single entry. Journaling is a way of looking for trends. Your goal is to identify things that work (nice shoes) and things that don't work (people that annoy you).

Five hypothetical entries were shown. Three are negative. One is a mix of positive and negative. One is all positive. If this were my journal, I would consider this kind of analysis:

▶ I'm getting a lot of "no interest." Maybe this is the norm. Maybe I just have to keep moving forward and do numbers, numbers, numbers.

▶ Or maybe I need to work on my approach.

▶ Or maybe I am approaching the wrong kinds of prospects.

▶ Or maybe my goals are not clear. Am I trying to set up career builders or sell Fast Start Packs? Am I trying to find leaders or customers?

▶ Do I have any mannerisms that are sending out negative vibes?


▶ How strong are my beliefs? In the future of Vollara? In the role I want to play in Vollara's future? In the value of our products? In the system I am using?

▶ Do I really believe I can develop 4 strong legs and build a \$250,000 per year income within 4 years? Is this the best career option available to me? If I don't do Vollara, where will I be and what will I be doing 4 years from now?


▶ Am I setting the right personal example?

▶ Am I a full-fledged participant in the Million Friends system? Do I look forward to the calls? Do I make a regular attempt to invite guests?

**The best way to use this newsletter**

 You're approaching the end of your first reading. Maybe you read this article carefully and thoughtfully or maybe you just scanned it. Whatever the case, this paragraph has captured your attention.

What is your first impression? Are there ideas in here you can use? Did you see some things that may help change your life? First impressions are very important.

 Are you in the mood to change yourself? If so, find an empty notebook and start your journal. "Targeted topics" should be written on the first page. A second and maybe third reading of this essay will help you get off to a good start.

Listen to some Million Friends calls and review all the presentations we offer. Check here for details:

**[www.chippynews.com](http://www.chippynews.com)**

Maybe Million Friends will change your life. It's very possible!

I'll post this newsletter on a page that will use this URL:

[www.chippynews.com/journal.htm](http://www.chippynews.com/journal.htm)

This page will not be ready if you read this essay in the first week of July, but it will be completed soon. I will pull together all the elements a person has to be aware of to use the Million Friends support system

Good luck and good career building,





Bob Giddens

**Page 4 is a Power Page Use it a lot!**

One of the most important "participation steps" in Vollara is to use your own products. I contend that you can't find a better way to order 100 PV (enough to stay Active) than by ordering 3 bottles per cycle of Re:Fuel. The cost will be \$149.97 plus shipping and tax, and the PV will be 120. This amount of product will cover 3 family members for 28 days. You will not find a better food value in the grocery store or anywhere else. If you do not use 3 bottles of Re:Fuel per cycle you can sell the extras, use them for demonstrations, give out samples (in baggies, along with a photocopy of this page) or you can change your Autoshipment and order something else. A financially challenged distributor can order nothing and save this expense, but a serious participant should move in this direction as soon as possible. Give the baggie idea some thought! By giving away one bottle you can probably sell the other two at retail or sponsor a new distributor. There is a lot of value and potential in this amazing and unique product.

## Graphical Re:Fuel

Yes, one Super-Multi provides all of the following...

 <b>6</b>	<b>=</b>	<b>3</b>	<b>+</b>	<b>3</b>	<b>+</b>	<b>3</b>	<b>+</b>	<b>3</b>	<b>+</b>	<b>3</b>	<b>+</b>	<b>50% of</b> <b>Re:Claim</b> <b>+ 1 1/2</b>
												
multi-vitamin, multi-enzyme, multi-probiotic, multi-antioxidant, and extra fat digesting enzymes	whole food vitamins	enzymes for digesting fats, carbs & protein	12 stabilized strains of probiotics	food sourced antioxidants	extra fat digesting enzymes	chelated minerals for better absorption						

**Suggested usage:** Take 2 **Re:Fuel** capsules 3 times each day with meals (6 total). For one price you get the equivalent of 5 1/2 products taken by label instructions. Some people prefer to take 3 capsules with 2 meals (6 total) to make the process easier. The enzymes in Vollara supplements help you get more value from your foods in addition to the values in the supplements. At a health food store you would have to buy at least 3 products to get all these values (even then, it would be hard to duplicate all the enzymes and probiotics). It is good to also order **Re:Claim** to fill out the minerals.