



Taking Charge – Ending the Self Help Hustle and Heartbreak

Today's Guide – Top Earner and Entrepreneur Mom Dawn Anderson

Hosted by Mark Januszewski

Intro: Taking charge with successful businessman, world-renowned speaker and best-selling author, Mark Januszewski, this is the only podcast where we end the self-help hustle and heartache and arm our listeners with everything, they need to access a remarkable power within a power beyond measure.

Mark J is the creator of the famous master key experience, which publishes annually a success rate of over 98% happier, healthier and more successful people. Mark co-created the master key experience, combining science and spirituality with his wife, over 30 scientists and the illuminated ones spanning 4000 years. You'll quickly discover that there really are no common people, there is greatness within you and this podcast will help you find and develop your greatness. The best news, it's in you already and so it's free, I welcome you to our host Mark J, creator of the master key experience.

Mark J.: Hey! Aloha everybody. Mark J. coming to you from beautiful kawaii Hawaii, so I want to say aloha and welcome you to today's episode of taking charge, ending the self-help hustle and heartache and I have a remarkable guest on today, definitely everybody knows this woman's one of my favorites and that's not a long list of some great people and done some great things on our behalf and we've got to witness a lot of great things but this woman's really special, you're really going to enjoy her.

Because she gets the thing about the self-help hustle and heartache, that you know it's a twelve billion dollar industry with zero quantifiable results and when I first met Dawn which was a few years ago you know she had been through what a lot of people had been through bounced from one book to another, has a lot of great quotes and ideas but really not very much changed and the fact that she is committed to a completely different way of doing things, we'll get into in a little bit but this is what's remarkable about her and why I want to give you aloha right now.

We always start the same way and that's by defining Aloha. Aloha, I did not know this one I moved here in 2010, actually means Alo is the divine or the spirit and Ha is breath.

So, we hope Aloha is on you during this podcast in other words the breath of the divine is on you which might serve to open up your mind just like Dawn's mind that completely shifted and she met with an awful lot of resistance.

So, today I'm joined by let me get right into it with Dawn Anderson. When I met dawn she was struggling in network marketing, a single mother of eight, it wasn't a typo in the email I sent out, so I type on the website so what's your excuse for wanting to make changes and great things happen in your life, 8-kids and what's really interesting is when she started on a real journey of self-discovery not only was she criticized like most people get criticized.

When you to clear your truth and start to move towards it other people are going to criticize you and I told her one thing I said you have to understand that that's validation and verification that you're on the right path, ok, you're doing something different and that'll create different thoughts which will create different realities. So, she was struggling as a single mother and one of the things I noticed about her and why I basically instantly fell in love with this woman, was that she kept her sense of humor through all of it and that's really been a hallmark of hers, so she

went from struggling just to get by struggling in network marketing, struggling to find fulfillment, all that shifted and today she's one of the most sought-after speakers has spoken to thousands of people and with that humor and that spiritual insight has been able to impact people's lives.

She has a few people that are now asking her once they found out she was going to write a book called out of the box, unstuck, which helps people understand how we choose, each of us choose exactly where we are and where we're going and how to shift that and now she's got a couple of book offers on the table so I want you to help me welcome Dawn Anderson and you can you can do that by please share this with people and let them know you're here.

So, Aloha Dawn, it's great to see you, you look good for someone, that was just in an accident

Dawn Anderson: Thank you, thank you for asking me to do this with you, it's such a pleasure and an honor and I have been so tremendously blessed by the things that you've taught me over the years and so it's just a privilege. So, thank you so much

Mark J.: Yeah, well I feel the same way because you know how I feel and I know you've taught you're very successful team exactly the same thing, you know you did the work you know we just created an environment but you came in here you rolled up your sleeves and into the work.

So, tell us what it was like before and how you catapulted yourself to success in the home-based business arena? I think it's very difficult, I raised two kids on my own and I don't even comprehend the number-8, I don't get, two is like that was confusing enough for me, so you know obviously when you're raising kids on your own, being in a home-based business is a great option, why is that?

Dawn Anderson: Well, for me it was the ability to be able to still be a mom, you know that that's my biggest joy in life honestly is being a mom and I wanted to be present for my kids, I wanted to be able to go on a field trip or take care of them if they were sick or just hang out with them because I could and you know the whole seven the feint was not going to work because I didn't be present and you know you never know how many days you have, so I wanted to make sure that I made everyone counts the dash, right?

Mark J.: The dash, do we talk about the dash on a gravestone, right, and you've probably all heard a speech about that and everybody knows the speech or knows that that's the one common thing on all gravestones but people kind of tuned out to it.

So, let's talk a little bit about what it's like working at home because very similar stories you and I, I was fit I had failed several times to try to get into that position and then when I really needed it, I tried even harder and I was failing even worse and I think a lot of times when people get a chance to meet someone that has been through the war of whatever blockage they have to what they have and they overcome those but let's talk about that because fundamentally when people are successful, you know they talk about their success on here and don't quit and all that stuff but you know really home-based business it is a challenge and a lot of top earners, to talk about like it isn't and it's easy and you know and of course that makes them most people a sucker for all these people, peddling these ridiculous we can get rich with social media and you can break a lot of ranks and you're up on, you know it's just gurus trying to suck money out of an experienced and fearful people.

So, what do you think made a difference and you know what can you tell people that maybe are considering a home-based business, you know what are the criteria that you had to come to grips with that were necessary within you to turn the ship around and to start earning and enjoying what you were making?

Dawn Anderson: Well, first of all, one quote that I heard a long time ago was that you can work on your business and make money but you need to work on yourself to make a fortune and so for me the biggest shift took place because I was working on me, you can't take people to where you haven't been and the one thing that's consistent among all successful people and leaders is that they have great habits and you know when I did the master keys, that was a huge shift for me in developing new habits, greatest salesman in the world.

First scroll is on add value, you know so they either are going to add value or decreased your value and so I had to learn how to develop those and to be honest it's something I have to re-instill over and over, it's easy to fall out of a habit and it doesn't matter you know these people that say oh it takes 7-days or 21-days or 90-days baloney, it takes a lifetime of doing something over and over and over again and it you catch it quicker because an understanding but you recognize that it's a process, it's a journey, it's not just a destination and for me it is, it's growing constantly because I'm still learning

Things that I read in that book the first time I read it we're not the same things that hit me the second time the third time or the fourth time or the fifth time, so you know but it you have to figure you out before anybody would you follow you, you know if everybody that's listening looks in the mirror and says would I follow me because there were people that wouldn't follow me when I was a mess

Mark J.: Right, right, and so this is this is a big thing I think you're onto something huge here because I think people look around online or a friend contacts somewhere they see a video and visions of sugarplums start to dance in their head I mean you're in the top one percent of earners in the world, okay, and I hope you didn't miss what she said most people are going to look at the money, if you remember what she said the most important thing was being a mom, that was the real motivation was to be available what's the point

We see so many people get involved in home-based businesses and they tell their spouses or their family you know I'm doing this so we can have more money and more time and the first two things that they give up or money and time and that leads, that can be a very delicate thing to try to balance, in this this business will press that delicate balance if you're not careful and haven't discovered who you are. So, what she's saying is you know the primary thing was being a mom okay but at the same time, I know you wanted to establish your identity because while being a mom like well you'll always be a mom you're also a woman and have your own needs desires and wants which is setting a good example.

How would you suggest to people that they balance those rather than just look at what can they make, is the real thing that's going to drive the business for them is consistency, we all know that people sign up to being a home-based business and they don't do the work, what triggered you doing the work?

Dawn Anderson: Well, there were several factors number one I guess I want to go back and say if you do this just for the money nobody's going to join you

Mark J.: Absolutely

Dawn Anderson: Because I did the go bro program with you which was massive for me because I got a system and another level of skill set, so I continue to build on what I already had but for me it was the integrity of being

able to look somebody else in the eyes Mark and say I can help you win, See and I meant it, it wasn't because I was just saying oh I'm going to build this big organization I knew what I could do because I had a skill set and a system that I could plug people into to help them win.

Now, not everybody's going to do it and if you think that you're, you know the numbers don't change the numbers don't lie there's a lot of people they're going to say yes to you and they're never going to pick up the phone and the first thing I had to do was look at me am I willing to pick up the phone, see because all I want to find somebody else to do the work for them and that's not the way network marketing works you know the speed of the leader is the speed of the pack, so if I wasn't willing to do the work who else is going to do it, you know I mean I equate it to the pimp, you know yeah he goes as prostitutes because he doesn't want to do that work

Mark J.: And there's the humor that we're talking about right, yeah very-very down-to-earth very great and keep it light folks, so what we're really talking about here is not about money but we're talking about taking charge of oneself because you know tell me if you believe this is true, it's what I believe but that doesn't mean it's true for all people this right here is about the intelligence level required to make great money in network marketing and this is the intelligence of an average person, is so far over what the intelligence is required to me, so what's required intelligence level? This is where an average person's intelligences that's what I believe, what fills that gap is that personal development, that decision which means to cut yourself off from any other possibility.

Do you agree that everybody has way more intelligence than they need to make great money in a home-based business?

Dawn Anderson: If you're looking at straight-up intellect, it's not about the intellect, right, I mean everybody comes in to that's the best thing about this arena is that everybody comes on to the playing field with equal intelligence as far as the ability but most people aren't even on the block and in the parking lot as far as who they are in their own head, what they're saying to themselves on a daily basis and how they listen and communicate with other people and how they have the ability to build relationships with people and really how to care about other people

Mark J.: Right so, we're agreed that this is where the intelligence level is needed to succeed it's down here around 80 to 90, okay, and the average person's up here around 110,120, 130, more intelligence, how did you close the gap, how did you move from struggling to actually starting to realize or drawing that greatness out of you that I know you and I both believe the same about this, it's that there are no common people there's greatness and everyone, how did you get someone to close the gap obviously want the number one thing that Dawn's already shared with you is do it yourself but how do you do that how did you transition over because I know that when you started to really study yourself, question some of the mantras that have been pushed on you about God and life and everything from the time you were five six years old like all of us that you even got resistance inside your own.

Dawn Anderson: Oh, absolutely. So, I had done a lot of personal development I had gone to a lot of seminars, I had read a lot of books, I had done a lot of counseling, I had coaches and then I came across the master keys and I saw that Leon Overlander was on watching and we had one of the people that shared this with me, so thank you we and I have to be forever, thank you.

But I saw the information about master keys and it was the lightbulb went on for me, it was like that was the next step and for me the pivotal component of that was; you can't just go into some arena full of people and not be able to personalize the program, and starting out one of the first things we did was find our own definite major purpose.

Why was I created because we're all a miracle, you know the chances of our existence ever happening is own, right, so I was created on purpose for a purpose and with the purpose and so finding that purpose out and aligning myself and my mind to what that purpose was and being able to assist myself by knowing I could change memories and feelings about memories to new feelings and attach those to current thoughts meant that I could change the direction of my life.

Because A, I took total responsibility that every decision I made got me to where I was but the beautiful thing is as I was diving into this information and developing new habits and figuring out what I wanted and using my brain to work together and my body to work with me, that I was now able to take that information and create a life by design instead of one by default, because everybody wakes up the same way every day, but then what they do with the day is up to them.

And there was, my subconscious mind was so embattled with my conscious mind that I had to really work that out, it's like having two voices, the one that says yes you can the other one that says no you can't and being able to remove one to listen to the other was the and I still do that, it's like layers. So, there's now I'm at a new place in my life like so what's holding me back now, why am I not taking that to the next level?

Because there's it's you equated it to cement and it's one of my favorite analogies that you share, you know we go through life we're born you know this beautiful amazing creature and we think anything and everything is possible then as daily life happens and stuff happens, we get cements thrown on us, we get heavier and heavier we're completely covered we forget that golden amazing person that we were born with and then something in life hopefully knocks that's hard enough that a chunk falls off pretty go oh wow, that's right, that's who I am, but that cement has to be chiseled off and it takes time and that's the disciplines, daily disciplines but if anybody thinks that I still don't find cement between my fingers and between my clothes and under my armpits, they are wrong

Mark J.: Got you. It's there and Dawn is referring to as cement is around fire... we basically when we're born you know we're a miracle, we only have two fears falling and loud noises, all other fears are learned, some of them are meant to protect us when we're young but we forget that we don't need to operate that anymore, I know not to drink stuff under the sink, I'm not afraid to go open the cabinet under the sink anymore but the but cement she's talking about is other people's ideas and even people that really cared about you, they're byproducts of the same system that the institutions have used since the beginning of time to try to control the masses.

Admire us in the momentum of mediocrity, so the cement that Dawn's referring to is in fact other people's ideas, you said something really fascinating and beautiful, that you can take in your mind and attach different memories to experiences that you had and she's referring to the brilliant, one of the seven brilliant laws of the mind which is the law of dual thought, so these experiences in your past, you have learned to attach different feelings which changes the story.

Dawn Anderson: Oh absolutely! The stories are real or imagined usually imagined right we've changed the story in our head and then we live by this made-up story and it doesn't serve us, right, and we you know we interact with people on a daily basis and we react instead of respond and a lot of that is based on our own story that we have already got going on in our head, so we go into the doctor's office and he yells at us, you know sit down, you know and we just think who are you, you know and we react and it's like you can't talk to me that way.

Well, the bottom line is instead of reacting why don't we respond with love and know that geez, the only reason that anybody gets angry is because they're feeling hurt and that hurt came from a loss, right? So, there was the

loss that day for them so if we can you know wow, it sounds like you're having a tough day, totally change the dynamic but we have the choice to do that and again it starts with the story, so you know and we all make up stories, but those stories if we look at them if they're not serving us change it, you're writing it and most of its baloney anyway

Mark J.: Most of us baloney anyway, life works this way you know something happens, it doesn't mean anything we make up a story about it and that sets our possibilities and limitations and which doesn't have anything to do with who we are, doesn't have a thing to do with who we are, it's just our perception and I always like to tell the story that Daven and I were invited, my wife Davene and I were invited to Atlanta to be the keynote speakers at a network marketing convention and the Patriots were playing and the Superbowl against the Giants, so we flew to New England first to watch the game in New England before we flew down to Atlanta we had flown in from Hawaii and we rented a cottage on Plum Island where we used to live and the girls came to the daughters showed up and you know the Patriots lost that date of the Giants and Devine had a really horrible experience and still does and hates all things New York and inside the rivalry, me I had made a decision that isn't this going to be great, these are her two biological daughters, they're our daughters but they're her biological kids is a huge thing that drives my wife and I'm just going to sit and enjoy it

Was a great football game we came up on the wrong end of it, so what Dawn is saying is in in this example I'm giving you is here's exactly the same experience, at exactly the same time with the same five people in the room two completely different reactions, she was miserable the rest of the night, I had a ball you know because we were together and we were warm and that doesn't make me I mean it's been reversed too.

So, it's all about the story that you tell yourself so you started to tell yourself a different story and we've talked about this before I'd like you to elaborate a little bit, it's not about commitment everybody thinks that they're making a commitment when they get involved in a business venture that can't earn more money or an experience that can make them a better person but what I saw in you was a conviction in you.

How did you get to that place where you were convicted even...? I remember it was one or two of your daughters were saying mom you shouldn't study this stuff and all that, how did how did you move yourself into conviction and not look back? Because I think that is a huge piece

Dawn Anderson: Honestly I just burned at the bridge, you know if nothing changes nothing changes and so I wasn't willing to go backwards, I wasn't willing to stay stuck, I wasn't willing to let my past determine my future and I knew that, I had to dig deep within myself to figure out where this cement had come from so that I could get rid of it.

Mark J.: Right, tell me about this so you get involved and I know let's just be real clear folks if you want to start any business a home-based, business like dawn has, a butcher, a baker, a candlestick maker, one thing is going to set you apart from everybody else and make you successful and that is really you, okay, that's what's really going to happen.

So, you get involved you went through... and that's what Dawn I believe is conveying beautifully here, is that she decided to work on the greatness that was already in her and has worked and still works today to reinforce the good habits that she has and to discover new and exciting new possibilities for herself.

So, the money starts coming in and I remember when you first started working hard in network marketing and me telling you; in any of the work you know 60-hours a week like these other leaders anyway it's working 60-hours a

week isn't doing it right and I remember you called me, I think you were in Minnesota or something with uh you were with your grandkids and just taking time off and you were just ecstatic about that.

How does that happen and what did that feel like to be able to make great money and not work 10/12-hours a day to do it?

Dawn Anderson: Well, first of all, it was again being able to recognize and find other people that were more like me and I want to go back a little bit and in that one of the things that I learned was that what she looked for you find, right.

So, if you're watching this right now I want you to look around the room that you're in, look around and I want you to see everything in the room that's brown just find it as many things in the room that are brown as you can possibly see and now close your eyes and tell me what was in the room was red, right? And so, open your eyes right and now look around the room and see everything that you can find this red but it's what we're looking for...so if we're looking for love, it's become because we have love in us and we're willing to extend it, we'll be able to find it. If we're looking for kindness and generosity, we'll be able to find it, if we're working for work ethic and we have it we're going to be able to find it but if we're working for what can't work, if we're looking for dead if we're looking for people that want to shoot on us, we'll find that too

But for me it would still work I mean I don't ever want to minimize the amount of work, maybe the hours were less but the amount of work still was required and so but once I started to make the money and I could just be fully present wherever I was, see that was really the key. So, when I was working, I was fully present, you know with my kids or my grandkids fully present and that's really the goal. I mean I want to encourage everybody when you start sitting down for a meal or time with somebody turn your flipping phone off or silent with it, be present because the quality of life that you'll find being present, we go through this hustle and bustle and go, go, go, go, go, and we are missing it we are completely missing it and that was the other thing that I learned, is that, it's Who am I cheating? Only me and I can think that I'm giving all this stuff to all these other people to try to make myself feel significant when at the end of the day there's no significance in that.

Mark J.: Hmm, brilliant, brilliant. I hope you're getting what she's saying because the infinite that you look that everybody thinks they're looking for ironically is in the finite, okay, it is when you're having a meal have a meal, this has been a big bully pulpit thing for me for years and what makes this study incredibly valid was when they started this study to find out, they've started a study at Stanford University to find out why people that were good at multitasking, why they were good at it and surprise-surprise they found out not only its multitasking not work that the people are unhappier that more things are doing others you might get eat things done simultaneously but the quality of it, the amount of time it takes and your connection to it are zero, a benefit to you or anybody else.

So, I love what you said because this is really what Joseph Campbell who I know we studied a lot of you have I have the hero's journey, you know Campbell said that most people waste their life looking for the meaning of life and what they're really looking for is to experience it and you can't experience it if you are sitting at the dinner table thinking about what you have to do, who you have to call a follow up or how you blew this call or why this guy didn't call you back or whatever, you're not there and the omnipotent omniscient and on the present there in the finite this is what opens you up it ignites that light within you and everything gets easier, recruiting, relationships, everything, true or false for you?

Dawn Anderson: Oh, absolutely easier, because again I was there was no conflict in my own head anymore. So, I could look at somebody and say this is what I'm about to do and if this is good for you awesome, it's not good for you awesome, see wasn't I didn't have to like try to drag somebody convince somebody sell somebody because I was just looking for the same person that wanted to be the hero in their journey right because we all really want to be the hero in our own journey but some people are just not ready to take the step

Mark J.: Right-right and I think it's important for people to understand about the hero's journey and what Dawn saying and I know that's how she recruits so successfully for her business, is she's inviting people to be the best possible self their best possible self and if they are they're just going to make more money but that's last, it's not the last thing that happens, it's the last thing in being a better person, okay, money just makes you more what you are.

Dawn Anderson: Why are you doing network marketing to make money? Some people do it to be a part of a culture, some people do it to make new friendships, some people do it just to grow and so when we start assuming that we know what somebody else wants or needs which is again going back to the go90grow skill set, is that we ask if we become really good at asking questions then we find out what we need to know

Mark J.: Well, what's really nice about you because I've watched you work you know I follow you obviously you know it's been you know obviously huge fans of one another but this is not about asking dumb questions like you're interrogating someone, you're actually having and you're a master at this an authentic dialogue with another human being in Campbell Studies, where he studied the myths that spanned over 4,000-years okay what he found was people are looking for an authentic connection and you've talked about that all during this talk, is authenticity who you really are so the dialogue that you have with someone is it isn't an interrogation but you're trying to see if you can collaborate with them.

Can you give people a couple of tips on how you do that because you have just, it's like I showed you something that I thought was valuable and you made it priceless, you've just been fantastic at that. What tips can you give people when they are dialoguing with another human being about change that they'd like to see in their life?

Dawn Anderson: Well, first of all learn how to keep your own mouth shut and be a better listener and when you're listening, truly listen, be interested, not you're not fake about it, you really want to know and when I get to know people it's not because I'm just thinking how am I going to sell them something or get something from them, it's I come from the perspective of I have this opportunity to interact with someone how can I add value to them.

So, if we come from a place of looking for a way to add value to another human being, whatever that is you know, it could be a smile, it could be the tip of your hat it could be you know just helping somebody you know get their grocery bag out of their cart like I have no idea but we have the opportunity to add value everywhere we go with every interaction at some level and if you don't believe that if you give more, more we'll come back to you they give more get more principle, then you're missing it, because I know all these that are in network marketing and they all they want to do is educate people on their products, nobody's buying your products, people don't buy because of a plan a product or a presentation, they buy because they know like and trust you, number one, but number two because you figured out a way to be able to truly help them believe their dreams are possible but you don't know what their defeats are unless you can have an authentic conversation and find out what they want

For a Mickey it was more time with my kids, it was a level of freedom and it wasn't necessarily, obviously we all need to make money, you know money's like err the more you have the better you breathe. So, that's good but

that can't be the motivator in anything, you know I just want to show up my best and see how I can add value to other people and if I do that it will come back to me in so many different ways that and it's proof because of my life today

Mark J.: Yeah, you know your whole thing about look for brown and clear then close your eyes and how many red things did you see you, know this is really... what she's sharing with you right now folks it's the key to the vault, okay, it really-really is, I always like to say to people, Dave and I used to do this all the time with audiences, you know we'd have it up on the board what do you think the job is and people say helping others, get what they want and we'd say really and that's what you do? Great! Okay, everybody stand up in the audience if you have spoken to anybody this month about your business, so everybody stands up, remain standing if you helped some people who declined the business, and of course everybody sits down and that lie gets exposed.

You know because you're not coming from where Dawn is and trying look to add value, it could be just a compliment, gee that's a beautiful color on you as all it has to be in a smile I just give, give, give, in those situations and make it a habit and what and your gratitude will start to ignite and once it does it's completely different I love it all people say we're in the business of helping other people really who have you helped that didn't join your business in the last year, okay so let's cut the and you know and stop telling yourself that story because you've made that story up probably copied it from somebody else and move into what Dawn is talking about just observe yourself when you're out, when you're at Starbucks, when you're pumping gas, when you're in seven-eleven, are you adding value to anybody? Just to like hey nice shirt, you know wow, that could, who know it might stop the guy from swallowing a gun that night.

Dawn Anderson: My kids laugh at me because they go mom, everywhere you go you have to talk to everybody and tell them something great, because there is something great about everybody, right, I mean and who knows, how, I know that I've made a lot of people's days and does that make did I get paid for that no but it made me feel great

Mark J.: Right yeah, you didn't get paid but you're rich, because...

Dawn Anderson: That's where the wealth is

That's where the wealth is, the thirteen riches of life, unbelievable I could go on for about 40-more minutes here just to take away, I'm going to give you two big takeaways from me that will help end the self-help hustle and heartache okay, and catapult you into being a successful person and when you become a successful person like Dawn, then things like business success are just an extension of that, success and relationship is an extension of that, by being your best, the first thing the most obvious thing is add value, you have endless opportunities to do that every day.

You know God serving it up, the source of all good or the force, whatever you want to call it, they're giving you these opportunities remember one heart, one love, one blood, one destiny, be a part of it okay, and to me this is really the key to the vault is whatever you're doing, at Starbucks, seven-eleven, your network marketing business, with your child dinner, with your sweetheart in the car, be there, don't be anyplace else, be a hundred percent there and notice your mind start to drift and just keep bringing it back be gentle, have Dawn sense of humor, you have a little laugh about it and say okay um come okay, I'm in California someplace I need to be here I'm actually in Virginia.

Okay, so these are my two big takeaways, a couple of quick questions just to wrap us up. People are loving what you're saying here Dawn, it's really amazing we'll have this blog up on the website and ways to get in touch with Dawn. If you're looking to work with someone who's successful as a person and by extension became one of the top 1% of the earners on the planet, you're going to want to get in touch with her, okay, so just to show you that we're all human here we go eight little staccato questions best thing you ever ate?

Dawn Anderson: [inaudible 43:22]

Mark J.: Okay, you and Devine, okay. Best place you ever visited

Dawn Anderson: Well, it was definitely Italy. Definitely Italy.

Mark J.: We're on our way there, we'll be over there doing a gig this year. Your favorite word or sound on?

Dawn Anderson: Fabulous

Mark J.: Okay, your least favorite word or sound?

Dawn Anderson: Overwhelmed

Mark J.: Hmm! Complete the following three phrases. Love is...?

Dawn Anderson: Everywhere

Mark J.: Okay, money is...?

Dawn Anderson: Endless

Mark J.: Life is...

Dawn Anderson: Amazing

Mark J.: Okay and the last one, if God exists what would you like to hear him say when....

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Mahalo and Aloha