

# theFrumiGroup

## Making Your Dreams Come True

Book Notes by Frumi Rachel Barr, MBA, PhD

**Author:** Marcia Wieder

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**Author's bio:** Marcia Wieder walks her talk. Marcia travels the world as America's Dream Coach, helping people to discover and achieve their dreams. She lectures for companies such as AT & T, American Express and the Gap as well as the Young Presidents' Organization. She is the founder of Dream University and the author of two books; *Life is But a Dream*, and *Doing Less and Having More*. She has appeared on Oprah and the Today Show as well as in numerous print publications.

### Author's Big Thought:

Marcia has developed a tested and proven step-by-step process to close the gap between dreams, the aspirations, desires, goals, and hopes that you most have for yourself, and your reality. The basic formula is:

1. Get clear about what your dream is
2. Remove the obstacles, especially the limiting beliefs
3. Design the simple steps to make the dream happen

What drives the formula is passion. This book will show you how to discover or rediscover what you are passionate about and how to bring it to all areas of your life.

### Chapter notes:

Most people regard dreams in the same way they perceive fantasies. The distinction between the two words is this: In a dream you can design a strategy for making it happen. In a fantasy, like winning the lottery, there is nothing that you can do to make sure it happens.

## **Identify your dream**

Get it out of your head to start the ball rolling. If you can't formulate it yet, make something up. The process of defining your expectations and getting your dream out of your head and into reality can follow these steps:

Think about what you want

Visualize what you want

Write down what you want and read it aloud to yourself

Speak with others about what you want

Look for opportunities to make your dreams come true

Live as though your dream has already come true

Do what you want to do, so that you can have what you want to have

Get up and get going

Trust the process of making your dreams come true. Get in touch with your passion. Live your dream by making deliberate choices rather than just responding to whatever life throws at you. Commit to your dream.

## **The Passion Pyramid**

When you are passionate, you are focused, purposeful, and determined. Your body, heart, and mind are all moving toward the same goal. Marcia introduces the Passion Pyramid as a tool which when used properly, can help you design a blueprint for achieving what you want and for streamlining the process of realizing your dreams.

*Purpose.* Your purpose is the foundation; it answers the question "Who am I?"

*Dreams.* Once you have established your foundation and you know who you are, you can get to look at how you want your life to be.

*Projects.* Standing in your purpose, you will be able to develop projects, which are the means and measurement for accomplishing your dreams and making them real.

*Scheduling.* Scheduling at the top of the pyramid, actually puts your projects onto the calendar, giving you dates by which to meet your objectives and make your dreams come true.

Having assembled the Passion Pyramid, three supporting elements come into play: possibilities, power and passion.

*Possibilities:* Looking at the possibilities in your life from the vantage point of your purpose, you will feel a new level of power and energy. You will see opportunities where you never saw them before.

*Power:* the power to live your dreams every day stems from your ability to be "in action" on your dreams and to measure the specific results of your projects.

*Passion:* Standing figuratively and emotionally in your purpose, you will realize that passion permeates everything else. Your purpose is what compels you and kindles the passion to make your dreams come true. Passion provides access to power. Gain access to your passion through your life's purpose.

## **Remembering Your Purpose**

If passion provides access to power, the way to gain access to passion is through your purpose, and living your life “on purpose”. Your purpose is anything that touches your heart and makes a difference to you. It is who you are and what gets you excited. The broader you state your purpose the better, because the broader your purpose, the more room there is for passion and possibility. By taking the time to define your purpose, you’ll open up more time and space, have more energy, and be more focused.

You don’t have to define your purpose all at once. It may be modified over time. Where do you begin? One place to look for what turns you on is your past. What excited you before? Find three memories of passion. Look for the pattern, the common component that made you feel good about those memories. What you’re looking for is consistency in how you felt – who you were being, not what was happening externally.

Some people become passionate about their purpose as soon as they define it. Others may not experience passion until they’re in action on a project; the planning process may turn someone else on.

The next step is to enter your purpose in the appropriate section at the base of the Passion Pyramid. Next decide what your level of passion is on the Passion Scale, which goes on a continuum from red hot to, turned on, excited., very interested...interested some possibility ... to no interest.

## **Dreams: how Do You Want Your Life to Be?**

The difference between your purpose and your dreams is this. Your purpose is fundamental: it’s who you are. Dreams are mechanisms by which to bring your purpose to your every day life. In a business environment we may refer to a dream as a vision or a goal.

By measuring dreams against your purpose they can also help eliminate those aspects of your life that are inconsistent or incompatible with your purpose. Developing dreams is part of the process for gaining insight into what matters or doesn’t matter to you. Here we’re trying to eliminate inconsistencies: these dreams are to be fulfilled in support of your life’s purpose.

To achieve your dream, you need to do everything from this moment forward from the perspective of your purpose. Keep checking in, making sure your passionate about your dreams. Go for alignment as you move up the Passion Pyramid. This is “living on purpose”. Develop dreams for all aspects of your life such as a financial dream, a friendship dream, a fitness dream, etc. By the time you complete the exercise of developing a dream for an area important to you, you will have at least one dream in your chosen area. You only need one to work through this book, the others will follow.

## **A Dream That Inspires You**

Clarifying your dream is crucial to your success and is the crucial step that most people omit. This is largely because they don't perceive their dream as something real, specific, and attainable. If your dream arises from your purpose you can create a project to make your dream a reality. The power to develop a viable project depends, first, on your ability to define your dream in a way that inspires you. The project, which makes will have specific and measurable results, makes the dream attainable.

The specifics of your dream may not all come at one sitting; perhaps it will take days or weeks. Some people can bring their dream into focus by using photographs. Start by thinking about your dream as real. Visualize it, and then expand your visualization. Learn to speak about it clearly; the more you speak about it, the more detailed it will become. Write, plan, and brainstorm about it. The bridge to make all dreams come true is made up of our thoughts and our words. Your dream starts here.

## **Where you Are and Where You Want to Be**

An honest assessment of your current situation may lead to the disappointing discovery that you're not even close to where you intend to go. Where you are now is simply where you are now. There is no value judgment to it. Ask yourself where you are not only with respect to your dream but also with regard to your support system, your financial situations, and your feelings.

The difference between where you are and where you want to be can create tension. Your challenge is to use your existing position to create the momentum to propel you forward. The critical question now centers on whether you're more committed to remaining where you are or to getting where you want to be. People frequently sabotage themselves by putting their attitudes, beliefs, and fears into their dream. They're part of where you are now, not where you're going.

## **Breaking Through barriers and beliefs**

The decisions and choices you make ultimately result from the attitudes and beliefs you hold about everything in your life. The process looks like this:

Your attitudes and beliefs  
<create>  
your thoughts and feelings  
<which determine>  
your choices and decisions

The naked truth about your attitudes and beliefs is as important as your honest assessment of where you are versus where you want to be. If you believe it's possible to make your dreams come true and yet you don't do it, there's a gap between where you are and where you want to be. This gap is composed of your attitudes and beliefs. The bigger the negative beliefs, the wider the gap.

Attitudes and beliefs are never neutral. They either move you forward or hold you back. The most important point being that we choose what we believe. By far the number one way we sabotage our dreams is by projecting our fears, doubts, and concerns into our dreams. By becoming aware of this major sabotaging pattern, you can change your life for the better. Unexamined negative attitudes can become bigger than your dream and turn into insurmountable obstacles after you're already on the road to what you want.

When something happens in any kind of situation, the results can be interpreted negatively or positively. Interpretation depends on attitudes and beliefs. Possibilities will appear everywhere if you believe there are opportunities in everything that happens. If you believe in yourself and your dreams you'll be training yourself to use the power of interpretation to get what you want.

Fear can be used as a gift in your life. You can learn whether you are on the right path to where you are going to be by facing fear and acknowledging it as a landmark for change. First you need to distinguish between fears that protect from fear that restricts. No matter what the situation concludes, what matters is the meaning you give to the outcome.

### **The "C" Word: Commitment**

Now that you have determined where you are and where you want to be, you'll have to make a choice. Do you feel a greater commitment to having more of the same or to making your dream come true? A commitment is a covenant to yourself to commit to something you want. Commitment is a tool that you can use to propel yourself toward having your dream.

A critical element of commitment is doing what you say you're going to do, actually walking your talk. During the commitment stage, as you open yourself up to new possibilities, many things can start to happen. A new dynamic will show up, bringing opportunities you didn't know were possible. Be especially careful at this point to avoid being stopped by limiting beliefs and attitudes.

The book includes a "Sliding Glass Door" exercise, which I find very powerful to help learn to live in your commitment.

## **Yes, It's Possible**

Having possibility in your life requires that you practice at every opportunity to speak the words "It is possible", and to believe them. The assumption that it is possible is at the core of having your dream come true. Possibility begins to seem likely when you move forward from dreams to projects, As you begin to involve yourself with specific results, the dream will become animated and take on credibility.

Through the "Looking Back" exercise you can develop a game plan by projecting yourself into the future to look back at the past. Be specific when you are looking back.

## **Projects That Move You Forward**

Dreams come alive through projects with specific and measurable results. A recap: Standing in your purpose, you have created dreams in at least one aspect of your life. You have stepped into your commitment. Now go back and have a look at other areas of your life. Look at your life holistically; all of the components, including the dreams, should be working parts of your life.

Stretch yourself. If you want to live every day of your life with passion, design a project that's bigger than your life, one that you don't know how to accomplish – develop one out of your purpose as you would any other project.

## **Strategies and Steps – being in Action**

There are multiple ways of completing any project or achieving any end result. To make your project part of your reality, you will need strategies and steps to guide you toward your dream. As you know, a strategy is the approach or plan you will take to actually achieve your dream. Tactics are the specific step-by-step actions taken to accomplish the strategy. If the separate tasks aren't listed individually, the project may never be completed. Before you schedule a task, break it into small steps that can be easily accomplished.

Here is a formula for getting into action on any project:

1. Outline what you need. List strategies and then steps for each strategy (the book includes a form for this)
2. Break the steps down into single tasks.
3. Identify your resources. Be creative. Resources include friends, friends of friends, family, business associates, organizations or associations. Include people who will support you, can advise you, help you etc.
4. Add dates and resources.

5. Put your tasks in chronological order. (Use scheduling form).
6. See where you are overscheduled and where you can reschedule.
7. Be in action on your dream every day or at least every week.

### **Playing on a Winning Dream Team**

Some people still harbor the belief that they have to do everything themselves. You want to simplify the journey to having your dream, not complicate it. If you're part of a winning team, you can accelerate progress and expand your horizons. Letting others help you is a form of generosity, because you enable them to feel good about contributing to your success. Many people love to make a difference by helping others. You can allow people to help you most effectively by learning how to make powerful requests. Get clear about what you need, find the individuals who can help you get it, and ask for what you need.

Review your list of resources and start talking to those people about your dream. Tell them what it is you are committed to; help them to experience your excitement by sharing your enthusiasm with them. Ask your resources who else they know.

Your team need not be composed only of people who are currently on your list of resources. You can find new people with the skills you need by identifying groups and associations to which they belong. Decide in advance what kind of people you want to meet, what you want to get out of the meeting, and what you want to communicate.

One of the ways to engage others quickly is to make a request. Ask for something specific; the more precise the request, the more specific will be the response. When you ask for something you signal to others that you interest in what they have to offer is more than casual.

You will need many different skills on your winning team. There are, however, three kinds of people you will always need on your team: mentors, coaches and partners. *Mentors* are people who know the ropes and are therefore an invaluable asset. *Coaches* will listen for what's possible, help you break through when you're stuck, and hold you accountable for what you said you were going to do. *Partners* will give, receive, and share equally with you as members of your winning team.

## **Communicating Your dream**

To accelerate toward your dream, you will want to continue communicating successfully with your team and with others as well. The members of your team need to hear you speak about your dream, so they will know how they can help you.

You have less than ten seconds to speak your dream; that's about how much time you have for someone to understand what you're trying to do. This ten-second second exercise may surprise you. You can complete three sentences in that short time. If others don't understand your message immediately, revise it until they do.

When you share your dream, it's okay also to speak about your fears and concerns. If others are facing the same fears and concerns, the issues can be put on the table for discussion. Part of the communication process involves the dance of interaction. Trust, let the conversation flow, and listen to what is being said. Don't be rigidly attached to what is already in your mind.

When you begin speaking your dream and enrolling others, your dream can get bigger and take on new forms, and all kinds of opportunities will show up. Every dream starts with an idea and grows proportionally to the amount of energy, excitement, and commitment behind it.

## **Designing Your Environment**

The point of designing your environment is to create an atmosphere that will accommodate your changing needs while remaining clutter-free. Aligning your dreams with your purpose, removing the inconsistencies, is just another way of removing the clutter.

If you have so many things going on in your life that you need to clear some out before you can get to higher ground, then you need to simplify. Do so by going back to your purpose, cross-reference that massive list of "to do" items, projects, and all the other things you've got going on, and see how they align with your dreams. You can take a critical look at your projects to see if you're committed to all of them.

Sometimes people become paralyzed by the belief that, to move on, they need certain additional skills or assets. Yet often resources are readily available to help them move quickly through the process of getting their dream. Following the advice of mentors, coaches, and partners is another great way to find a shortcut.

You yourself are a major resource. You can move yourself forward by being clear about what you want to do, by deciding whether your goals in one area support those in another, and by tying things together to simplify the journey on the road to your dream. One of your most powerful inner resources is your own creativity, your ability to imagine and interpret. Be willing to try on something new and play the game full out.

The lack of money is probably the most overworked excuse for not having what we want and for not pursuing our dreams. Wieder's response to this is "Do it anyway. Find a way to be in action. Develop alternatives. Get creative. Don't let a lack of money stop you. Find or devise the means to start now."

### **Trusting and Timing**

On the path to making your dreams come true, you're going to meet up with an issue called trust. Trust is at the core of everything. It can allow your dream to come true or keep it from happening. To build self-trust, make up a dream, put it out there in the world, give it all you've got, and then see where you wind up. Doing this repeatedly will not only help you trust yourself but will also build your self-confidence.

The key here is to notice what's going on. When you are aware of the doubts, fears, concerns, and second thoughts, you can stop for a moment and regain clarity. Practice letting it go by being more committed to your dream and creating empowering beliefs. Letting go will happen when you are clear about what you want, when you've done everything there is to do, and now you can relax.

Trust the decisions you make, and believe that you're entitled to want your dream and to realize it. Trust comes first; that's what allows the extraordinary results to show up.

### **Dream Workbook**

At the end of the book is a full workbook of forms to create your purpose, dreams strategies etc. What a great process!

**Reviewer's recommendation:** Daily I hear people talk about their lives and it seems as if they have forgotten their purpose. Life becomes challenging and difficult when so many reasons and limiting beliefs to get in the way. Marcia's book and workbook enabled me to reconnect with my own dream, purpose and passion.



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**About the reviewer: Frumi Rachel Barr, MBA, PhD**

Many CEO's find themselves asking "What now?" to sensitive situations that only an experienced former CEO can understand. Frumi is the advisor to call to work with you and your executive team as a confidante and - some would say - corporate shrink. She has an uncanny knack of getting to the heart of your corporate climate and maximizing your team's performance, profitability and sustainability.