

BONUS CHAPTER 1: THE SKYBOX AND BEYOND

“The whole drift of my education goes to persuade me that the world of our present consciousness is only one out of many worlds of consciousness that exist.”¹

William James, Psychologist and Philosopher

As you play the Phase 2 game, knock out cloud cover, and expand, three things will change dramatically for you:

1. How you perceive your experiences will change.

¹ William James, <http://www.quotes.ubr.com/quotes-alphabetical/c-quotes/consciousness-quotes.aspx>

2. How you feel about your experiences will change.
3. The story line details of your experiences will change.

In this chapter, I build on our discussion of those three change points by sharing four additional metaphors taken from the game of U.S. football. (If you aren't a football fan or don't know a lot about the game, you should still get the big-picture points I'll make.) I call the four metaphors:

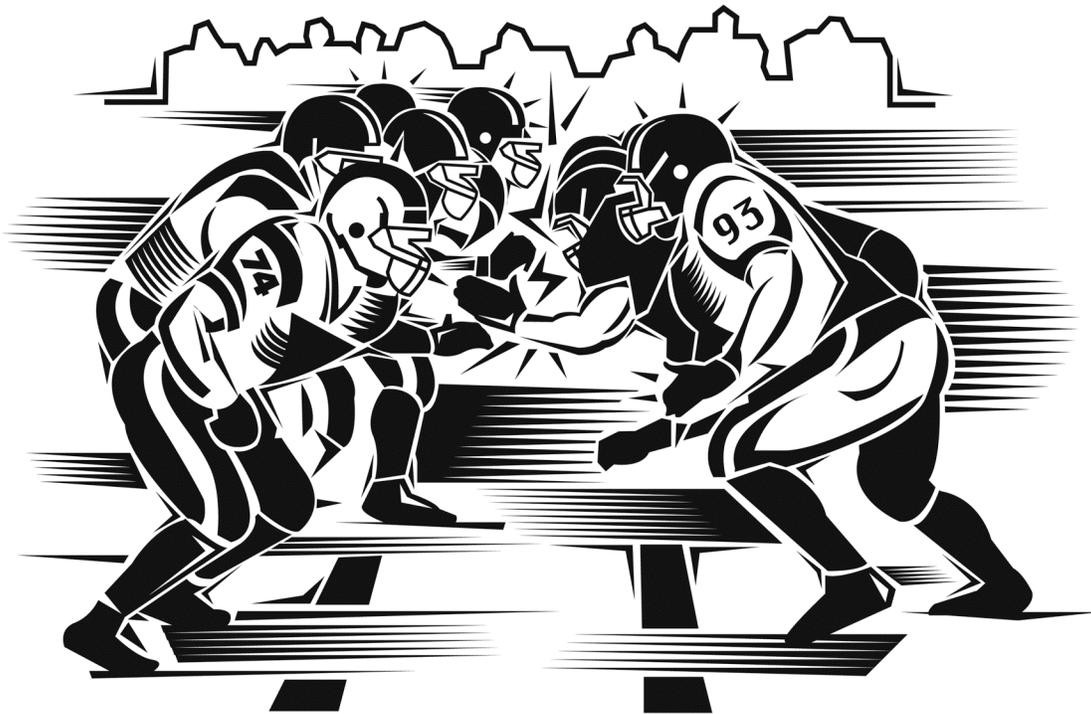
1. The Playing Field Perspective (How you perceive experiences in Phase 1.)
2. The 25 Rows Up Perspective (How you'll perceive experiences after you finish this book.)
3. The Skybox Perspective (How you'll perceive experiences after you've played in Phase 2 a while.)
4. The Blimp Perspective (How you'll perceive experiences after you've knocked out a lot of cloud cover.)

In my live events, multimedia Home Transformational Systems, and within *The Business School of Consciousness*, participants love these four metaphors and constantly tell me how helpful they are for:

1. Locking in clarity on what The Human Game and The Business Game were like in Phase 1.
2. Preparing them to see, feel, and “get” what's happening to them as they knock out cloud cover and expand through the other perspectives in Phase 2

I use illustrations to clarify the four metaphors. The illustrations, however, only approximate the experiences they mimic. So when you actually experience these different perspectives on *your* “football field,” I encourage you to use these metaphors to deepen how you “get” the key concepts being shared in this chapter.

Let's begin by discussing The Playing Field Perspective. If you were standing on the sidelines of a football field with the coaches and team, and you were watching the game from that perspective, what you'd see would be very limited. Most of the players and their movements would be blocked from view. From that perspective, the action would be very noisy as the players grunt, groan, yell, and smash into each other with tremendous force—especially on what is called “the front line,” which is what the figure below shows. The looks on the faces of the players you see would be filled with intensity, focus, and many times, pain. This illustration gives you the look and feel of it:



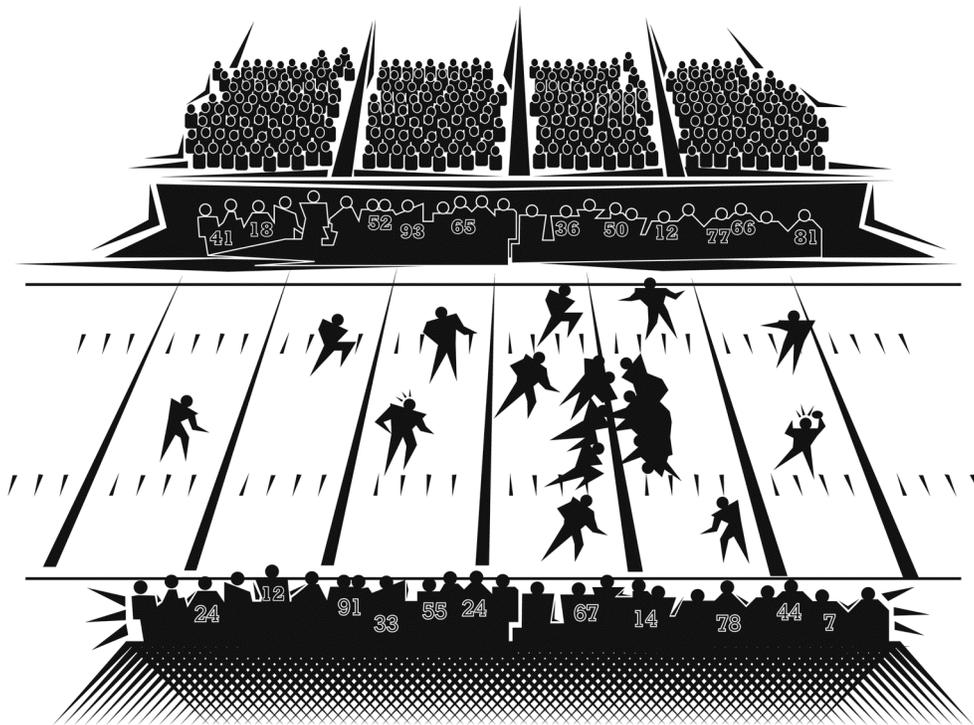
The Playing Field Perspective, where Phase 1 “ugliness” and “pain” is emphasized

Most of what you see from The Playing Field Perspective looks ugly, mean, violent, and adversarial—opposing forces trying to “get their own way” with lots of physical force. The players are smashing into each other, the offense doing everything in their power to push the defensive players in specific directions, or knock them down, and the defensive players trying to resist those “intentions.” The play is so violent that players frequently experience broken bones, torn muscles and ligaments, injured backs, blown out knees, and concussions.

If you aren’t a football player and you experience The Playing Field Perspective up close, it might make you feel very uncomfortable, maybe even scare you. The odds are, you would *not* want to be in the middle of the action yourself. This represents how we perceive The Human Game and The Business Game in Phase 1. In Phase 1, the world looks dangerous, we appear small and powerless, we feel scared and uncomfortable, and so many things look mean, violent, vicious, and adversarial. The phrase “It’s a dog-eat-dog world” is often used to describe it.

It's from The Playing Field Perspective that you feel so vulnerable to people and forces that appear beyond your control as you play The Business Game. It's from the Playing Field Perspective that competitors, the tax service, etc., seem like "the enemy." It's from The Playing Field Perspective that you experience *all* the Business Game struggles we talked so much about in previous chapters. From The Playing Field Perspective, you're entirely focused on the story line details, you're judging those story line details harshly, you're convinced they're real, and you're generally extremely uncomfortable.

As you leap into Phase 2, you instantly move to The 25 Rows Up Perspective, illustrated by the next figure.



The 25 Rows Up Perspective, where what looked ugly at first *begins* to look beautiful

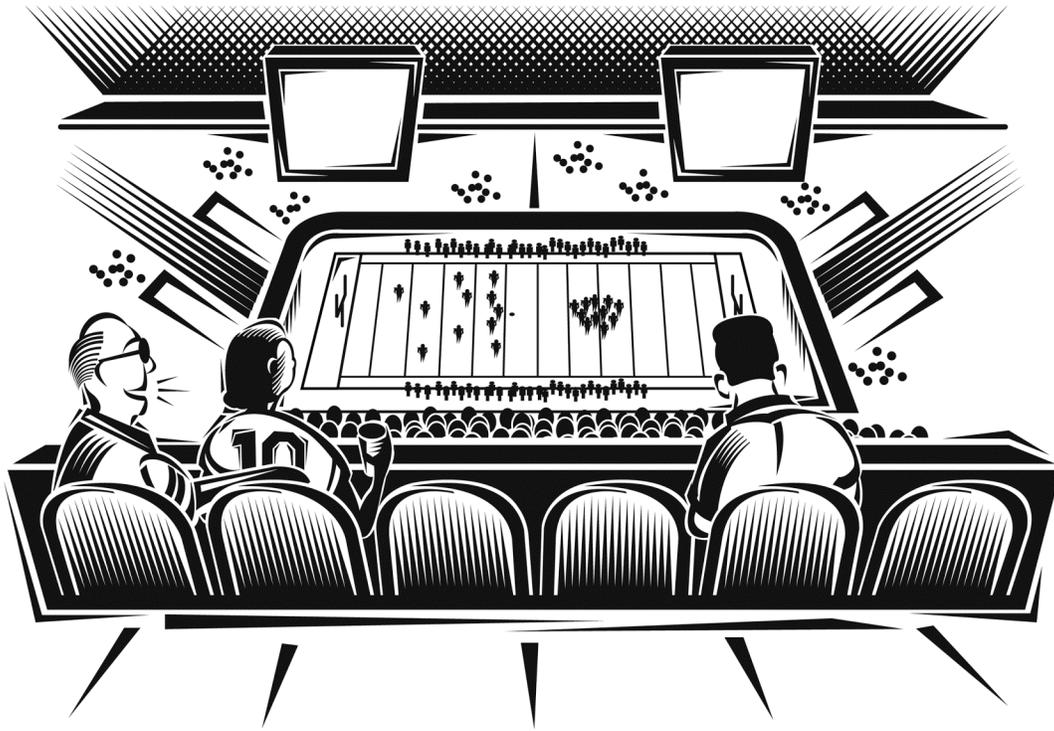
What happens at the 25 Rows Up Perspective? Just looking at the illustration from a slightly expanded, “higher-up” perspective, it *feels* different, doesn’t it? If you’re like most people I share these images with, you instantly feel more relaxed and at ease when your focus moves “up.” The players look smaller now, the volume level of the noise and violence is reduced or even eliminated, and that combines to lower the intensity of the experience as you perceive it. In addition, you can now see more of the field and the action. You can now see all the players as they shift and move to execute their plays. You can still look at the bodies smashing into each other on the front line if you want, but those details look and feel very different now, and it’s only a small part of your perspective versus being the dominant experience.

You can start to see the elegance and beauty of the game, the strategies, and the player movements from The 25 Rows Up Perspective. You can see an intelligence, a beauty, and a purpose to what appeared to be pure ugliness, violence, and viciousness from The Playing Field Perspective. You can see the linemen trying to create holes for the running backs to shoot through and make big “gains.” You can see the artistry and beauty of that as the play unfolds. You can see, as another example, the running back following his blockers, looking for a hole to run through, finding it, and whizzing through it to gain valuable yards.

So when your perspective expands, you see more of what’s going on. You’re not as mesmerized, in a sense, by the ugliness of the narrow perspective of what appears to be going on in there. And what you see begins to look more beautiful.

Are you with me? This is the same thing that happens as you knock out the cloud cover and expand in Phase 2. You start to “see” more of The Truth of what’s going on. Everything that used to look so ugly, adversarial, and dangerous in your life and within The Business Game, starts to look beautiful and *feel* different. Everywhere you used to feel powerless, small, weak, or vulnerable to forces beyond your control, starts to feel different, and you begin to feel more relaxed and at ease. You begin to see brilliance and artistry in motion with all your experiences, past and present, and that’s when your feelings of appreciation—for yourself as Creator and for your creations—start to open up and then expand.

Then as you continue playing the Phase 2 game, knocking out cloud cover, and expanding even more, you move up to The Skybox Perspective.



The Skybox Perspective, where everything is easier, more fun, more enjoyable, and is appreciated even more. [skybox.tif]

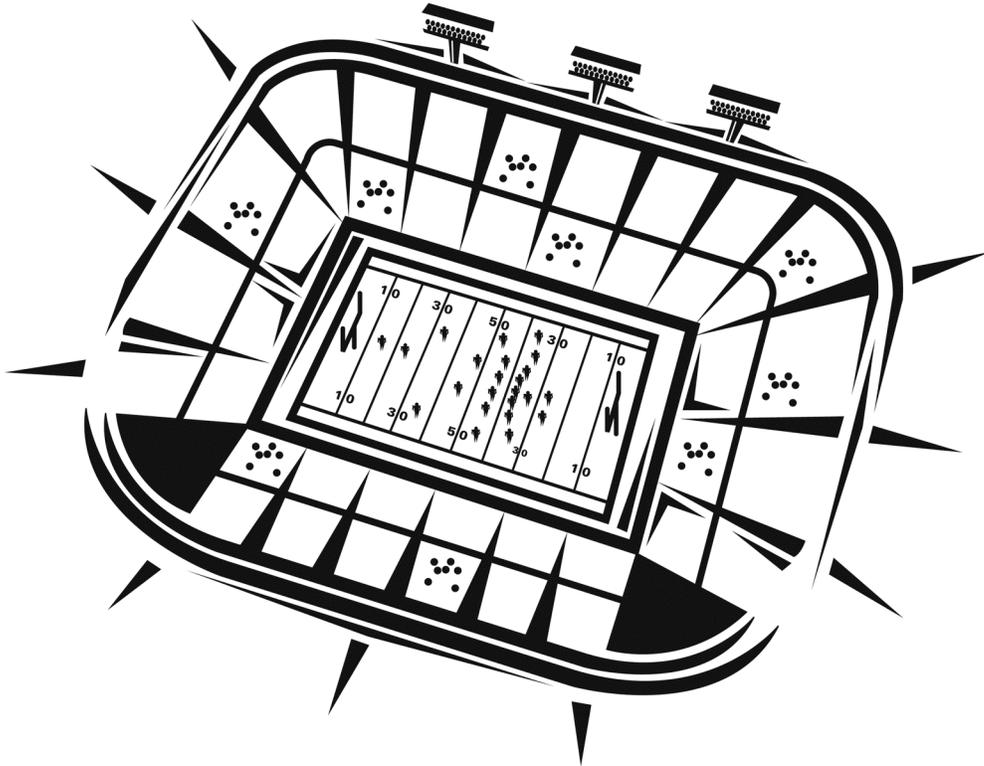
“Skybox” is a North American term for a special seating section in arenas, stadiums, and other sports venues that offers the best views high above the playing field. Skyboxes also offer television monitors that allow you to see instant replays and receive additional information about the events, a climate-controlled environment, food, drink, and other luxurious amenities. To many, it’s the ultimate experience possible for witnessing a sporting event. Your whole experience becomes richer from The Skybox Perspective with more comfort and luxury. The Skybox is the equivalent of how you experience your hologram and the story lines moving through it after you’ve been playing the Phase 2 game for a while.

When you expand into The Skybox Perspective, everything you experience feels more comfortable to you and more “luxurious” too, as you open more and more into your natural state of infinite abundance. Just as people in the Skybox have access to televisions to give them more information about what’s going on in the game, you have more access to insight about what’s *really going on in your game*. Most people who go to sporting events are vulnerable to weather conditions (i.e., outside forces), and their enjoyment of the game is affected by cold, wind, rain, snow, etc. But in the Skybox, you’re protected and those outside forces don’t affect

you. The same sort of thing happens for you as a Phase 2 player from The Skybox Perspective!

When you watch a sporting event from a Skybox, your appreciation for the entire experience, including spending time with the other people sharing the Skybox with you, rises. The same thing happens for you as you play the Phase 2 game from The Skybox Perspective. Your appreciation for yourself and the entire Human Game and New Business Game is much higher now, as a natural and consistent experience.

As you continue to use the tools, expand, knock out cloud cover, and then “sunbathe” once the sun of who you really are begins to shine brightly into your hologram, you move into The Blimp Perspective illustrated here.



The Blimp Perspective, where everything appears even more joyful, expansive, and beautiful.

From The Blimp Perspective, you can barely even see the players any more, which equates to pulling more and more away from your focus on and involvement with the story line details and the illusion that they're real and have power over you. From The Blimp Perspective, if you look at the players on the football field (i.e., the story line details), they seem unimportant and what they do and how they do it don't matter much to you any more. You're just filled with feelings of appreciation, beauty, and True Joy at this point. You may have a sense of what I'm talking about if you've ever taken a ride in a hot air balloon or looked at the activity in a busy city from an airplane as it was taking off or landing.

In short, as you use the tools in Phase 2, drill through the cloud cover, and expand, your perspective, experience and feelings will change dramatically as you pull yourself more and more out of the stories, the details, the judgment, and move to a "higher" perspective and experience of what's happening because you're experiencing The Truth about it, the artistry and magnificence of it.

Right now, before we continue to the next chapter, I invite you to go back and look at the illustrations of the four perspectives again, one by one in order, and allow yourself to see—and feel—the differences one more time.

When you're ready to get even more practical and move into the actual nuts and bolts of how living in Phase 2 looks and feels through stories from my own journey and the actual journeys of other Players throughout the world, turn the page and continue to Chapter 17.

BONUS CHAPTER 2: THE STORY LINES

“As far as we can discern, the sole purpose of existence is to kindle a light in the darkness of mere being.”²

Carl Jung

In this chapter, I’d like to put some more “meat on the bones” of what busting loose from The Business Game can look and feel like by sharing some specific stories from actual journeys. I’ll begin by sharing details about my own journey, the illusions I created to support myself in drilling through the cloud cover, how I used the Phase 2 drill bit, what my ultimate breakthroughs looked and felt like, and how I live and play The New Business Game now. I’ll also share snippets from the stories of other Phase 2 Players who’ve been using the tools themselves and are at various stages of knocking out the cloud cover.

I could fill an entire series of books with details from my own journey alone, and another series of books with details from the journeys of other Phase 2 Players. But in this chapter I’ll be brief and share stories that highlight some of the key aspects of playing the Phase 2 game and knocking out cloud cover. If you’d like to know more details about my journey or the journeys of other Players, please see Appendix A for a list of available options.

Normally, in a book about business success strategies, this section would be called “Testimonials” or “Success Stories” and would include glowing story after glowing story about how sales doubled or tripled, profits soared, serious problems were solved, innovative products and services were developed, a team came together under challenging circumstances and “won” the day, and the various other amazing results people achieved using the recommended strategies. It won’t surprise you to hear that the following stories will be different. Although you will read stories about results that were produced, my primary focus will be on fleshing out the journey through Phase 2, not the destination.

² Carl Jung, *Bits & Pieces* (Chicago: Ragan Communications, April 2005).

Why? Because Phase 2 has two segments to it: The Expansion Segment and The Play Segment. The Expansion Segment is all about drilling through the cloud cover, going deeply into patterns in The Field that limited and restricted you in Phase 1, and transforming them. Knocking out the cloud cover is the only “result” you *really* care about in The Expansion Segment of Phase 2. This may be very difficult for you to accept until you’ve knocked out a certain amount of the cloud cover, but it’s The Truth.

Once you knock out enough cloud cover and collapse the old patterns, you’ll have plenty of time, the ability, and the opportunity to create results (and achieve True Goals) that will blow you away and go beyond anything you imagined was possible for you. If the kind of results you want so badly now—increased sales, profits, cash flow, competitiveness, employee productivity or motivation, etc.—are created in The Expansion Segment of Phase 2, then great, enjoy them as an added bonus, but recognize that, in general, that’s not the point.

I’m now going to share story snippets from my journey. As I do, I’ll be using Phase 1 Money Game and Business Game language, not Transformational Vocabulary, so you can experience it like I did at the time. In the story line, my strongest business expertise in Phase 1 was marketing. I spent 20 years applying direct response marketing strategies on and off the Internet—in my own businesses, for other businesses as an employee, and as a consultant helping others start businesses, build businesses, and design marketing machines to fuel their growth.

As you may know, direct response marketing takes a very scientific approach to marketing that involves measuring the response of *every* marketing activity, and testing multiple variables within each activity to increase response for lead generation and selling directly. It was an intellect-intensive creation entirely shaped by targets, goals, outcomes, agendas, and the traditional Phase 1 Business Game focus on push-push-push, more-more-more, bigger-bigger-bigger, no-results-are-ever-good-enough.

In the years leading up to my leap into Phase 2, I created some of the greatest success I’d ever experienced in Phase 1, most notably Blue Ocean Software, mentioned in the Introduction. In the 4½ years I was part of the Blue Ocean Software team, the pattern my Expanded Self energized and popped into my hologram included me having The Midas Touch. Everything I did at Blue Ocean Software made money, lots of it, with enormous return on investment for every dollar invested. Sales and profits just kept soaring and through the use of custom-written software, our ability to measure, track, and optimize the profitability of our direct response

marketing soared. It was incredible, and I'd never experienced anything like it before while playing The Business Game.

Then we sold the company for \$175 million cash, and as you might imagine, I was riding high after that happened. After my Midas Touch experience, I was convinced I'd finally found the magic formula for tapping invisible power sources my grandfather teased me with as a child. Prior to joining Blue Ocean Software (on a full-time basis), and throughout the Blue Ocean Software years (on a part-time basis), I'd been building a business that offered my own Phase 1 personal and business development philosophies and tools, the precursors to my Phase 2 work. After we sold Blue Ocean Software, I went back into promoting my own work full-time.

Flush with lots of money in the bank, and filled with unbridled optimism (thinking I'd finally found the magic formula), I threw lots of time, money, energy, and marketing expertise into building my business. I even hired several high-priced employees so I could delegate some of the tasks I no longer wanted to do myself. But everything I did failed—even when I hired one of the world's greatest copywriters and marketing minds to help me on a key project—and I lost a ton of money.

I thought the copywriter's approach might have been the problem (because all my other successes had come from me doing my own copywriting and strategy development), so I reworked everything myself and relaunched it. It failed again, but not until I'd lost another bundle of money.

Despite the fact that my initial attempts to create new revenue streams and build my business failed, the old revenue streams were still chugging along quite well, generating seven figures in sales and high six figures in income that was the primary cash flow “fuel” for my personal and family lifestyles. The other money I had was invested in growth stocks and long-term growth-oriented investments.

However, shortly after I entered Phase 2—like a switch had been flipped and the lights went out—those revenue streams ground to a halt, going from hundreds of thousands of dollars a month to almost zero, virtually overnight. I had no idea why that happened at the time, and there was no logical reason for such a shift I could see. From my perspective, nothing had changed within my business, the world, or the personal development or business development marketplaces I served. It was just, snap, lights out on sales.

At first, I thought it was just a random blip and I wasn't concerned, but then it continued ... and continued ... and continued ... for months. All of a sudden, there wasn't enough money to pay the business bills (much

less pay myself), so I had to start subsidizing business losses from my own personal resources while simultaneously paying my own personal expenses—and both the business and my personal lifestyle had “high overhead.”

As I mentioned, a lot of my money was locked into non-liquid, long-term investments and could not be touched at all, or not without incurring huge penalties. So I had to start selling off the only liquid asset I had, stock, and each time I sold, I incurred capital gains liabilities, which increased my perception of “losses” and the “cost” of the business downturn. As I perceived it, I was hemorrhaging money. It was at that point I got so angry at my Expanded Self that I told him he needed to give me the missing pieces or “get me out the hell of here.” And it was after that demand that I was catapulted into Phase 2, although I didn’t know it at the time.

My Expanded Self didn’t stop there. He started creating illusions of many things in my home needing expensive repairs, upgrading, or replacement, such as the roof, heating and ventilating systems, flooring, etc. As a result, I had to sell more stock (or it looked like I’d have to soon), and incur more capital gains liabilities, and that made me even angrier at my Expanded Self. Why? Because I didn’t know about Phase 2 at the time, didn’t know why all of this was happening to me, what to do about it, or how it could benefit me from a Phase 2 perspective. As I saw it, an old pattern was being repeated yet again where “The Universe” was against me, messing with me, teasing me with the possibility of great success, but denying me the prize, or yanking it away at the last minute, just as it was within my reach.

I still had plenty of money at that point and could withstand the losses for a while without being in any real danger, but I did the math on what was happening and realized there *was* a limit. I began to worry and also to track my march toward that limit, like a countdown timer. It was at that moment that my Expanded Self supported me in getting a conscious insight into the Phase 2 game, developing the first of the tools (The Process) and beginning to use it to start drilling through the cloud cover. On an average day at that point, I was applying The Process for 5-6 hours cumulatively. That’s how uncomfortable I was with *everything that was happening*. Then I was supported in developing the other tools and beginning to use them in addition to The Process, and I began using all of them, combined into a single drill bit as I explained.

In the past, whenever I needed money, I’d always been able to devise a marketing campaign on my own, or do a joint venture with a business associate that generated enough sales and profits to stimulate cash flow and income. So, even though I knew I was playing the Phase 2 game

at that point, and I knew the primary goal was to drill through the cloud cover, in the story line I couldn't resist the old desire to dive back into the hologram and "do something" to get cash flowing again. At that point, as I'm sure you can see, I still did not have a direct Knowing or experience of The Truth that I wasn't in charge and wasn't driving the bus, and I still thought I had the ability to act and change things.

In direct response marketing, the most successful strategy is always doing a joint venture. As I define the term "joint venture," you partner with someone who has a great relationship with their customers and they send a compelling letter or email to their list inviting them to buy your products or services. The endorsement of products and services from someone who is known, trusted, and liked makes the joint venture very powerful and very successful. So in the story line, I reached into my old bag of tricks and created a series of joint ventures with partners I'd always been enormously successful with. My partners had fantastic relationships with their customers and were consistently successful when they did joint ventures. I partnered with them to promote products that had always been very successful for me, using marketing materials that had always generated big sales and profits. But the first round of joint ventures generated a pitifully low number of sales. I tried a second round of joint ventures, then a third, then a fourth. They all failed.

I continued applying The Process!

As the hemorrhaging money illusion continued, my discomfort grew and grew until it became panic. Even though I was still not in any real financial danger, I *felt* like I was. "If this continues, I'm going to go broke," I feared, and I had visions of losing *everything* again, having to move out of my dream house, pull my kids out of the private school they loved and were thriving at, quitting all our clubs and memberships, telling my wife "no, no, no" to everything she wanted to do, being embarrassed in our local community and within the personal development and marketing industries where I'd built a reputation as a "big success," on and on.

I continued applying The Process!

What I didn't fully realize at the time but see so clearly now, is that I had an enormous amount of power in beliefs/patterns that the source of my abundance was cause and effect within the hologram—that my marketing skill and a business were the source of my abundance. There were no limits within those belief systems/patterns as to how much money I could create flowing through a business to me, especially after Blue Ocean Software, but I did believe money *had* to flow that way.

In Phase 2, those beliefs *had to be completely dynamited* if I was going to bust loose and open into my natural state of infinite abundance, and my Expanded Self was supporting me in doing that brilliantly by shutting the flow down. Remember, that's how it works in Phase 2. You get taken deep into the heart of illusions and stories that have been limiting you most, using the tools, until you collapse them, knock out those sections of the cloud cover, and are then able to experience the sun of who you really are in those areas of your experience.

After the four rounds of joint ventures failed, I had no choice but to give up. It became clear to me that I'd used all my old tricks, fired all my weapons, everything had been blocked by my Expanded Self (as I saw it at the time), and I knew, I just knew, that my efforts would continue to be blocked. You could say I was forced—kicking, screaming, and resisting like crazy as I perceived it—into realizing I was now playing a New Business Game with new rules. I knew the only choice I had at that point was to use the Phase 2 drilling tools *exclusively*, so that's what I did. I let go of all the old strategies (and the mindset that went with them) and focused 100% on using the drilling tools. Letting go scared me. I felt like I was jumping off a cliff with no net, but it was clear I had no choice, so I jumped.

I continued to sell off liquid assets to pay my business bills and fuel my personal lifestyle (including cashing out of a Roth IRA), watching my net worth plummet, and doing the Phase 2 work, including:

1. Applying The Process when I was uncomfortable (which I was *most* of the time):
 - In interactions with clients, my support team, vendors, and my stockbroker (who didn't understand or like what I was doing).
 - Any time I looked at numbers and thought, "I wish that number was bigger or different" (which is judgment, and Phase 2 is all about dissolving every last ounce of judgment glue).
 - When I had feelings of jealousy (and anger) watching friends and associates in the self-help or marketing worlds (my stomping grounds) succeeding wildly while my whole world was falling apart.
2. Using the Mini-Process when I saw numbers I would have described as "good" or "OK" in Phase 1. Why? Because I wasn't uncomfortable but I knew it was still limitation and illusion at work, and therefore an opportunity to drill and expand.

3. Expressing appreciation and doing my best to really feel it when I created the illusion of money flowing out of—or into—my accounts.
4. Telling The Truth whenever I saw numbers on bank statements or portfolio reports. I'd look at the numbers, point at them, and proclaim, "Right there, right there *is* my infinite abundance. It's just masquerading as limitation and numbers."
5. On and on it went as I drilled and drilled through the cloud cover, which was my full-time job at the time.

This pattern of "crazy stuff" happening in the hologram, me feeling very uncomfortable, using The Process and the other tools to do the Phase 2 work, continued pretty much non-stop for a year and a half until I had my first breakthrough. What was it? I noticed myself writing a check for \$10,000 and as I wrote that check, for the first time, I didn't feel as if I had "less" money. I didn't feel like I was infinitely abundant or had free access to Cosmic Overdraft Protection, but I didn't feel as if I had less, and that was HUGE for me.

Many other breakthroughs followed that one. Slowly but surely the fear began to weaken and drop away, the "doomsday failure scenario videos" stopped playing endlessly in my head all day and all night, the anger began to weaken and then drop away, I began to feel stronger and stronger, more and more powerful—and joyful.

As I continued using the tools for another 8 months, now a total of 2+ years into Phase 2, I started to feel as if I was actually "sunbathing" in the sun of who I really was. As that happened, and I felt myself crossing The Busting Loose Point, I noticed many surprising and amazing things:

1. **Intellect:** In Phase 1, I felt my intellect was one of my greatest strengths and I ran everything from it—or tried to. Therefore, I didn't think intellect was bad or wrong and I had no desire to dynamite it or stop using it. But I noticed as I continued to expand, my dependence on it weakened and then dropped away. I still used it from time to time, like you'd use a calculator or computer to help you with specific tasks at times, but it no longer ran my life. I was living in reactive mode and making decisions from *feeling* and *Knowing* instead of from "thinking." I also noticed how much more light, relaxed, and joyful I felt, and how quiet my mind was after thinking dropped out. I then realized that thinking was created as a brilliant Phase 1 device to squeeze every last ounce of joy out of our Human Experience. I can't really explain how radically different that experience was and still is, but you'll experience it yourself if you take this journey. I

also realized that the intellect, logic and thinking were all designed to process the illusion (and in a flawed way at that), not The Truth. You can't wrap your thinking mind around The Truth. It just doesn't work.

2. **Results:** Ironically, from a Phase 1 perspective, but to be expected from a Phase 2 Truthful perspective, as my focus shifted away from producing specific results (like sales, profits, and money flowing "in"), different results started being created by my Expanded Self from new patterns inserted into The Field. In the storyline, the financial hemorrhaging stopped and my accounts started to refill as money began appearing to flow freely from "all over the place" as I tapped more and more of my infinite abundance.
3. **Marketing:** As I continued to expand into a direct experience that others weren't separate from me, I changed how I marketed products and services. Beyond creating websites that made it possible for others to express appreciation for the products and services I felt moved to offer and play with, I rarely did any proactive marketing, preferring to allow everything to come to me, which it did. Instead of feeling I had to persuade, sell, or influence others, I simply started expressing myself however I felt moved to. I began to simply "invite" other aspects of myself to join me in playing The Teaching Game and The New Business Game through my products and services in ways that were really fun for me. Pretty much everything I invited "others" to do, they did and it was an easy and joyful experience. If you'd like to see some of the online multimedia invitations I had a blast creating to do this, please see Appendix A.
4. **No Goals, Targets, Desired Outcomes, or Preferences:** Once I knocked out a bunch of cloud cover, I found myself naturally moving into a space where I, as the Player, had no goals, targets, desired outcomes, or preferences. I no longer cared about the details of what was happening in the story line. I was just having a blast playing The New Business Game. I simply lived, and still live today, in reactive mode, waking up each morning thrilled to experience the adventures my Expanded Self creates for me from patterns in The Field. In Phase 1, you could never have convinced me I could run a business and create "extraordinary results" when I could care less about what happened, and without having agendas, plans, strategies, etc., but that's what I experienced and it was an amazing experience.
5. **The Power of Surprise:** As I continued to knock out cloud cover, and expand, I also noticed that when I had no fear, doubt,

concern, or worry about what was around the corner, or down the road, I preferred not knowing anything about the future, no “previews of things to come,” not even the slightest hint. I’m now firmly convinced that surprise and fun are inextricably entwined. That is still my preference as I write this passage many years after busting loose.

6. **My Work:** In my heart, so to speak, I consider myself to be an explorer. Throughout my Human Game journey, I’ve gone deeply into aspects of The Human Game, explored, explored, explored, then popped up to share a debrief of what I discovered—in the form of a book, audio, video, course, live event, etc. I call sharing debriefs like that playing The Teaching Game, and I repeated that pattern with sharing what I’d discovered about the Phase 2 game. The minute I started sharing the Phase 2 work, every aspect of playing The New Business Game transformed, expanded. In addition, the “results” I saw being produced, and the stories through which they appeared to be produced, became even more extraordinary!³
7. **Ease and Joy:** As I continued expanding, everything, and I mean everything, The New Business Game and beyond, became easier and easier and easier until it felt effortless. Everything, and I mean everything, The New Business Game and beyond, became more and more and more fun. I no longer notice any difference between how I feel when I’m “working” and how I feel when I’m “playing” in my personal life.
8. **Intellectual Understanding To Direct Experience:** As my journey of expansion continued, I slowly moved from an intellectual understanding of my Model of The Truth, to a direct experience of The Truth and that’s when I busted loose into the “place” I documented in the previous chapter where everything in my business was redesigned. By the way, everything in my New Business Game experience continues to expand and be redesigned in amazing ways as I continue playing the Phase 2 game.

I could go on and on about what happened to me, but you now know the key parts of my story. Let’s now take a look at several stories of other Phase 2 Players. Remember that I’m only going to share snippets from very long and complex stories to support you in taking everything we’ve talked about in the previous chapters into more practical places. Here’s a snippet of a story shared by Grant Lewers from Sydney, Australia:

³ See Appendix A for opportunities to discover more about what “soaring” means if you feel so moved.

My father committed suicide when I was younger, and I was always afraid of letting my life get to a point where it was so bad I'd do the same. Prior to discovering the Phase 2 work, I'd say I was trying to manipulate myself and others into the way I thought would be best for me. I never lived in the moment. I never really felt my true emotions. I was always focused on trying to fix, control, and influence the future to my liking.

I was constantly stressed out running a business, trying to deal with staff, investors, customers, friends, and family. It was hard work maintaining the facade of the persona I had created. After using the tools and expanding, I just started to live in the now. I started to appreciate the moment, and rather than try and get my self and others to be or act a particular way, I'm now appreciating them and the moment as being perfect in supporting me in my journey.

The Busting Loose model opened me into a new way of being. It took a lot of energy to always be thinking, influencing, and worrying about the future and trying to hold up a false image of myself. I now have that energy back and can use it to live life and feel my Joy rather than worrying about everything.

Ranchelle Dawn Alexander, from Camrose, Alberta, Canada, shared this story about how fear dropped away as she used the tools and played the Phase 2 game:

I was completely floored by how well the Phase 2 work resonated with me and how I instantly "got it." I own several franchises and always felt that I was losing at The Business Game. My life was full of fear about losing my business and not making "enough" money. I generally felt like I was "waiting" for something to happen. Since using the tools, what I notice the most is the fear is gone. I'm not affected by anyone's behavior. I'm not "uptight" about my business, and I experience joy on a daily basis and for the whole day.

My appreciation for myself and how wonderful I truly am has gone through the roof. My appreciation for the life I have created, and the people in it, has literally skyrocketed. Because of using the tools, my relationship with myself, and of course, others, has changed radically. This truly has been what I have been searching for all of my life.

Here's a story from Robert J. Mueller, of Belleair, Florida, in which he shares how beliefs about financial limits dissolved:

For 73 years I searched for inner peace. I retired at age 60 after selling a successful business venture, but I had a constant fear of outliving my retirement funding. I've been married for 51 years and have 4 children and 8 grandchildren. I lived a basic, normal life, but something was always missing. I was raised a Catholic, tried mind control, TM, I Ching, Gurus, etc. I even traveled to China, India, and Tibet. But nowhere could I find inner peace. They all spoke of going within, but never presented a procedure to break thru the barrier.

Then I discovered the Busting Loose Model. I used the tools daily and continue to. Now at 74, I finally discovered how to be at peace with myself and enjoy my twilight years. No more fears of outliving my retirement funding or any old age problems!

Here's a slightly different type of story shared by David Alli of West Hollywood, California:

I'm gay and from the time the HIV epidemic started in 1982, I had a passion to do something about it. Toward the end of the 80s and the beginning of the 90s that passion grew as many of my wonderful, amazing, and beautiful friends died. In 1993 two of my dear friends, Phil and Frank, who started and ran a successful catering company to the stars, contracted HIV. Wondering what to do at this point in their career, they decided to sell their company and travel the world to look for a cure for HIV. Phil and Frank soon returned having met a scientist living in Ireland named Dr. Patrick Prendergast. They needed funding for trial studies, of which Phil and Frank invested heavily. With my new management skills and many contacts in the HIV community, I began recruiting and managing studies for Dr. Prendergast.

Long story short, the study was *not* a success. However, I had found my passion, and for the next 14 years, Dr. Prendergast, Leo Prendergast and myself began a journey I could not have imagined. Then I discovered the Busting Loose Model. As I used the tools and moved more deeply into Phase 2, Dr. Prendergast and Leo Prendergast flew in from Ireland. I picked them up at the airport on a beautiful spring day. Driving back to my place in West Hollywood,

they announced: “We are taking the company public, we’ve raised millions of dollars, and you (David) will be working for this new company. Your salary will be \$7,000.00 a month.”

I was in shock. But at that moment I thought of the work of busting loose I had been doing, and the power I had been reclaiming. So now we have this amazing company that produces incredible, magical, out of this world results. Not until I started taking responsibility for my power did all the pieces fall into place and new realms of possibilities began to open up.

Here’s a story shared by Michele Morissette, from Gatineau, Quebec, Canada, that shows the “ironic Truth” of how extraordinary results can be produced when you let go of wanting to produce them:

I’m a chiropractor and it used to make me extremely uncomfortable when patients were *not* responding to treatment or were responding too slowly. For quite some time, when a patient wasn’t responding to care or responding slowly, I applied The Process to the feelings of discomfort and the frustration of not being able to help them—without an agenda. After doing that for quite some time, I noticed patients suddenly starting to respond or something else changing. It’s amazing. And when nothing changes, it’s just another opportunity to use the tools!

Michael Roman from the United Kingdom shared this story about how “power outside” beliefs started to dissolve after doing the Phase 2 work:

I’ve used the tools with my discomfort over my employer being the one calling the shots and having power over me. As a teacher of English as a foreign language, I increasingly teach in ways that bring me joy and satisfaction, rather than feeling obliged to follow particular patterns or recognized methods.

But most importantly, the place of work has become the main “arena” for me to play the Phase 2 Game with endless twists and turns in the stories I am creating to support myself. Being in that arena has pushed me further and further down the rabbit hole as illusions are morphed and manipulated to reveal layer upon layer of patterns that were part of my Phase 1 Game.

Monica Garaycoechea, a Medical Doctor from Port St Lucie, Florida, shared this about her Phase 2 Business Game experience:

I feel much more open and comfortable in my business, and thanks to this work I experience a sense of trust and safety I never experienced before. The illusion of money, business, success, or failure is evident to me and the play is much more fun and freer. My vision today is based on trusting that what I am doing is perfect and that my real work is to Recover Aliveness from the limitations I am aware of and to really do what I love to do. My passion for The Truth is what always pushed me in life and the fact that I can use my business to increase my Knowing of it and live it is the gift I see and appreciate greatly!

Pravin Kapadia, from London, England shared this:

The one major thing that has happened in my business is my change in attitude and outlook toward business and money. I do not now have the urge that I HAVE TO do this or that or follow a plan in order to increase business. My attitude now is to do whatever I feel motivated to do, see where it takes me, and feel the experience it gives.

Here's a snippet from John Leonetti of Canton, Massachusetts:

Since discovering the Busting Loose Model a year ago, I have created a new business and sold my old business. My 2008 revenues for the new business will match the revenues of the old business, yet it took 6 years to build the old business. In addition, I am weeks away from having a book published, a dream of mine. By the way, one year ago today I barely had a table of contents and only had about 35 pages of transcribed notes, which comprised the book.

Karl Edmunds of Littleton, Colorado shared this about really “getting” that The Business Game is just a game:

In 2001-2002, I found my self in the midst of a horrible corporate and personal litigation. I had taken a significant business loss in a start up venture. And emerging out of this maelstrom I felt a powerful shift within me. The metaphor I reference is from the Bible when Christ invited Peter to walk on water and join him amidst the storm and waves. For Peter to walk on water he had to release all he ever knew as a fisherman about water.

I realized that I too had to give up everything I ever felt I knew about business and what needed to be done to escape the turmoil I was in—and The Busting Loose Model and tools helped me to do it. Over time, as my sense of who I really am has shifted, I have become less invested in traditional business tactics. I approach business no longer from a perspective of scarcity but from abundance. I see the game of business not as a war where any opposition must be wiped out, but to one of a game with each player in a dynamic interplay of offense and defense. As I have sold off my previously valued tools and assets of traditional business, I find myself armed with a new armament and reaping a harvest of unforeseen wealth pouring into my life in the form of peace, allowing “what is” to be OK and seeing everyone and everything as an aspect of ME.

Here’s another story shared by Joyah French from Half Moon Bay, California, that beautifully illustrates how *everything* in the illusion is used by our Expanded Selves as raw material to help us knock out cloud cover:

I have been self-employed for 30 years and for over 29 of those years spent so much time worrying about clients canceling and students not signing up for classes which would mean bills might not get paid—although it always seemed to turn out okay despite my fears. That pattern appeared to improve slightly over the years, but would still hook me and steal my joy. I began using the tools daily and then watched my experience in the illusion become ever more filled with joy and laughter. It was amazing. I was riding on a real high.

Then in February of this year, at the age of 66, I fell down the staircase and fractured 3 bones in my right foot. As I progressed through the long healing process of being in a non-weight-bearing cast for 7 weeks, not able to drive, living alone, still managing to see clients, I watched miracles appear in my illusion as I kept applying The Process. By the end of the first month I was laughing most of the time because instead of having less money (which I SHOULD have because of not being able to work as much), I was creating more money than I ever had before.

Janet Feld of Somerville, Massachusetts shared this story about how her perspective and direct experience of the True source of her abundance opened up in Phase 2:

I'm a performing songwriter and freelance music teacher and have been running my own teaching/performing business for 20+ years, the last 9 full-time. After using the tools repeatedly over time, teaching and performing work began to "show-up" without any solicitation on my part, which had never happened before.

When I was playing the Phase 1 game, I believed I got teaching and performing gigs because of all the time and effort I put in promoting myself; how many contacts I made, how good my press kit/press releases were. It was a rollercoaster ride of emotions with acceptance and rejection. I worried about money all the time and judged myself harshly when I didn't earn or ask for "enough." The longer I'm involved in Phase 2 work, the calmer and happier I feel. All around, I'm simply having more fun no matter what I'm doing.

Michael Williams from Boston, Massachusetts shared this story about how he began moving from "effort" to "effortless" living in Phase 2:

In Phase 1, I felt like I was swimming in fresh concrete like I had to put in so much effort for minimal output. Very frustrating. In Phase 2, I put the tools to use and now it's like Glenda Green's effortless command mode, from the heart. While work is not perfect, it is better by far than the best I could have imagined, just one year ago. I have more peace of mind, now, than I've ever had. I take more joy in the moment. Anything less than peace, love, joy, satisfaction, contentment, magnificence, tells me I need to use the tools.

Cricket Lee from New York, New York shared this amazing story about the kind of transformations that ultimately come from the cumulative use of the tools over time:

I started my business after 9/11 when I was sitting on my floor with no car or any money to support my daughter. I had no consulting work, no money, no savings—nothing. I created myself to be a revolutionary up against the whole fashion industry trying to get designers to change their "wicked" ways and use my perfected fit system as a universal fit and design (like Microsoft Windows) for all of us real women (80% of us).

At that point, I had already spent 4 years in the trenches testing and presenting my system, but no one would adopt it fully. Then I discovered The Busting Loose Model and

began using the tools on a daily basis, just using them to use them, where it goes it goes, and working to shift my perspective more and more to fun and joy.

Today I am about to sign my fifth license with a huge manufacturing company and my licensees include brands from Neimans to Wal-Mart (Ellen Tracy, Ann Taylor, Simply Vera, etc.). We have already been recognized by *The Today Show* twice; we've been on *Fox Business News*; been on the cover of the *Wall Street Journal*; and featured in the *Dallas Morning News*, *New York Times*, and *LA Times*. The Phase 2 work helped me expand through the tough times, pull out of such an intense focus on the story line, and just stay focused on the fun.

Stephen Ensor from Auckland, New Zealand shared this:

I have been playing the Phase 2 game for approximately 18 months now and am involved in various business activities. I guess the first impact the Busting Loose work had on me is that the anxiety and fear around money I used to experience is almost completely eliminated. Just this alone I feel has major impact on my businesses as well as granting a feeling of unlimited potential and business creativity.

As I have staff that I manage, I also apply The Process to “issues” that arise on a business level. Recently the main business I have been involved in is experiencing major growth. Prior to that growth starting, I had let go of worrying too much about sales results etc.—while using the Busting Loose tools.

Amir Zoghi from Sydney, Australia shared this from the extraordinary transformation he created with his experience of playing The Business Game:

Let me start by telling you why I got into business in the first place as a Phase 1 Player. When I was fresh out of school my driving force was to make money so I could feel secure, and I did what most people do when they want to generate serious money. I started my own business. I had my ups and downs, mostly downs at the beginning. I ended up losing the first two businesses I started. Then, my third business gave me enough financial independence to start feeling secure in my life.

What I began to realize soon after the success of my third business was that what I needed to feel secure kept increasing. I needed *more* status, *more* material possessions, and *more* success to retain the feelings of security. On top of that, I started to feel a sense of recognition in my industry, and once that began, I needed more and more recognition or I wasn't satisfied. It felt like I was on some kind of addictive drug and my life was all about getting high on that drug and needing more and more to continue feeling the high.

I found that my business became all about numbers, results, and hidden agendas to ensure my identity and security. It was no longer about what I loved about the business, rather about what I needed *from* the business. I had lost the passion, the drive, and the love for my products and services. My business became a day-to-day mundane routine.

After discovering The Busting Loose Model, I realized everything I'd been doing had come from fear. I found that the world outside of me was dictating and determining me and that I had all my power in my circumstances, my environment, and the people in my life. When I learned I could reclaim all power that I had outside of me so I could be free to be "me," I started on my journey back to my infinite source and realizing who I am beyond the illusion of who I thought I was. I then felt motivated to leave the 3rd business and sold it.

After 9 months of using the tools and expanding, I felt motivated to get into business again, but this time without hidden agendas. I got into business because I truly felt motivated to and not because I needed to achieve specific goals. I started *Be Free Events* and began speaking and running my own program called "The Quest for Truth" experience. I have now been operating the new company for over 1 year and everything has been coming from a free flowing space.

I no longer do what I need to do. I only do what I feel motivated to do, what I love to do. My decisions are coming only from what I feel within me. The Phase 1 rules, guidelines, and formulas that were needed to have a "successful business" are no longer relevant to me. It's no longer about manipulating a marketing piece so I can influence my client's decisions to spend money with me, or

playing a role or wearing a certain mask to impress. It's now all about offering clients what I love to offer because that's what I love to offer, not because that's what the market wants, or that's what is more financially viable.

I found that most people who first come across the level of Truth shared through The Busting Loose Model (including myself) only want to experience the finishing line, the destination, not realizing that The Truth lies in what you are experiencing in the present moment, the journey. It's all about the journey!

Michael Mathieu from Boulder, Colorado, shared this story of transformation and playing The New Business Game:

I'm an Advanced Rolfing practitioner and have been in practice since 1993. The year or two before this time was getting scary business-wise because the auto insurance industry in Colorado changed from no-fault to a fault system. Auto insurance rehab work had been a large part of my practice. This change really dried up my practice in a big way, and I kept watching my income drop and drop. A sense of impending doom was always in the background and sometimes in my foreground. I wasn't desperate by any means, but I was concerned.

Shortly after discovering The Busting Loose Model and tools, I jumped totally into Phase 2. Lots of my "stuff" came up immediately. So I used The Process as much as I was inspired to, which was a lot at times. Things began to change in my business and in my work-related studies too, as I created an amazing new mentor. My work has become infinitely more interesting. I've enjoyed my work these past two years more than ever before and am having a lot of fun. I'm also creating my clients to love the work I do. I feel so confident with my work now, instead of always feeling "less than." I speak about my work with a sense of mastery and I never used that word when talking about myself in Phase 1.

In addition, I've created the illusion of my practice really cranking from a financial perspective. I just had the greatest number of clients in one week last week. People are referring clients to me, and those people are actually calling me and coming in. For so many years, I thought there was something wrong with me because people told me they

were referring, but the people hardly ever called or showed up.

I have built my practice and I have barely done any marketing. I even moved to Boulder, Colorado last October and started a part-time office there which is thriving too. In Phase 1, you'd have to be crazy to set up a Rolfing practice in Boulder, since it has the highest per-capita number of Rolfers on the planet. I could go on and on. The essence is that feeling inside me that is difficult to put into words. Joy, Joy, Joy, Joy!

Russ Kirk, who has a corporate coaching and training business in Calgary, Alberta, Canada, shared this about applying The Process and going deeply into his feelings and The Truth in Phase 2:

One of the hardest struggles has been to fully go into and experience negative feelings and accept that *I've been the one creating them*. Talk about the bottom dropping out of my self-image. Talk about a struggle to accept that I would do that to myself. The absolute hardest part has been letting go of my self-image and accepting The Truth that I've been the one creating this illusion.

The first few times it felt like trying to pull a huge barnacle from a rock. It doesn't want to let go. But when it finally releases, there's a feeling of such relief in accepting that this is The Truth. This is what I've been doing to myself. I've been responsible all along. Instead of guilt and remorse, I feel free. The acceptance of The Truth sets me free.

Every time I do this, it becomes easier. It feels like I've taken a massive block of granite from Phase 1 and effortlessly moved it over to my Phase 2 foundation. It feels really strange, but by truly accepting that I have created all of my Human Game experience, I have effortlessly transferred this power over to my Phase 2. The power is not lost. The power is empowering. The only question is, "How do I choose to use it? Do I want to take myself down or do I want to build myself up?"

I learned I had to extend faith/trust in The Process "before" I had faith. By trusting in The Process and going into the feelings time after time, faith slowly developed. The more that I trust The Process, the more I realize there isn't any problem that trust can't solve.

Sally Picker, from Rosewood, Australia shared this example of the “proof” she gave herself that she really is creating everything that happens to her, down to the smallest detail:

Along the way I have created some experiences that have left me in no doubt that I am creating my world. I also created the experiences to come at times when I was in a lot of “pain” and I was questioning everything. The most exciting being I was playing a CD of Robert’s and had decided to stop the play. I lifted the lid of the player and had the CD in my hand, but was amazed to be able to still hear Robert talking. I checked the player, there was no CD in the machine and still Robert kept talking!! (I laughed that I created Robert to be so persistent!) I was so thrilled by the creation I called my husband and had time enough to show him (he is familiar with Busting Loose). Robert’s “dialogue” continued a little while longer before becoming faint and finally coming to a stop.

Hunter Greene, Director of Architecture for Hill Studio in Salem, Virginia, shared this about playing “The Architect Game” in Phase 1 and Phase 2:

In Phase 1 there is a prevailing attitude among architects that we’re too good for the business side of architecture. Things like money, rent, contracts, letters, marketing, and even the fact that a client would question my (architect) intentions was looked upon with disdain and even encouraged in the architectural education. In Phase 1, I held these feelings as well. Then as I entered into Phase 2, I started having fun with the objects of disdain.

In Phase 2, spreadsheets are really a creative opportunity and can tell quite a story. Marketing is a way to feel the creative energies of other people (aspects of me). Writing contracts and determining fees is another creative opportunity. I’ll write these contracts, determine fees, and have a blast doing it. Then I’ll present it to the client. Sometimes the client says okay to the terms without question, other times I create them to want to play with the terms. In these business parts of architecture, I’m now just living in reactive mode and then seeing what happens.

In Phase 1, there is a list of things to do on projects and with the business of architecture there are priorities and a real structured method for accomplishing things. In Phase 2 with me, when the “list” of tasks gets long and seems

overwhelming, I'll take a breath, use the tools if I feel moved to, settle, and see which one pops into my awareness to do first. The things on the list seem to get done on "their own time."

Terry McKee, an owner of hair salons in Sarasota, Florida, shared these two stories about his Phase 2 experience. Here's the first one:

My business partner James and I have certainly walked through the fire in the illusion. In the story line we would be viewed as completely opposite. James being very logical, disciplined, and methodical, Terry being creative, somewhat defiant, and sometimes scattered. For years we judged each other on just about everything. Much of this we recognized in Phase 1, working on our differences through everything from personal development to therapy!

However, after moving into Phase 2, a major shift began to occur in the hologram. I KNEW immediately that the Busting Loose Model was "True" and somehow I had known it all along. James, in his usual, much more reserved manner, was definitely intrigued. In the story line I have created myself, quoting James, to get right out there on the ice, while James often stands on the bank, watching to see if I fall through or not before he joins me.

The shifts continued and I realized it really wasn't about James. It was about my appreciation of the part he played in the hologram, and later, this became even clearer when I realized that "he" was, simply put, "me," a reflection of me. What was one of the biggest other shifts? James has not once, since my commitment to Phase 2 said, "Are you serious?" Not once has he said, "You're full of it." In Phase 1, that would have been his reaction! But in Phase 2, as I've created him, he has been incredibly supportive and really gets it, and that is the most potent clue my Expanded Self could send. My commitment to playing in Phase 2 appears to have, in the story line, totally transformed my experience of my business partner.

And here's Terry's second story:

In the illusion, the retail rental market in Sarasota has hit very hard times. Landlords are actually having to lower rents in order to keep tenants in their spaces. So imagine our surprise when, during the renewal negotiations of the lease at our flagship location, the landlord wanted to raise our rent by 40%. Comments like his came to mind and

were reflected back by other aspects of my Consciousness:
“In this market? Are they insane?”

To compound the intensity of the script my Expanded Self wrote for this scene, this location is the most profitable and is carrying the other two locations while they grow. “Here we go,” I thought. “Bring it on!” I saw exactly what my Expanded Self was up to. I got to the place where I was living reactively, willing to give up this location if that what was what was in the script, applying The Process frequently along the way.

As it “turned out,” in the story line, a friend of mine “appeared” in the hologram, bringing me information and inspiration. This character (me) set some things in motion, and, literally OVERNIGHT, the landlord’s committee changed their tune. Not only did we get our rent reduced back to its current rate, we received several months at a reduced rental rate for signing the new letter of intent!

Jeff Priestley, an entrepreneur from the United Kingdom, shared this Phase 2 Business Game experience:

I was approximately 9 months into Phase 2 when the pressure was turned to the business and the work just dried up, to almost no cash flow. Having applied The Process for the best part of a month on this particular cash flow pattern, I came into the office one morning to receive a call from a company asking for information about our personality testing service. I had never heard of the company before and agreed to go to visit them. I demonstrated the product and they seemed very impressed. They were going through a corporate reorganization and asked me if I could test the whole of the group at head office, approximately 30 staff. Obviously I agreed and quoted a request for appreciation. What I wasn’t prepared for was what came next. “Can you invoice us immediately? And we will pay immediately.”
WOW WOW !!!!

I invoiced and was paid the very next day. To put it bluntly our cash flow turned around overnight. Of course there was a story that logically you could use to explain the willingness to pay so quickly: end of year accounting, tax reasons etc. But I just knew at a very deep level my Expanded Self had just decided to give me a “Cookie” to show me just how powerful I really am.

Kris Barkway, a golf pro from Sydney, Australia shared this story about a unique experience he had playing The Business Game in Phase 2:

Weeks after discovering the Busting Loose Model, I started to become aware of the power I had hidden in the illusion of my business and the environment around it. Specifically, I wanted to express appreciation in the form of money for a prestige car, and as it turns out, I had a lot of discomfort around that due to the illusion I had created around what being seen to own a prestige car meant in my industry—the illusion that being the Resident Professional at a public golf course meant that you shouldn't drive around in a prestige car. This would make the club members feel that you were ripping them off, and would result in being paid less money or losing my job.

I saw so clearly that I had power in the illusion that this creation was real and that creations like it had been limiting my ability to express appreciation in the world in many other ways too—only one of them being for an expensive car.

Using the tools around reclaiming power enabled me to accept and sit with the feelings of discomfort and expand to the point where I felt inspired to take action without agenda, and without being emotionally caught up in the proceedings. The use of the tools over time enabled me to open into the freedom to walk into a dealership and express appreciation for a car I had always dreamed of—and to “gift” myself with many other creations I'd denied myself in Phase 1. The Busting Loose work has had huge impact on my life and business, both of which have expanded exponentially in the most amazing ways.

OK. Time to move on now. As Players discover The Busting Loose Model and The Truth of it begins to sink in, many questions come to mind. Turn the page and continue on to Chapter 18 to discover the most frequently asked questions and my answers.

BONUS CHAPTER 3: THE DIALOGUES

“Man is always more than he can know of himself; consequently, his accomplishments, time and again, will come as a surprise to him.”⁴

Golo Mann (1909-1994), Historian

When I share The Busting Loose Model with live audiences, through Home Transformational Systems, *The Business School of Consciousness*, and the Phase 2 Player Community programs, participants have the opportunity to interact with me and ask questions as they first discover the Model and later as they apply the tools in their daily lives. Since that’s not possible for you with this book, and since I want to support you in receiving maximum benefit as you play the Phase 2 game and The New Business Game, I compiled a list of the most commonly asked questions and my answers for you in this chapter. We’ll begin with general questions, then move into Business Game-specific questions.

Question: Once I move into Phase 2, do I stay there or do I move back and forth between Phase 1 and Phase 2?

Answer: Imagine this. You’re playing the Phase 1 game when a magical gateway suddenly opens into Phase 2. You leap through the gateway, look back, see it close, seal itself off, and disappear. You’re either 100% in Phase 1 or 100% in Phase 2. You don’t go back and forth. Why? Because opposite forces, movie scripts, and patterns in The Field are driving what happens in your hologram moment to moment. In Phase 1, all the forces, scripts, and patterns are created to convince you the illusion is real and you’re the opposite of who you really are within it. In Phase 2, all the forces, scripts, and patterns are created to support you in knocking out cloud cover, expanding, and stepping more and more into a direct experience of The Truth of who you really are. Those dynamics are mutually exclusive and do not get mixed and matched.

There may be times in Phase 2 where you feel like you slipped back into Phase 1, but that’s not what’s really happening. It just seems that way. If you have that experience, you’re just working on a pattern with a lot of

⁴ Golo Mann, *Bits & Pieces* (Chicago: Ragan Communications, April 2005).

power in it, it has you by the throat, so to speak, it seems real, and its grip on you makes you feel like you're back in Phase 1, but you're not. You're just deeply immersed within a pattern you created and replicated in Phase 1.

Question: In Phase 1, I can have something, get something, earn something, develop a skill or ability, and lose it. Does that happen in Phase 2?

Answer: That *can* happen in Phase 2 in The Expansion Segment if it would be supportive for doing the Phase 2 work, but it doesn't happen in The Play Segment. In Phase 1, the reason we experience "loss" so much is because the goal in Phase 1 is to convince you you're the opposite of who you really are. Who you really are *never* loses anything, never has anything "taken away," never retreats from a position, slips back, etc. So, in Phase 1, you *must* have the opposite experience, but not in Phase 2 once you've expanded beyond the need for that illusion. There may also be times in Phase 2 where you've been using the tools a lot, you experience expansion or transformation of some kind as a result, then it appears you've slipped back, lost ground, lost power you thought you reclaimed, like a tunnel you dug through the clouds filled itself back in, etc., but that's not The Truth. If you experience something like that, here's what's really happening: Your Expanded Self took you to a section of the cloud cover and you began using the tools and drilling. Over time, you poked a hole through, and felt some of the sun of who you really are shining through. You *did* poke the hole. More sun *is* shining through. Then your Expanded Self says, "Great! We've expanded to the point where we can now go after another section of the cloud cover, knock more of it out, and expand even more. Let's go over here and start digging." What feels like loss is just the feelings of "contrast" you have as you stop sunbathing and start drilling a new tunnel.

Question: Were did you get all this stuff?

Answer: The best way I can explain it is to compare my journey to assembling a jigsaw puzzle. Imagine a friend of yours went to a store and bought a jigsaw puzzle with tens of thousands of pieces in it. She never showed you the cover of the box, so you didn't know what the fully assembled puzzle "big picture" looked like. She simply dumped a bunch of pieces on a table (but not all of them) and said, "Go get 'em tiger!"

You'd start assembling pieces and at first it wouldn't look like anything, and some of the pieces wouldn't fit together, so you'd put them aside. Every now and then, your friend would dump a few more pieces on the table, and you'd continue assembling them. At some point, you'd see some of the big picture and say, "Oh, it's a nature scene," but you still wouldn't know what the complete big picture looks like. So you'd keep

assembling pieces, getting more new pieces from your friend from time to time, etc. Then, one day, the entire big picture would pop into view. That's how it was for me. I got the first pieces from my grandfather at age 12, and was then given more and more pieces as time passed. At some point, they magically assembled themselves into a picture similar to what I've shared in this book. Then, as I used the tools, knocked out cloud cover, and expanded, I started to get the pieces of a second puzzle, which was about how to play The Human Game in Phase 2 and bust loose from subset games like The Business Game.

Question: As I've been reading, I'm both excited and scared. I'm excited about the possibility of busting loose, knocking out cloud cover, opening into my infinite abundance, and playing The New Business Game. But man, I don't want to experience what you did—sales going to zero, intense fear, anger, feelings of futility, etc. The Phase 2 journey sounds really tough and painful. I'm scared about how difficult it might be for me, and what twists, turns, crises, and upheavals my Expanded Self might create for me to use the tools on. What can you share about this?

Answer: I understand your reticence. The Phase 2 game *is* intense. There's no doubt about that. It's a very difficult game to play. As I mentioned, I felt like giving up many times because part of me thought I couldn't do it. But here's the key point to get: In Phase 1, we work our butts off, struggle like crazy, deal with ups and downs, losses, twists and turns, crises, and upheavals, but we don't get anywhere and the same patterns keep repeating. Unless you found your way to this book in your teens or early twenties, you've been living that way for decades—racing, racing, racing, trying to catch rabbits that are forever beyond your grasp—and that will remain beyond your grasp if you stay in Phase 1.

In Phase 2, no matter how tough it gets, you *are* getting somewhere, you *are* knocking out the cloud cover, you *are* expanding, the nature of the stories you experience and your feelings as they unfold *will* transform in ways you can't imagine. In short, it's worth it! As tough and excruciatingly painful my journey seemed so many times, I'd do it all again, and even more, to end up where I am now. If I died tomorrow, I've already expanded in ways I never thought possible for me in this life. I'm having experiences I never thought I'd ever experience, and I'm by no means at the end of the game.

Also, remember, your Expanded Self is you and knows you better than you could possibly ever know yourself. He/She has a plan for your expansion in Phase 2. He/She knows exactly how to bust you loose—and will do it. Even if you have a different opinion about what's going on, about what you can take or what's too much, about what you'd prefer to be

happening in your hologram, that brilliant, amazing, and beautiful plan *will* be executed, and you *will* find yourself living in extraordinary places and having extraordinary experiences as you play The Human Game and The New Business Game.

Question: This book has been about The Business Game. What about the rest of my life as I play the Phase 2 Game?

Answer: The Human Game is The Human Game. There isn't any real split into subset games like The Business Game, The Money Game, The Emotions Game, The Body Game, The Relationships Game, and other subset games I discuss. I just arbitrarily created those subset game labels for ease of discussion and to create different entry points into the Phase 2 work based on the different aspects of The Human Game people struggle most with. As you knock out cloud cover and the sun of who you really are begins to shine in, then shines more and more brightly, every aspect of your hologram and Human Experience will transform. The how and when will be unique to you, however.

My journey was created to be somewhat compartmentalized. I was led to focus on different subset games and moved through them somewhat sequentially. I therefore experienced tremendous expansion into The Truth of who I really am and my natural state somewhat sequentially—the biggest transformation coming first with business and money, then emotions, then relationships. Moving sequentially through subset games is not a rule or formula, it's just what I created. But even then, any time you knock out cloud cover, your entire hologram changes, even if you choose to move sequentially through subset games like I did. As I was noticing major transformation and expansion with money, business, emotions, and relationships, I was always noticing changes in other areas of my life, including the body.

Question: Do you feel happy all day, every day now? Do you run around with a grin on your face all day?

Answer: If you followed me around on an average day, you'd see me with big and small smiles on my face. You'd see my face appear to be flat or emotionless, for lack of a better term. You'd see me appearing to be exuberant, expressive, animated, excited, and talking a lot. You'd also see me appearing to be subdued and saying very little. If you're someone who senses other people's energy, you'd sense my energy field as being big and small at times. No matter what you'd see externally, or sense, my internal experience is consistently one of True Joy, no matter what's happening in my hologram, no matter what anyone else says or does, etc. That's where the Phase 2 journey must end up once you expand enough, and where it will end up for you too.

Question: You said you've let go of wants, preferences, agendas, wanting to produce specific results, and you just flow day to day anxiously awaiting the rides and attractions your Expanded Self sets up for you to experience in Phase 2. Does the Phase 2 journey ever get to the place where I, as Player, gets to choose, where I get to say, "I want X" and then my Expanded Self creates "X"?

Answer: There are multiple levels of the answer to this question and it's tricky, so bear with my use of certain language. First of all, you, the Player, aren't really here. You're an illusion too, created from a pattern in The Field. You, as Player, don't have any power *in the hologram*. If you experience a scene in your movie where you say, "I want X," there has to be a pattern in The Field with details saying "Have him/her say 'I want X'" or you couldn't have that experience. Are you with me on that? So, from that perspective, even if you did have a moment like that, where it appeared you were choosing, you're not really choosing, you're just acting in a scene where you appear to choose, but it's always your Expanded Self choosing.

There's another piece here that's important. Imagine that the "X" you want to experience is to sell your business for the illusion of "a lot of money." Suppose your Expanded Self was going to create that illusion for you to experience. Further suppose that to get from where you are now to having that experience, 3,500 things would have to happen involving people, places, and things. Would you want to know about all those 3,500 things in advance? No. If you knew how it would all play out in advance, it wouldn't be anywhere near as much fun. It would be like watching a movie, seeing a play, or reading a novel with a big surprise ending for the second time. You can still enjoy it, but it's nowhere near as enjoyable as the first time when you were surprised.

You'd therefore want to be surprised by many of the twists and turns in the road that get you to selling your business. So play with me here. Here's scenario one for your consideration: You have an illusory moment in the hologram where you say, "I want to sell my business," then the 3,500 things happen as a surprise and you sell the business in the story line. Here's scenario two: You never have that moment where you say, "I want..." and the 3,500 things simply unfold naturally and you sell the business in the story line. What's the real difference between the two scenarios? The Truth is there's no difference at all *in your actual experience*. The moment of your declaration has no real meaning or significance.

The reason so many Phase 2 Players (including me early on), want to have that moment of illusory choice, is because they're so fed up with feeling powerless in Phase 1 that they're desperate to feel powerful. Such

feelings drop away as you knock out cloud cover, and once that happens, you can create the illusion of choice moments or just be surprised as stories unfold as your Expanded Self prefers, but it won't matter to you which option gets chosen.

Question: How does money appear to flow to you now?

Answer: I create the illusion of money flowing through my hologram in various ways. Since I still enjoy playing The New Business Game, I create the illusion of money appearing to flow in and out of my businesses. However, I could close all my businesses tomorrow, walk away, and not be affected at all. Why? Because my businesses are *not* the True Source of money or my abundance. They're just one story, one possibility out of an infinite number of possibilities available to my Expanded Self.

I have also created the illusion of large amounts of money appearing in one or more bank accounts with no apparent source. The money wasn't there on Wednesday at 3PM and was there Thursday morning at 9AM, with no deposit having been made by me or anyone else having access to the account. When we sold Blue Ocean Software (when I was in Phase 1) I created the illusion of a very large tax bill and was told there was no way I could reduce my tax liability or get any form of refund from the tax I had to pay. Yet, in the year that followed (after I had entered Phase 2) I created a large refund that "should not have happened." I could go on and on with stories, but it wouldn't matter. As you knock out cloud cover and expand, your Expanded Self will script your own ways of money appearing to flow through your hologram—with no limits or restrictions.

Question: How do you explain what's commonly called intuition, sixth sense, or gut instinct?

Answer: Many Players of The Business Game in Phase 1 don't like to admit it (preferring to credit thinking, intellect, and logic), but much of their decision-making is and always has been heavily influenced, even completely shaped, by this dynamic. The answer is really quite simple. All these labels—intuition, sixth sense, gut instinct—describe information flowing into the conscious awareness of the Player. Nothing can appear to be in the conscious awareness of a Player unless his/her Expanded Self put it there. So, all of this is just your Expanded Self giving you information and guidance as you play, whether it takes the shape of words, voices, feelings, images, or a combination of these.

Question: How am I supposed to play The Business Game without goals, targets, or business plans? It just doesn't seem possible.

Answer: I realize it seems impossible, maybe even counterintuitive, based on the Phase 1 dynamics and cloud cover you have in place right now. My answer is similar to the answer I just gave about intuition. If you, as the Player, set a target or goal or write a business or marketing plan, where is it really coming from? Your Expanded Self and patterns in The Field. You could say you play the role of co-creating the goal, target, or plan in the story (just like an actor co-creates the action on the screen with the Director and screenwriter), but your Expanded Self really sets the goals and targets, writes the plans, and gives them to you, so to speak. *It was never coming from you*, so if you stop pretending it was, there's no damage, loss, or risk to you.

You will get to the point on your journey where you'll have absolute certainty of this, and your *need* to personally set goals and targets or write the plans ("or nothing will get done") will weaken and drop away. Then you'll be free to create whatever illusion you want to play with. The key point to get here is that the illusory aspect of this dynamic—that there's a cause-and-effect relationship in the hologram, that you are driving the bus—must get dynamited if you want to bust loose. Once the dynamite has done its job, you can play with whatever you want!

Question: I have a partner who asks me to set goals, provide projections, plans, etc. He holds me accountable if I don't produce the results and I can get fired or demoted, my income can be affected, and so on if I fail. How do I handle that stuff in Phase 2?

Answer: The same thing would be said for bosses, stockholders, boards of directors, etc., and the answer is the same. There are two segments to Phase 2: The Expansion Segment and The Play Segment. The answer to your question varies depending on which segment you're playing in. In The Expansion Segment, as we've discussed, job number 1 is using the tools to drill through the cloud cover and expand. Nothing else matters. So, if, while playing in The Expansion Segment, you create being asked to set goals or targets or write plans, and you're held accountable if you fail, it will all be designed to support you in drilling, so you live in reactive mode and use the tools as such stories unfold. In The Play Segment, it's all about playing for the sheer pleasure of playing. So, if, during The Play Segment, you create the illusion of being asked to set goals or targets or write plans, you also live in reactive mode and do it—as you feel moved to in the moment—and the experience will be a purely joyful one for you, no matter what the storyline details are.

Question: How do I work with deadlines in Phase 2?

Answer: My answer here is similar to my answer in the question above about goals, targets, and plans, and it varies depending on which

segment of Phase 2 you're playing in. There's always a story involved when a deadline is created and agreed to, and that story always has purpose and brilliance driving it. If, living in reactive mode in Phase 2, you agree to a deadline or create the illusion of being given one by another aspect of yourself, your Expanded Self is writing the script and knows whether you'll meet it, be early, late, or change it mid-stream—and that plan will support you in using the tools and expanding in The Expansion Segment, or playing for the sheer pleasure of playing in The Play Segment. Either way, the actual deadline itself is irrelevant beyond that. You live in reactive mode and say and do what you feel moved to as the stories unfold and you interact with the deadlines.

In my experience of The New Business Game, I rarely create deadlines for myself. Most of the projects I feel moved to play with don't have deadlines. They just get done when they get done and I love the creative process driving them. When the illusion of a deadline does get created, however, I live in reactive mode and do what I feel moved to do moment by moment as I march toward the due date and get it done, whenever it ultimately gets done, in an effortless, joyful way. If that doesn't happen and I experience discomfort related to a deadline (which rarely happens at this point), I apply The Process one or more times and see where it takes me.

Question: How can you expect me to believe that everyone else is really just me in disguise and I'm creating everyone else and telling them what to say and do?

Answer: I don't expect you to *believe* it! Remember, a belief by definition is a lie. But I expect you to *experience* The Truth of it at some point on your journey if you play the Phase 2 game. This is one of the most challenging aspects of The Busting Loose Model for Players to "get." That was the case for me too. I kind of understood it intellectually, but it seemed so weird and wild and other people sure seemed real to me! All I can tell you is that if you play the Phase 2 game, knock out enough cloud cover, and expand, you will have a direct experience and Knowing of The Truth of this. That experience is not something you can understand or think your way into. As I mentioned, thinking, logic, and intellect were designed to process the illusion, not The Truth—and to process the illusion in a flawed way. You must wait until you expand into a direct experience of this. And when that day comes, if your journey is like mine, it'll blow your mind. It also is part of what opens the door to playing The Human Game and The New Business Game without any limits or restrictions at all.

Question: What about talking to other people about this stuff or inviting others to become Phase 2 Players? I'm thinking about my business team but also about people in my personal life.

Answer: I'll give you a general answer first, and then get more specific. First, it's not *necessary* to discuss the Phase 2 game with other people, whether they're involved in your business or personal life. You can do it if you choose, but understand it's not necessary. In Phase 2, other people are just you in disguise. They'll say and do whatever your Expanded Self creates them to say and do. If the script for a specific scene or series of scenes requires another aspect of you to have conscious knowledge of The Busting Loose Model and tools, a story will unfold in which they come into your sphere of influence already knowing about it, or you'll somehow feel moved to share it with them. Whether they get created to resonate with the Model, leap into Phase 2, and enthusiastically use the tools, or resist and judge you, etc., will be determined by which segment you're playing in and what the goals of those scenes are.

If you're playing the Phase 2 game, everyone and everything is a Phase 2 creation, designed to support you in playing the Phase 2 game, even if you could make up a story about why that's not the case. All the other actors in your total immersion movie experience will be created to perfectly support you in playing the Phase 2 game, no matter what they say or do, or what they appear to know or not know consciously about the Model.

In Phase 1, when we discover something we're really excited about, something that has had a lot of impact on us, we naturally want to share it with others so they can be helped and benefit too. We also feel we must be "on the same page" as others or we can't be compatible, the relationships can't work, etc. All of that comes out of the illusion of separation and it's simply not True.

When I first entered Phase 2, I didn't discuss it with my wife for six months. There were two reasons for that. First, as you can see from the unfolding of this book, it's not something you can do in a few minutes. There's a lot to share. Second, I didn't feel motivated to do it. As I moved more deeply into Phase 2, I created her to ask me what I was doing because I was changing so rapidly and seemed so different to her. Her question opened a doorway to start discussing it so I started discussing it at that point. She later came to a *Busting Loose from the Money Game* live event where she was exposed to the whole Model. At the time of this writing, while she knows all about the Model and could pass a test on it with flying colors, I've created her not to be consciously playing the Phase 2 game, for lack of a better term. That has no "negative" impact on our relationship.

Quite the opposite, actually, it's very supportive for me for it to be that way.

I've had coaching clients who are couples or business partners where both are consciously aware of and playing the Phase 2 game with each other. I have other clients who are creating the illusion of doing it by themselves, with everyone around them *appearing* to be a Phase 1 Player, even though they're purely Phase 2 creations. I have clients who created the illusion of playing the Phase 2 game alone (you can't actually be "alone," it's just an illusion) for a while, then created other aspects of themselves to join them in *consciously* playing the Phase 2 game at a later date. The most supportive choice for you will be made obvious by what pops into your hologram on a daily basis. If you feel motivated to share this with someone else, do it. If you don't, let it be. Again, there's no *need* to do it like there might have been a need or a "must" in Phase 1.

Question: How can you live in reactive mode, moment to moment, when you have a busy schedule and must commit to things in the future far in advance?

Answer: Truth be told, we live in reactive mode in Phase 1 and Phase 2. It's just that we do it slightly differently when playing the two games. In Phase 2, we have the opportunity to use the tools before reacting and it could be said we "wait" a bit more than we did in Phase 1, and we "push forward with an agenda" less (and then not at all) than we did in Phase 1, but otherwise we've *always* been reactive to what's going on moment to moment outside of us or within our internal motivation. So it's not really as hard as it may seem.

If, in a specific moment in Phase 2, you create being asked to accept or reject something related to your calendar or to-do list, you accept or reject it as you feel moved to in the moment—and you repeat that pattern, using the tools as part of it or not as you feel moved, especially The Process if discomfort is involved. Then, as time appears to pass and the time comes to do the things on your calendar or to-do list, you react in those moments too, doing things as planned, not doing them, changing the details, etc. It's not possible for anything "bad" to happen. Your Expanded Self is managing your calendar and to-do list from behind the scenes anyway! They're both just made up, stories, illusions.

Question: If everyone I see is just me in disguise, and they could be reflecting something back to me that I believe, *or* giving me a piece of insight and wisdom, or setting something into motion to support me, how do I know which one it is or what I should do about it? For example, if someone argues with me, resists me, is critical, or attacks me in some way, etc., what do I do?

Answer: In Phase 1, to make living easier and simpler in a complex and dangerous world, we like to make up rules and formulas and follow them from self-discipline, willpower, and habit when similar scenarios play themselves out. In Phase 2, there are no rules or formulas, and you don't decide what to do in advance of anything. You allow it all to unfold out of the moment based on who you are (you're constantly changing in Phase 2), and what you *feel* motivated to do in that moment.

In Phase 1, so many of us feel compelled to understand everything, figure everything out, have everything neatly organized, filed away, and wrapped up with pretty little ribbons. In Phase 2, you don't need to understand anything, figure out anything, organize, file, or wrap anything. Phase 2 is about feelings and Knowings, not intellect. So, you don't need to understand which of the three roles another aspect of you is playing in a particular scene. If your Expanded Self wants you to have an intellectual piece, just to call it that, about what's going on in a scene, or why it was created and popped into your hologram, He/She will give it to you on a silver platter. You won't have to go digging, searching, or working hard to get the piece. And, if one isn't forthcoming, it wasn't needed for your journey (in that moment or period) even if you're certain it would be helpful or needed.

Question: What about paying taxes in Phase 2?

Answer: The tax service is a brilliant creation that perfectly supports pulling off The Phase 1 Miracle. Stories involving it may be used to support you in drilling through and knocking out cloud over. Ultimately, as bizarre as this may sound to you, taxes will become irrelevant. When you bust loose, open into your natural state of infinite abundance, and gain access to your Cosmic Overdraft Protection, what does it matter how much appreciation you express in the form of money as taxes? You don't have less money after you express that appreciation (you'll actually have more available for you to express with as I explained), and you'll always create whatever you need to make those expressions.

Once you expand to the point that taxes become irrelevant, you'll create whatever you create based on what would be fun for you. You might feel like saying this to me right now: "Working with numbers each month, working with accountants and bookkeepers, documenting expenses, tracking quarterly estimated tax payments and paying them, and filing tax returns are a pain, even if I can easily make the payments. I'd rather not have to bother." I get that and what I can tell you is it all changes as you knock out cloud cover, re-write patterns in The Field, and start experiencing new stories in Phase 2. But there's no rule or formula for what

you'll do or how you'll do it. That will all be custom-designed by your Expanded Self to support you on your unique journey.

Finally, in Phase 1, taxes are a big negative that most people feel very uncomfortable about. It is an illusion that can be appreciated in extraordinary ways, and when you expand to the point that you can naturally appreciate the tax service, and joyously express appreciation in the form of money for taxes, you will have knocked out a lot of cloud cover, which means many other extraordinary experiences (especially as it relates to money) will become common for you.

Question: What about my accountants, bookkeepers, and CFO? How do I deal with them in Phase 2?

Answer: Live in reactive mode with them too. Like everything and everyone else, they are your creation, you in disguise, only saying and doing what you script them to. Their role will change as you knock out cloud cover and move through The Expansion Segment to The Play Segment.

Question: What about integrity, honesty, ethics, and morals in Phase 2?

Answer: This is a tricky one and you may feel strong resistance to the answer I give you, until you expand to the point that you have a direct experience of The Truth of it. First, there's no such thing as being "in integrity," or being "out of integrity," honesty, dishonesty, ethical, unethical, moral, or immoral. They're all just Phase 1, Human Game, made-up stories that are agreed upon by certain people (or groups of people) at certain times.

That statement is True from a Phase 2 perspective but also from a Phase 1 perspective. If you look around the world in our present time, and back through history, there has never been a single definition of what is in or out of integrity, honest, dishonest, ethical, or moral that everyone agrees on. It varies by time, place, culture, and situation. Killing another person is a perfect example. In general, it's judged as "bad," yet there are many situations where it's "OK"—in wartime, in self-defense, etc. Throughout history, there were many cultures who didn't look at killing as "bad" at all. In the story line, you may have your own definitions that you choose to conduct your life and business from, but that doesn't mean everyone else in your hologram will agree with you or use your definitions.

Second, most systems of thought surrounding integrity, honesty, ethics, and morals have at their core the belief that we're all separate and can "harm" one another—against our will or preference—and those systems are designed to protect us. As you now know, that's not True.

We're not separate and no one can be harmed. If an actor in a movie or television show does something in the movie or television show that you could judge as out of integrity, dishonest, unethical, or immoral, and someone else, another actor, appears to get hurt by it, did anyone really do anything? Did anyone really get hurt? No, it was all make believe. I know you may not be able to accept this right now, but it's the same thing for The Human Game, The Business Game, and the hologram.

Third, when I share what I just shared, I often create the illusion of getting a lot of resistance and discomfort, even anger. There tends to be the belief that me saying this somehow gives Players "permission" to simply run amok and do whatever they want, treat people badly, lie, cheat, steal, etc. There tends to be the belief that there must be some agreed-upon code of conduct that makes living safe, predictable, etc., or there would be widespread chaos and disaster. In response to those beliefs, let me first say that no one needs my permission or The Busting Loose Model to make those sorts of choices. They're already being made every day, all day, in the story line. Plus, disaster and chaos are already rampant in the world as a brilliant part of Phase 1. Telling The Truth about integrity, honesty, ethics, and morals doesn't change any of that.

Having said all that, I must also share that in my own case, I still have a code of conduct I create myself to follow and it's very similar to what I used to do in Phase 1 and what most people would applaud as being in integrity, honest, ethical, and moral. However, I'm aware that it's all just games and stories, that it's just my choice, and not a universal must or do-it-or-be-punished sort of thing.

What I can also share (this is tricky to put into words so bear with me, don't take my words too literally, and do your best to see the big-picture point I'm making), is that when you knock out cloud cover, expand, and start experiencing The Play Segment of Phase 2, while you could create stories to play with that involve what many people might call being out of integrity, dishonest, unethical, or immoral, you don't tend to because that wouldn't be fun for you (not because it's "wrong"). But your Expanded Self could write such stories if He/She wanted to, and there would be nothing "wrong" about it, nor would anyone Truly be hurt or damaged if you did it, as I explained. Everything we experience while playing The Human Game and The Business Game is just stories, games playing out on an illusory playing field—like a movie, television show, or novel.

Question: What if I see someone—someone on my corporate team, a customer, prospect, vendor, friend, or loved one—doing something I would define as dishonest, unethical, ripping me off, etc.?

Answer: Remember how I answered the question above, and live in reactive mode if/when you experience an illusion like that. In The Expansion Segment or The Play Segment, it'll take care of itself as you use the tools, knock out cloud cover, expand or play.

Question: Going forward, what do I do when I look at numbers, be they bank statements, P&Ls, financial statements, portfolio statements from my broker, etc.?

Answer: There's nothing unique about numbers or statements. They're all just illusions that can be created to support Phase 1 dynamics (the illusion is real and you're the opposite of who you really are within it) or Phase 2 dynamics (expansion and stepping more and more into a direct experience of who you really are). Live in reactive mode with numbers. Simply use the tools, all four of them, as you feel moved to. The numbers will all take care of themselves in unique ways as you play your unique New Business Game. There are no rules or formulas, nor do you want to decide on how to react in advance. Allow your response to flow out of the moment!

Question: To run my business, there are a lot of money decisions I have to make—infinite abundance or no infinite abundance, cloud cover or no cloud cover. I have to decide what to pay my people (salaries, commissions, bonuses). I have to decide how to price my products and services to customers. I have to negotiate the best prices on our cost of goods and the products and services the business buys to operate. How do I do that in Phase 2?

Answer: In Phase 1, how do you make these sorts of decisions? Logic, right? Math, right? From analyzing money in the bank and cash flow projections, right? Getting advice from experts sometimes, right? What you call intuition may play a role sometimes, but for the most part, such decisions are ultimately made from intellect, and you do your best to analyze and process “the facts” and make the best decision you can. The Truth, however, is there are no “facts.” They don't exist. There are only illusions, lies, and stories, and it's impossible to make a Truly “good” decision when lies, illusions, and stories are the input. Your Expanded Self knows The Truth. He/She is writing the stories and always knows what the “best” amount is to pay staff, charge for products and services, pay for products and services, etc. As you let go of trying to drive the bus and run your business from intellect, as you begin to live in reactive mode and follow what you *feel* motivated to do (which is what your Expanded Self wants you to do, so to speak), these decisions will take care of themselves and *always* be “the right decision.” The whole decision-making process will also become much easier when you do that, and you won't doubt or

second-guess yourself like you've done in Phase 1. In short, in Phase 2, as you knock out the cloud cover and expand, you wean yourself off a steady diet of lies, illusion, and stories and start feeding yourself from a steady diet of The Truth.

Question: Using your language, if I'm creating and experiencing the illusion of an economic downturn, the numbers aren't working, and it seems like I need to layoff employees and take other cost-cutting steps, how do I handle that in Phase 2?

Answer: Illusions are illusions. The storyline doesn't matter. There's nothing unique about the illusion of an economic downturn, layoffs or cost cutting measures. You do the same thing you do with all illusions in Phase 2—live in reactive mode and use the tools, especially The Process if you're uncomfortable, which you definitely are in the example you gave. You use the tools, as often as you feel moved, and see where it takes you. If you use the tools and *feel* moved to layoff employees or use cost cutting measures, do it. If you don't, don't, or delay it if that's what unfolds in the storyline. Also, in Phase 2, there is no must or must not; no should or should not; no "can't go there," or "can't do that." Everything can and will be used in Phase 2 as raw material and perfect support to help you knock out cloud cover and expand in The Expansion Segment, and play in The Play Segment.