

REVISED EDITION

10

STEPS

FOR REINVENTION
& INFLUENCE

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EXCLUSIVE TO *Magnetism10X*

PREFACE

This E-book is an adaptation of a live teaching 'Initiis Novis' 10 steps for Reinvention and Influence ; gifted to my online community to celebrate the launch of my group coaching Program 'Magnetism10X'



First few words

Most people live their lives in activity mode without stopping to think about who they are ,what they really want out of life or how to truly influence the world around them. As a result, they go through repetitive cycles, preconceived ideals and end up living lives that are far from fulfilling.

We all go through moments of awakening and are often jolted into newness with or without our consent. Whether it's in response to a major life event or simply the result of wanting to feel more fulfilled, the process of reinvention can be both scary and exciting.

In a rapidly changing world, the ability to reinvent ourselves and become conscious of a life in service to others is more important than ever. But what does it really mean to reinvent yourself? And why should you bother?

In this E-book, I will be sharing 10 steps for Reinvention and influence to help you evolve, make positive changes and live a more abundant life.



I'm going straight into it!

None is particularly for, say reinvention and, the other one, influence. I've just put them together—TEN STEPS. and they all speak to the subject of INFLUENCE and REINVENTION.

We have 10 steps to go and we are ready!

First of all, the subject of reinvention, what really is it? What does it even mean?



“Reinvention is when something is changed so much that it appears like it's entirely new.”



It's changed so much it appears like, “this, this must be new... no, this, I've never seen this before.”

But something else I found about reinvention—especially with people—is that when we say “brand new” it's not like you are becoming somebody completely different, somebody that you don't recognize. The thing is that with a lot of us, we are already *these people* but we're these people inside of ourselves.

I always say that we have two lives—the one that we live and the one that is unlive within us.

So, you live a certain way, you have these ideals but there are these things and these thoughts and this person that is just ‘you within you’—but you have never seen the person without and so you're not sure how to connect.

What reinvention does is that it helps you to articulate and own up to your next, over and over again.

**At what point
do you know
you're ready for
reinvention?**



It's when you start feeling bored; tired, and lethargic, or maybe uninspired—you are in a place of repetition, the place of “I know this already,” “I've done this a zillion times,”

Your reinvention is not this thing that makes you stop in your tracks because you're not doing enough; it's not this thing that is terrible or not good.

Sometimes, it is that you don't recognize the person that you see everyday; but you know the person within, and you struggle to transit into that newness.



Step 1.

Recognize
Resistance



Recognize resistance.

What does that mean?

A lot of times, it's not like we don't want to change – and it's not that we fear change – but we fear loss.

we fear loss in the sense that, ' I know where I am now. I know what this is, and I'm afraid to go to the next because I don't even know that and so how can I lose what I know for what I do not know?

but in recognizing resistance, you should engage with everything that is standing in your way as a resistance

engage with it, don't run away from it.

*“Go into your feelings, not away
from them.”*

Recognising resistance is like an expansion of “going into your feelings and not away from them,” recognize what it is, engage with it.



what is the challenge? “Why am I unable to just move past this thing?” Break it down, and listen in—listen to yourself—don't push those thoughts away, don't ignore or trivialize them. It's to validate what you're feeling by interacting and engaging with them.

For instance, I've worked with quite a number of different people and the one thing I find, especially with people that are starting out—on anything perceived as new—is not knowing what to expect. So, what I always say is that, break it down and say to yourself, okay. *What is my new role? Who is this new person?* Imagine what that other place may look like and map your steps to finding your way there

Map your steps

In finding your way there, interrogate the processes

It's not like many of us don't have an idea of what to do or we don't know how to start a journey of reinvention—it's just hard.

I have a particular routine, I go this way all the time, I do that all the time, this has become me.

But you also need to introduce yourself to dimensions of yourself because in each of us, is multiple personalities!

How do I know?

Have you ever met people who are considerably different from you but you get along like a house on fire? They are different from you as you are now—but there's something in you that connects to them, meaning that there's a part of you in them



and there's a part of them in you –

An uncharted personality lies within you

How do I recognize my resistances?

It's to just open up to them and let yourself go into who you are becoming.

stop fighting it.



Step 2.

Heal Yourself



Oh, this one is very important to me. It's in my heart.

Heal yourself.

So many people are stuck in something that happened. Something that is—because I had those experiences when I was growing up or because that person said that to me

Now, I'm not trivializing all of the challenges and things that we may have gone through, or we are going through. But there are some things that are critical for getting to a NEXT SELF.

You cannot be who you used to be—it cannot be business as usual.

How much longer?

You must be doing some things that you never used to do.

One of those things, like I said, is, first of all, recognize resistance—second thing, heal yourself.

What does "healing yourself" mean?

It means first that you know it already so, accept where you are.

In relationships and in any situation, just even accept where



you are—

I'm here, okay.

I contributed to it, whoever else contributed to it, whatever it is.

But here I am and I accept and own up to that.

As humans we are regenerative in nature.

We are regenerative in nature

But a lot of us stay in this state of— should I say, repair.

Yeah, a lot of us stay in the state of repair, which is like we always patch things.

Let's just gloss over this thing. Meanwhile, because you are regenerative in nature, you have the ability to restore instead of repair.

What's the difference between this repairing and restoring?

Repairing is like patchwork—restoring is like redeveloping. It's like growing—growing again—, something that was lost, or something that you know you have the ability to develop

We are regenerative in nature—your hair, your nails, your skin—and so, you need to apply that regeneration to other things, like who you are; the sense that you cannot just be patching things; you need to know that you're able to start this thing all over. You're able to set it in motion on its own.



Somebody asked this question and said “*do you necessarily speak to someone to heal or be silent about it and let it go?*”

When you're saying "heal yourself" remember the first thing I said was recognize resistance. And in recognizing resistance, it's not to run away from whatever it is—so these things lead to each other— when I say you should engage and break it down, it's the same thing in healing yourself.

It's to engage and break it down.

You can decide to speak to someone but—it starts with you.

All of the things and all of the processes that you need are within you. They start with you. So, what happens most times is that we do not sit with ourselves and do the work of recognition first—the inner work —before we pass that “burden” to somebody else.

There's a place for healers . I know because I am one myself.

But when I say heal yourself, I mean, *heal yourself*. It is not until you speak to someone. It is to sit with yourself first of all, recognizing what your resistances are, and breaking those things down; dealing with things and accepting them and gaining clarity on next steps so if you choose to see someone you are clear on your reason and what you want to achieve.

I've given you the simplest version, in that the first thing is in acceptance. *How do you even accept that this is where you are?* Acceptance is not what we may think it is.

When you accept something you own up to it ; you don't say



that it is not what it is. It is that you say—*I own up to this thing but I work my way painfully through it and I decide*—so, in accepting that and in going through it and recognizing your resistances and patterns—it is then you decide, do I need to speak to someone now?

Who do I need to speak to? What do I want to speak to the person about? And, what are my objectives? What do I want to get at the end of the day?

Work your way there.

We don't really let things go. We think that we do but they are seated somewhere inside of you.

It is not just in saying let me be silent. **the silence kills you**, except that you are being silent but working through it , accepting your role in it all and bringing yourself to a reasonable conclusion for you at that time.

Side comments

Somebody says, how do you get unstuck from the mistake of your past?

It's to accept that mistake; accept it as a mistake—what did you call it?

Past. That's why I'm saying heal yourself.

Let me give you an example. I know someone, the very first time we met, —I didn't know what was going on in the background, so, we were just sort of like friendly, and then we became



friendlier and we became friends—and in conversations with this person, she'll tell me about things that happened in the past. How it has affected her—how growing up this, and this, and that, *mommy* did that, *daddy* did that, *brother* did this, all of those things—and initially I was like, oh wow this is terrible, you know—we will talk through them—how did these things make you feel, what happened, how it affected this—oh, and she says, this is why I do this—this is why I do that—okay—that's fine.

But for the next three or four years of our interaction, I heard those stories multiple times—I'm not even kidding, when I say multiple times—I heard those stories over and over and over such that I could tell them, so before they start, I already know the story.

What am I saying when I say heal yourself? it's to permit yourself to accept this is what happened, it's in the past—it's hard—I'm not saying it's easy but remember where we're starting from and we're talking about reinvention—why it's important, because at this point, you're stuck—I mean, c'mon, how long are you going to stay in this spot for right?

The question I always ask is *how much longer?* If it has served you thus far, will it serve you going forward? If it's not going to, just accept it, it's nothing, let it go!

It's in accepting, embracing, and going through those motions and asking yourself what—what are the things that happened here. *How did I feel here?* And to recognize those patterns.



Somebody once said to me - *I can't seem to recover from the self-esteem issues and move forward from the toxic work environment I resigned from two years ago*—I simply said, those kinds of things require inner work. It's to surround yourself with things about self-esteem—things that lift you.

Identifying your triggers, to know what they are first—identifying them before they come your way and to replace them before they capture you

What are the things that make you feel confident in yourself? Start doing those things.

This is the basic thing—self-awareness.

What are the things that you feel are holding you back from doing the things that you want to do? Again, those are examples of the resistance you need to recognize



Step 3.

If You Want
Something Go
for It



I like this one, simple but very powerful. If you want it, go for it.

what does it mean?

if you know that you are tired, frustrated or done with being this person—then follow everything that leads you to newness—embrace it all.

Take the focus off what is stopping you and change that to what would lead you there.

I know a few people that say things like ah - *not really, no, I'm not* — yet you know they want something new but haven't even healed themselves of the lies that they tell themselves.

You need to heal yourself of the resistances that you have given yourself, in the sense that, you know that you want this thing but you don't want other people to know that you want it.

It doesn't work like that—something that I've started teaching and I've taught a while is that the Earth, it's our platform; it's ours.

When you landed here, when you were given to the Earth, you came loaded with benefits,—meaning that you already have so many of those things, all of the, should I say, seeds and the content is within you.

However, in this realm, unfortunately—wherever we are or want to be—we have to find our way there.

In finding your way, you have to proclaim to everybody, so that everything must know what you want.



When you want something, it wants you too.

But you have to show enough—let me use the word energy—you have to be ready and being ready to receive is to throw yourself in the arena to receive it.

You've got to be there.

For instance, you know there are so many people that say *I don't really like this, I don't like this guy, you know, it's not really mine. I don't like him, I don't,* but you know that you actually want him, you like him, so what you're doing is resisting—and **you** are the resistance!

You are forming the resistance by conditioning yourself to not want what you want.

C'mon, you know you want this thing!

Let the universe know it too so it can conspire in your favour.. If you want something , build your confidence around it.

Go for it.

There are two ways to look at that—like somebody that says, *'I'm struggling with this thing, I lost myself in a particular place, I'm no longer that person but I want myself back.'*

In wanting yourself back it's for you to design yourself again.

Remember that we are regenerative in nature—meaning that we don't repair, we restore. So, you start to do all of the things that lead you where you want to be.



You want to be confident ? What are the things that mean confidence to you? if you need help, find the help, search for it, look out, reach out—let the universe know you want it—everything points to that direction—

So, it's always about taking away the unnecessary things and when I say unnecessary things it's lies and fears that you build around yourself—you want something you're acting like you don't really want it, or you want something, you're not paying enough attention to it; if you **really** want it, you will go for it.



Step 4.

Permit Yourself
to Change



What does this mean?

Permitting yourself to change is that you give yourself room to acquire new roles — giving yourself that permission to evolve into your next.

It's an improvement of - *if you want something go for it.*

So, if you want it and you say, *okay*, I want it. In going for it—also give yourself room to become it and don't be hindered by others saying things like, '*you've changed!*'

Fix your attention on what is important to you and give yourself room to become.

This is the point where I'll teach visualization——I'm sure that you've heard about it in different ways, and to be honest, I thought it was something else or it is just about imagining; if you have ever done anything around *hypnotism* or you've ever done anything with: say a therapist and they say things like, *go back here, do this, go ten steps here, imagine that this will happen*, that's an elemental visualization.

But when I say, permit yourself to change, it is that you take visualization into actionable steps by fixing your mind on what is important and play it in pictures and steps.

For example, you have desired something; maybe you recognize that you want to be this more confident person but, it's not enough to just *want to be*.

The person I am today is not a surprise to me . I didn't just see myself, and think, ah how did I? how did this happen?



No, it's not something that 'happens upon you'

When I say that you are a regenerative spirit, what I mean also is that you can create from scratch something that didn't even exist. And this is so simple!

Have you ever planned a party before and you're like, okay, it's going to be my daughter's birthday—or my own— I'm going to have this number of people over, I'm going to buy this and that... and it all starts there in your mind—but how do you visualize?

You visualize and you put it into words—and that's not enough until you put it into actionable steps and then into responsibilities and tasks.

Why do you then think that it's not the same process that will apply to you in your life, and your living?

Nothing is completely new. Every unique thing that we see was done by a regenerative mindset.

Commit yourself to change—work it!

That's what I'm saying in a nutshell.

Work it out, do it.

Don't just say oh I want to be this and this is going to happen. Affirmations are great. I get that but you're doing nothing to make it happen; you do that work.

Does that make sense to you?

Permit yourself to change.



Side comment

Somebody asked a question, *when creating from scratch, do you put timelines?*

Oh, you should. When I say timelines, it's to prepare and strike a balance in your mind.

When you visualize something, timelines help to kick in action—it's just like when we're taught about *goal setting* and they tell you that a goal is not really a goal until it has a date and time. But the thing is this, you are the Creator; you are the energy behind everything; you put a time, you can move things around, you don't need to put yourself under undue pressure or set unrealistic timelines.

If I'm saying to you that *I put timelines in creating from scratch*, in your head, you should be able to determine what works for you and to imagine it—in vivid pictures.

Sit with yourself and have a time when you are just visualizing—they call it *daydreaming*.

But it's those times when you imagine, set your imaginations in motion and start seeing them in pictures and in colour—and when it starts forming in your head, put words to it, and start saying it—putting it down and when you put it down, you put timelines and you set it in motion

So, guess what?

Your head, and your mind, your body—everything that you have been given to function in this realm—kicks into motion. You're not just working with your mind, you're working with your soul, you are working with all that you are.



Step 5.

Give Yourself
to Someone



What does this mean?

It's accountability on a different level.

This is where things like graciousness is born; things like love , kindness and patience.

What do I mean? It is walking into higher dimensions of yourself and there are a few things that lead us as humans to those places and one of those things is when we give ourselves to somebody else.

Because we are naturally autonomous—we are independent, our will is our will, and we can choose—but when you submit your will intentionally to someone, it makes you more vulnerable than you typically would be, but it also works in you some sort of qualities that you will ordinarily not have if you were on your own. It may be in partnership, in a relationship, maybe like in marriage or, a romantic relationship; it may be in a mentorship—it may be when you have a coach or when you have a therapist—that's what I mean by giving yourself to someone.

Why is it called *give yourself*? why is it so deep? why does it have to be so dramatic—because you are leaving everything that you would ordinarily fight for, or stand up for.

There's a twist to this, in that, when you're giving yourself to someone, you must have done a thorough search—that person must speak your language — I think I put up something one time recently, and I was saying that *you must in this sort of relationships be with people who you don't have to explain yourself to* so that your spirit is not troubled, not vexed; so, in



giving yourself to someone, it completely changes you and it gives you a new lease of life in reinvention. This can even be a relationship that is completely selfless—like you have a child and maybe you are a super on-the-go kind of person and you just realized that things are becoming stressful and difficult and you decide, you know what, there's a shift happening to me, I need to become the next version of myself—it's to honour that moment that you are in and give in to it.

If that moment, for instance is that you just birthed a child - give yourself to that person and say, you know what, *this is not me on a good day, but this is me right now and I'm going to give myself to you—I am going to let go of what I know to receive what I am becoming just by partnering with you at this time.*

It's the same thing if you want to scale a business through collaboration/partnership or you just want to be accountable to another person.

It is such a vulnerable place to be and it's important, especially for people who are, leaders—carrying weights of their call

Somebody said, *giving yourself to someone is not the easiest of things to do; done well this amplifies our impact in life.*

Step back from yourself—you must at different points in your life step back from yourself and give yourself to somebody else.



Step 6.

Give Yourself
to Something



A spin-off of “give yourself to someone” is give yourself to something. I think that this almost explains itself but I will still explain it. Give yourself to something—a cause, a people—service, that's what this is—the first one was accountability—this one is service and for a lot of us, we already do so many things but if you are already doing something, in reinvention, it's to give yourself again—yup! give yourself again.

What does that mean? It means that new dimensions of yourself within the things that you already do. Why these things are important is because reinvention is what leads us to meaning; it's what leads us to fulfilment, to what we call purpose and I always say that purposes per time is **what you're doing right now**; how well you are doing and how the Earth knows this is happening right now. Your Earth must know, your world must know, otherwise you're not living in that purpose.

Also, purpose is something that happens per time—there are shifts, they're changing, and there are dimensions of you that are revealed as you take up—give yourself to something, So, you may be saying right now *oh I'm giving myself to something; I'm doing this for children, I'm doing that for adults, at least for women, I support a cause, I, you know, pay money here, I feed people, I do*—that's great, that's great—that's great, but talking about reinvention, it's to know that even in that thing that you have given yourself to, there are dimensions of yourself that have not been revealed; it's to permit yourself to change and even in that thing, something that you're already doing, give yourself again—giving yourself again—giving yourself again.

What does that mean to you?



I speak to you as people that are conscious about the next and conscious about life and living and a lot of times, you're not without vocation or work, not completely oblivious; you're doing things, in motion; you're doing all sorts of things. But reinvention always calls us to give again; it's that when you have done something for a while and it has become like second skin,—it's to know that it's time to give yourself again even in that same thing, to go even deeper and draw more from your spirit to give more of yourself.

Because there's always more.

So, when you think that you have arrived, reinvention calls. Your spirit knows and it sometimes shows up as feeling lethargic. When you're feeling like you need a new lease of life.



Step 7.

Hold Attention



I'm going to soak in this one because, I find with a lot of us, we do not like to hold attention, We let it go—we don't mind it going to other people—words like *I don't want to be in the spotlight—I don't want them to know it's me, I don't want it to appear like I'm showing off, I don't want to put myself forward* when they say who wants this—*I don't want to be the one to put up my hand*—well, yeah, holding attention.

So, I'm going to teach holding attention in different things starting first from when I even realized what dimensions of attention are and how I've been able to break through each of those dimensions; I would say that the simplest, the most pedestrian, the easiest, the most *common explanation* of holding attention, especially for women, is with your body or when you put yourself out there, what they call “*sexy*”—but that is like the most, let's say, pedestrian, and minutest level of holding attention and it's the most distracting—it's the one that doesn't take you further, doesn't give you tentacles in learning levels in holding attention.

It stifles you.

I remember that when I was in primary school, I used to draw patterns and clothes for the longest time and I realized that it was just something I liked to do and so, every time I would get a new outfit, dress, or whatever even if it was worn for me—and the shoulders were placed down for instance , I'd maybe puff up the shoulder instead by myself.

Such that if there were four of us wearing the same dress—you'd wonder why my own shoulders were like that. Same with hats, I would twist mine to a different side—I wish I could share pictures with you .



So, dress is something that I have an innate understanding of and anytime I get to teach about dress, I teach dress as a language. It's not a matter of frivolity or vanity; but it's a matter of good sense.

Whatever it is that you want to say, wherever you appear, say it first in dress.

Attention span is low these days right? So, in order for you to hold attention you must say it in quick ways—power of dress, is one thing—**dress is a language.**

Holding attention is also to show up in your authentic self. Showing up in your authentic self is to make sure that you're leading always in your strengths—because you are negotiating your way in this world, **all of the things that you want they want you too**, but you must also show that you are ready for them.

You're negotiating your way constantly in the things that you do, in the things that you say, in the way that you are, so you must prepare yourself to hold attention visually, verbally, and especially with your presence—when I say in your presence, it's not just the way that you appear physically, your presence is in your aura—it's in knowing for instance that- *at this point I am going to be kind because I need to be kind here*; That is holding attention.

If you want something exactly go for it but be ready to do everything to hold that attention.

Holding attention is not necessarily in standing out, no—it's not always about standing out; it's also sometimes about showing



up and staying up—when you have been given an opportunity and you take it, don't forget that this was something that was given to you, don't throw it away; Be intentional about making the best use of it. Don't make nonsense of it, don't ruin it.

You do not throw all your darts at a target; you throw your darts as is required

Side comments

Somebody said, *where will the line be drawn between valid attention seeking and ego grandstanding*. So, like I said, it's not attention seeking, you do not seek, but you hold—usually when we talk about holding attention there's a demand, it is not unnecessary, it is not without reason, it's not without purpose; there's a call, there's something that we need to do, and so, we rise into that attention and we hold it, we take charge with it, and we do not let it go until we have accomplished what we have gone there to do—the objective, once we have been able to identify what it is, for instance, *I want to become the chairman of a board—I will hold attention every single time I'm given that opportunity to show my expertise*.

So, if we you in a room and there's something being said and being shared *if you have a thought or ideology about it, you should make sure that you speak and hold attention*—but in holding attention, it's not in putting people down or speaking above all others but it's in validating everyone. You will come across people who in holding attention, try to usurp and have their way—people that are trying to scheme and to stand above others



No, not that way. You hold attention in grace

How do you hold attention in grace? It is that you acknowledge, especially when there are other people involved. And I'm speaking directly to this question of *how do you draw the line*, it's to stand in grace and remember you're giving yourself and you are in service. So, this is always for a higher purpose—it cannot just be for personal gain. It must focus on connecting with others.

So, when we're talking about reinvention, we're talking about influence.

Influence cannot be except, there are other people involved. Influence is a capacity to have an effect on something or someone or its behaviour or characteristics—

We're not talking in isolation thinking about *I just want to hold that attention, why?*

It's for relevance and influence and, so there must be a recognisable, repeatable pattern.



Step 8.

Learn and Repeat
Your Patterns

What do you think that means?

Influence what makes you rise above who you were before, what takes you to the next level of your life, what takes you from ordinary to—I was going to say extraordinary, but I'm going to say—supernatural.

It is mastery—the word “mastery” — *learning and repeating your patterns* is that what has worked for you before can work for you again.

First, if you say these words “I don't know” —stop saying it “I don't know?” the most unguarded words that stand in the way of owning your power..

What do I mean, if somebody asks you *hey, so, how did you do that? what was that you just did?* and you'd typically just say “*I don't know, I don't know how it...*” —no, we are no longer those people—you need to learn your patterns, so that you can repeat them

Why is this important?

To repeat patterns is to find consistency and *mastery*—I love the word “mastery” —and you know, how you know that you know a thing, like I said, is when you're able to teach it; how are you able to teach it, if you cannot give us steps and ways and this is not just for the seemingly hard things—your patterns for the simplest things, your patterns for being happy, your patterns for getting excited; what are the things and what are the steps to it, **how does it happen?**

I always talk about what we have been given in this realm, our



minds and our bodies and that there is a direct relation between your mind and your body and so when your body is down, your mind cannot function—that's the truth—when your body is down your mind cannot function and so you have to take care of your body as much as you take care of your mind

So it will learn your patterns and communicate with your mind to repeat them; just like when someone says I know *I'm going to have a fever*. Why, do you have to wait to have it?

Something happened to me recently—I'd been feeling like my ears were just receiving extra air—like when air comes in, I would hear it a lot and it will pop, so I thought, *oh maybe it's because I've been traveling a lot, you know*, I thought it was maybe the plane, air pressure, or something unimportant.

I was paying attention, at some point, I noticed when it changed to my ear being slightly blocked—I couldn't hear properly but I was traveling a lot, like I said, so I thought it can actually be air pressure—one day, two days, three days—I was in the UK, and I went to the pharmacy and I spoke to the pharmacist and I said, my air is slightly blocked, so she said oh it's probably air wax, take this, sodium bicarbonate, drop it in your ear; I dropped it in my ear, one day, two days, three days, it wasn't working well.

So, I said, you know what, I need to find an E-N-T — and so I went straight to see the ENT and we had checked my ear and, he told me, said, *oh, do you know that your nose is blocked you have some nasal blockage*. I said, *no, I'm breathing properly*. So, he said, hold your nose and try and breathe so that your ears will pop, and I couldn't because my nose was actually blocked!

Guess what, I had an ear infection. So, he told me , it came from



my nose being blocked and, that I had actually been breathing through my mouth.

Thing is, I wasn't in pain, it wasn't any extra pressure that I couldn't handle, it wasn't anything but it was an odd pattern.

I'm going somewhere with this—so, it wasn't anything serious by then but what it taught me is that *we don't have to wait till something is completely physically done. in a bad shape, emotionally, physically, mentally, whatever* —take action before then so you teach yourself patterns

Learning and repeating your patterns is in knowing what has worked before.

For instance the first time I spoke to someone and I noticed what I said had an effect , I knew it was because I was paying attention to their physiology and learning through body language so I became more intentional with listening and watching for what is not being said.

You can tell when somebody is about to be worked up, you can tell when somebody is sad; you can tell emotions and all of those things.

So, what I'm saying to you is that you need to learn your patterns so that they lead you to influence.

How to repeat patterns

First of all, identify them and the way to identify them is to get feedback. Sometimes feedback can be from yourself or from other people. For example, if you do something great and



somebody compliments you, accept the compliment but go a step further and ask for feedback. Instead of being so clinical with a 'thank you', add a 'what about it impressed you—what did I do that made you...'

Ask for feedback so that you can learn your own patterns/skills/abilities and then you can repeat them . Sometimes write them down like and employ visualization—Imagination and actual action steps to enable you grow.



Step 9.

Define Your
Relationship
with Money



Did you read that? Define your relationship with money.

We're talking about influence.

So, what does money mean to you? Answer that

It determines largely how you relate on this Earth, who you become and the things that are available to you—the relationships, the experiences, different things—money is the tool for getting things done —money is a medium which can exchange goods and services—money is an essential tool to stop ‘nonsense’ (used as a Nigerian parlance)—that is what money is always going to be to you

I was just going to tell you that money is my ally—money is my partner.

Money wants me, and I want money too

Money is in a spiritual relationship with you. Your relationship with money is a transcendent one.

what do I mean?

It means that money is something that you know is a means of exchange but because it answers all things, there are some things that you don't even need to talk about—some things you don't need to negotiate for—money is the force that will do it for you.

So, your relationship with money determines the things that you can bargain for, exchange for, and the things that can answer to you in certain situations. Money is just a minute part of wealth and wealth includes people which are your greatest



assets—so, wealth is what we should attain to.

But most of us just want money for specifics, *ah, if I can just have money to do this, if I can just have money to pay for my rent, if I can just have...* so, as you desire it, it comes to you—if what you want it for is just so *I can build this house, and be able to sustain my family* that is what it will be to you but if it is truly an ally that answers all things, it will show up to you as the ally.

So, remember when we said something about if you want it to go for it?

A lot of people want money but pretend like they don't really want it—you want it but you don't say that you want it, you don't put steps in motion that make it come to you.

See, money wants to be with me; money knows that uh YBB, you love me, I love you too!

A lot of us are afraid—

What do I mean, you're afraid to own or to lose it; before you get something, you are already afraid to lose it.

All of the things that you imagine, the things that scare you the most are the things that you attract because fear is such a powerful, powerful energy. It produces after its kind

There are things that you must do, or that you can do to change your relationship with money—one of the things I'm just going to be able to say, only one thing right now is that you must always live in a state of rest.

You're constantly at rest meaning that whatever is coming and



whatever is going, you must not be afraid, you must not panic; you must not be anxious—you must be in a constant state of rest—that is one way to be—we are not saying we are not under pressure but we are not hustling, we're not afraid, we are not chasing—money as a partner, as an ally comes to you as you need it, so when you want to start a project the first thing, you're thinking about is not money, the first thing you're thinking about is laying the blocks and the bricks and, because, **if you see money as an ally, you just realize that somehow provision is made, it happens, it just comes.**

You will prepare for it, you will prepare to receive it, you'll expect to receive it, you will set yourself in line to receive it, and you will permit it to come to you, and when it comes, you will use it wisely, you will show it what it is supposed to do, you will not leave it lying fallow, useless, without a mission—

Money, like I said, is an energy, it's spirit; it wants to merge with you, it's an ally, it wants to work for you. Money that is working and is in motion keeps reproducing, it keeps multiplying..

Haven't you seen?

That it seems like the people that have it already keep having it; why?

It's that in their hands, it finds purpose .

There is a way to experience this and it cannot be in hustle, it cannot be in what you can see, take, take— you know what will happen at the end of such ? you will lose integrity, honour and eventually influence—this influence we're talking about, you will lose it to scheming and struggling because of money. —



There must be a greater purpose to money than self.

Side comments

Somebody asked a question, *does one's environment also affect how one attracts money*

So I always say—there are two environments: of the mind, which is the most important thing, and environment of, you know, physical environment. But the environment to choose first is the environment of the mind - that's why you hear people that started off from humble 'physical environments' go on to achieve great things—so where you are born, the circumstances of your birth, you had nothing to do with that, you cannot despise it, you cannot be ashamed of it, you cannot feel guilty for it, what you can do is to accept, own and use it as a stepping stone on your journey to next—your journey to purpose, your journey to influence—your (in)vironment is the most important one.



Step 10.

Preserve
Your Honor



Preserving your honor is that there's something about influence ; when you rise to a higher level of self, so many things are expected of you and there are some things that should not be found with you, especially what I'm going to talk about with reference to 'Your word'

When you give your word, honor it. We do not value the place of the word enough, when you have given your word or your commitments to something, show up in it and show up as your highest self—because if you don't , you lose honor, and when you lose honor, you also lose influence.

In preserving your honor it's that sometimes a lot of us stand back because we don't want to offend people, we don't want to be seen as the *extra-something-one* or we don't want to be seen as asking for more or all of those things but you lose a part of yourself every time you do not stand up for yourself.

When I say stand up for yourself I don't mean fight, I mean, in principle and in value

Honor yourself. Do not drown your own voice and then become lost in the voices of others. Agreeing with what you do not believe, becoming someone you do not recognise.

Why am I sharing this last?

Because I want to leave you with the thought that "Everything you need to BE you already are" but the work is for you to do- to stand every day and work your way to your highest self, one step at a time, one principle in front of the other—standing back is not for you, it really isn't—you're not supposed to cower or second yourself. So when you start feeling like that in a place



please remember to focus on what is unique about being you. Showing up in your strength, in your ability and in your own power.

Preserve your honor—show up and stay up.

Steps one to ten again —

One, recognize resistance

Two, heal yourself

Three, if you want it go for it

Four, permit yourself to change

Five, give yourself to someone

Six, give yourself to something

Seven, hold attention

Eight, to learn and repeat your patterns

Nine, define your relationship with money

Ten, preserve your honour—honour and influence are two sides of the same coin

It looks like we're done.

Thank you for being here in this moment—this was amazing for me—I hope it was for you too.



ADDENDUM

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