

## PART 3 (NEXT MONTH)

### THE LAW OF SYNCHRONICITY

In the past couple of issues we've discussed the role of trust, faith and confidence in getting what we want out of life by an understanding of the boundless wealth the Universe can provide us if we just acknowledge its complete unconcern for our individual desires. The intended purpose of the last two articles was to infer that if we roll with the ebb and flow of the nature and power of the Universe, instead of trying to direct it to roll with our own ebbs and flows, we can obtain from it everything and anything we need. This is accomplished in much the same way a fisherman controls the bounty he takes from the Sea, which has no obligation toward him personally, but which none-the-less provides his every need, simply because he knows it will and because he takes from it anything and everything that he truly needs. If he would simply enjoy catching a fish, he may or may not catch one...but when doing so is a dire necessity, he cannot fail.

In this article, I'd like to address that old "bugaboo" of our business...the practice of "cold calling (for dollars)," and the natural function of Universal Law in making it work. I'd like to demonstrate how it relates to the bounty that is ours for the asking, from this boundless source of everything that exists.

First off, if you dislike cold calling as much as I do—as I tell my students: Call when no one's at home. Then when the answering machine picks up, say something like: "Hello I saw your *For Sale by Owner* ad, and I'm looking for people selling on their own, who—for a full price offer—would consider keeping the current financing in place for a while, and who can afford to leave their equity in tact. (Pause) During that time, I'll of

course handle 100% of all mortgage payments, repairs, maintenance, upkeep, property taxes and so on. If this might be acceptable please call me at..."

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Now...let's test natural law to see if what I'm saying is fact, or just more hype and guru-gumbo? Would you like to get 1 to 5 or more properties under contract for every 52 messages you leave? Would you do a five-minute experiment with me to see what results can be achieved before making your first call?

For the experiment (The 52-Card Challenge) you'll need an ordinary deck of playing cards, and ask yourself: "Were I to place a deck of shuffled playing cards face down, then turn them over one at a time while counting aloud from 1 to 13 (each count being simultaneous with the showing of each card), what would be the chances that the number being spoken in the count will correspond with the number of the card being turned over at that same instant?"

The idea is to let the deck represent a "period of time (1 day, 1 month, 1 year, etc.)"; let each card turned over represent a "potential opportunity (i.e., someone has a house they are willing to give up)"; and let each *synchronicity* represent a "success (i.e., they have what you need; and you can provide what they'll accept)." A *synchronicity* is that rare occasion when the number being spoken matches the number of the card being turned over.

Out of 52 shuffled cards (while counting from 1 to 13 four times per deck) how often will success befall you? Whatever your result, the identical result will happen with your 52 answering machine calls. I am willing to bet a bundle that you won't get through the first 13 cards more than a few times without Fortune (success) befalling you...and that

you'll virtually 'never' get through the entire deck of 52 without from 1 to 6 successes befalling you. The only thing that can prevent success is quitting. And remember...each time you achieve a "success," you can re-shuffle and start over again if you wish, or you can continue through to the end of the deck each time...it won't matter. That's just the way life works: alternatives executed at will do not alter outcome when success is planned-for, expected, and diligently and persistently pursued.

It worked. Right? Interesting isn't it? But the next time through let's do it a bit differently. This time let's take the "forced mantra" approach: the "Demand it and Repeat it a Hundred Times" approach. This time before running through the deck, say aloud and write down: "I demand that when I say the number "six," that a six card will show." Now let's see how often that command is EVER honored: or, assuming it does once in a while, whether or not you could make a living by counting on its happening with any frequency.

Once you learn to trust this phenomena...the *Law of Synchronicity*...you can trust with certainty the way the Universe works in all aspects of your life: the way it always has, and the way it always will. You can't demand anything of it, you can't change it; you can't bend it to your will. But it will never fail you. You can work with it and succeed. Or you can try to control it and fail.

In short, make a plan, point your life toward where to want it to go, keep the fuel tank full and leave the driving to *planning, trust* and *Universal Law*.