

*How to  
Ignite Your  
Enthusiasm  
and Make  
Your Dreams  
Come True*

**ARE  
YOU  
FIRED  
UP?**

*Anne  
Whiting*

# Are You Fired Up?

**Anne Whiting**

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## **Dedication**

To my loving husband, Spencer.

## **Acknowledgment**

I am grateful for all the help I've received from so many people who helped make this book possible. You know who you are.

Thank you so much.

**Are You Fired Up?**  
**—An Acronym for Success—**

**A**im high and dream.

**R**ekindle yourself by writing down your dreams.

**E**xpect yourself to keep dreaming bigger.

**Y**ou need to get help from people who are where you want to be.

**O**rganize and energize yourself by sharing your dream with your mentor or leader.

**U**se goal setting to take charge of your life.

**F**ire up your life by working toward your dreams.

**I**gnite your dreams by dreambuilding.

**R**equest career and business-building counseling from your leader or mentor to—*get on the fast track of success.*

**E**nthusiastically follow the system of success for your industry.

**D**reams *do* come true, when you get *fired up* and consistently take action—*never giving up.*

**U**se every career and business-building tool you can, and attend every seminar recommended by your leader or mentor.

**P**ursue your dream and help others pursue theirs—*with passion, persistence, and a positive vision of the outcome.*

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# What Ever Happened to Your Dreams?

*“If you can dream it, you can do it.”*

—Walt Disney—

**A**s a child, did you ever dream *big* dreams? Were you excited about life? Did you believe you were really going to make a difference in the world? What happened when you grew up? Did you keep your dreams alive or did you let someone steal your dreams? Are you fired up about life and making your dreams come true?

Inside you are all the talents you need to make your dreams come true. You have unique gifts to share with the world and only *you* can offer them. There is only one you!

Little children have great big dreams which seem totally attainable when they are young, open-minded, full of wonder, and idealistic. For most young children, the sky’s the limit. But sometimes their fire and enthusiasm get doused, or at least dampened, by negative-thinking role models and the challenges of growing up. If that happens, dreams are often forgotten. The child becomes an adult who, in most cases, leads a day-to-day existence, just getting by.

## **Challenges Can Be Our Teachers**

Many people live, day to day, with a sense of resignation believing they have to take whatever life dishes out. But it doesn’t have to be that way. Then there are people who wait until they

experience a major challenge before they stop and look at how their lives are going. All of a sudden, they wake up one day and realize something's missing. They're bored with the same old routine and want more meaning, happiness, and fulfillment in their lives. But rest assured, you can create the life you want, whether your goals and dreams are big or small.

Through an extremely challenging childhood, I experienced crisis after crisis. My mother became seriously ill when I was six; she was in and out of the hospital for the next fifteen years until she finally died. Alcoholism was a constant presence in the family; and like most children from that environment, I grew up insecure and scared. When I was in my late twenties, I nearly married an alcoholic. Fortunately, I learned a lot from those experiences. I got the help I needed through therapy, personal growth workshops, and recovery support groups, and became a stronger adult as a result.

As I learned and grew, I was able to break free of the past. I know now that those crises were blessings in disguise, for they taught me compassion and understanding, strength and courage, perseverance and faith. With the support of others, I have been triumphant in overcoming the negativity and stepping forward into my dreams. My dreams helped keep me going, and they remain an essential part of my life.

As a child, my dreams were to be a teacher, help other people, and be happily married. As I grew older, I wanted to do even more, from opening my own business to writing books. Through it all, my dreams have helped sustain me.

Have there been times in your life when you have broken free from the bonds of the past and succeeded, even when it seemed nearly impossible? I'll bet there have. Many people have such experiences during athletic or sporting events, where they're able to set new records or exceed their personal best. Do you remember what it was like the first time you helped someone else with a challenge? It felt great, right? Did you ever throw a surprise birthday party for someone you love? These are examples of being fired up about life. And when you're fired up, exciting things can happen.

### **So What About Your Dreams?**

How about those dreams you had when you were a child? Are you living them? Do you still want them? Or, do you now have other dreams that are equally or more important to you, but maybe you're not quite sure where to start?

Don't worry. You *can* make your dreams come true and start living a more fulfilling and satisfying life. Many of the answers about how you can do that are in this book.

### **Making a Difference in the World**

You can also make a difference in the world—big or small. You are a unique person who can touch the lives of others in a special way. In fact, you're already making a difference in ways you may be unaware of.

As a speaker and trainer, I have seen amazing results when people strive for their dreams. When people believe in themselves, get fired up, and start taking action on their dreams, miracles can happen. I have witnessed case after case of people overcoming obstacles, going for their dreams, and succeeding against all odds.

That can happen for you too. You have the power and ability to make your dreams come true. But while you may have the most splendid of dreams, they'll just remain "Someday I'll..." wishes unless you get fired up, stay fired up, and focus on making them a reality.

### **The Birth of *Are You Fired Up?***

I love watching people move on their dreams—it's so inspiring. Everyone is like a match lighting kindling. The fire inside of me was set ablaze. I learned that my deepest fulfillment comes from helping others take action on their dreams and make them come true.

Through the years, I have discovered that while almost everyone has a dream, very few people actually *experience* their dreams. Since there is no training for it in school, most people don't know *how* to make their dreams come true, *how* to take action, or *how* to follow through and succeed. Far too many



people die “with their music still in them.” But it doesn’t have to be that way.

You have an excellent opportunity to realize your goals and dreams. Associate with fine role models who have already blazed the path before you. To be successful, enthusiastically follow your dream, letting *no* obstacle stand in your way. Follow your dream and it will take you where you need to go as long as you are fired up and take action.

When you are fired up great things happen—even miracles. You can achieve more than you may now think is possible. I hope this book helps you get fired up about your life and helps you overcome obstacles you may have let stop you in the past. It has tools, techniques, and real-life stories of ordinary people just like you and me who overcame their challenges and made their dreams come true. Their experiences are shared to inspire and support you in achieving *your* dreams.

If you’ve been looking for ways to have more success, happiness, love, and wealth in your life, continue reading. Maybe your dream is to be financially free so you can spend more time with your family, traveling and doing other things you love to do. Your future begins today. You *can* do whatever it takes to do what you love and live your dream. It’s just a decision away.

I appreciate the lessons God has taught me in the creation of this book. And I hope it will help you on your quest to be more fired up.

### **The Fire Inside of You**

Inside of you is the fire of life. That fire is your passion, your life purpose, your mission, and your fulfillment. It ignites and burns brightly inside of you when you are doing whatever it takes to live your dreams. When you’re fired up, your fire warms others, igniting their flames and creating excitement and a desire to join you so they can make their dreams come true too.

When you’re fired up you feel strong, vibrantly alive, and courageous. You believe you can overcome any obstacle and meet any challenge head on and win. You believe you can achieve

what may have seemed unthinkable to you in the past. You believe you can live your dream.

You *can* have more happiness and success than you ever imagined. It all starts inside of you—with your fire and your dreams. The choice is always ours. The time to live the life of your dreams is now. As Goethe said, “*Whatever you can do or dream you can, begin it. Boldness has genius, power and magic in it. Begin it now.*”

Are you fired up? Then let's get started.

With love to you all,

*Anne*

## ***The Principles of Are You Fired Up?***

- #1 **Choose and Commit to Success**
- #2 **Dreambuild Often**
- #3 **Doing What You Love to Do Makes a Difference  
in the World Around You**
- #4 **Get Absolutely Clear About What You *Really, Really* Want**
- #5 **Use Your Imagination**
- #6 **Uncover Your Myths**
- #7 **Identify Role Models**
- #8 **Listen to Motivational Tapes and CDs and Attend Seminars**
- #9 **Act “As If”**
- #10 **Take Action and Keep Moving**
- #11 **Have a Plan**
- #12 **Capture Your Creativity on Paper**
- #13 **Use Your Resources**
- #14 **Connect with the Right People**
- #15 **Manage Your Money and Get Out of Debt**
- #16 **Use Your Time Wisely**
- #17 **Take Care of Your Health**
- #18 **Laugh About It!**
- #19 **Dreams Help Keep You Alive and Excited About Life**
- #20 **It Could Happen**
- #21 **Remain Unattached to Outcomes**
- #22 **Be Patient**
- #23 **Learn from Your Mistakes**
- #24 **Cultivate an Attitude of Gratitude**
- #25 **Use Affirmations Daily**
- #26 **Use Action Options to Get Fired Up**
- #27 **Finish What You Start**
- #28 **Create a Dream Collage**
- #29 **Let the Little Child Inside Your Heart Come Out and Play**
- #30 **Avoid the Hooks**
- #31 **Do What Winners Do to Stay Fired Up!**
- #32 **Make a Difference!**

—Chapter 1—

# **Your Dreams Create Your Life**

## *Your Belief Is Your Fuel*

*“Nothing happens unless first a dream.”*

—Carl Sandburg—

**T**here is a fire inside you. There is nobody else just like you. And you uniquely reflect your enthusiasm to the world when you are fired up about your life. You have the ability to touch the lives of others and live a life of happiness and success. Whatever you have or haven't done up until now is in the past. The rest of your life begins today, right now, in the present moment. And the *present* is a gift you give yourself.

*Dreams keep the fires inside you alive.* As you anticipate and develop your dreams and make them come true, your life takes on new meaning and value. You enjoy greater success and you feel more in control and excited about your life. You are also more attractive to others.

When you do whatever it takes to do what you love to do, and enjoy the journey as well as the results, your enthusiasm shows and automatically uplifts others. It's contagious and can spark other people into action. The fire ignites and spreads from you to

others. Your dreams then start coming true, one after another, as you help others reach their goals.

We've all had experiences when we've been fired up or we've seen someone else who was fired up. Bicycle racer Lance Armstrong is one example. People were incredibly excited when he first won the 2,100 mile-long Tour d' France. In spite of his battle with cancer, he persevered and triumphed! In fact, he has won the race five times now. He has demonstrated that, with persistence and a positive attitude, you can make your dreams come true on a continuing basis.

Perhaps you've seen the movie *The Passion of the Christ*, which portrays the final twelve hours of Christ's life. Mel Gibson produced and directed this movie, against all odds, with no support from Hollywood. In fact, he financed the production with his own \$30 million. A masterpiece that stirred the hearts and souls of those who watched it, the film is now recognized as one of the top ten films of all time! It brought in hundreds of millions of dollars at the box office and was recognized as authentic by many religious authorities and critics. He pursued his dream with passion and excellence, and did whatever it took in producing a movie that reflected his beliefs and enthusiasm. As millions watched the film, they were moved as well.

Armstrong and Gibson are but two examples of people who were fired up about their lives and went on to achieve their dreams. You, too, can have exciting experiences. You can make your dreams come true, step by step. You can be passionate about life, working toward your dreams and doing more of what you love as they progressively come true.

### **Why Aren't More People *Fired Up*?**

If it's true that every one of us has a fire inside, as well as unique gifts and talents, why aren't more people living the lives they've dreamed about? Part of the answer is the lack of a positive, proactive education.

I taught English and history to junior high students in the mid-1970s. I saw many youngsters negatively labeled, as they were placed in classes according to their "intelligence." While teach-

ing English to a class of “low level academic” boys in the ninth grade, I saw firsthand how destructive labels are. Those boys didn’t believe in themselves and thought they were failures.

When I spoke to them the first day, I did my best to “wipe their mental slates clean.” I told them that every student in the class could make an A—if *they worked for it*. At first, most of them didn’t trust me. Then, as we spent more time together, they understood that I really did believe in them and was willing to work with them to help them learn.

Little by little, small miracles occurred. One boy, who hated reading, began volunteering to read aloud to the class. Two others immediately saw their work pay off in the form of Bs on the first test. They were stunned. By the end of the year, there were many Bs, several Cs and only one D. No one failed that class! And besides discovering they could read, write, and communicate effectively, these boys learned they were intelligent and capable, even though labeled otherwise. They had believed their label and their behavior reflected it. They needed someone to encourage them to achieve, like we all do.

That happens to many people. Sometimes they allow negative self talk and childhood experiences to stop them from growing. They may have had negative experiences where they were labeled as failures and, as a result, gave up on themselves. Most schooling does not teach how to do whatever it takes, persistently, step-by-step, until you create the life you truly want, doing what you believe you are meant to do.

That’s exactly what this book is all about. It’s a step-by-step handbook for defining your dreams and becoming and staying enthusiastic as you move forward to achieve them. You can use these ideas to accomplish any goal, dream, or mission. They have been used effectively by thousands to create the lives they’ve always wanted. As we go along, I’ll continue to share true stories, so you’ll know you can do it too—get fired up and make your dreams come true.

### **Not Quitting Led These Two People to Fame and Fortune**

When Henry Ford wanted to mass produce a V-8 engine cast as a single block, he was told repeatedly that it was impossible.

He sent his staff back to work and told them to stay on the job until they did what he asked. After a year, there was *still* no success. So, he told them to keep at it! He *knew* his determination would pay off. Eventually they did it and the V-8 became a huge success. It helped Ford and his motor company outstrip the competition and take the lead in the automotive market. He refused to believe “It’s impossible.”

Mother Teresa was one of the most beloved and admired people in the world, and still is, even though she is no longer with us. And her mission and legacy continue to flourish throughout the world. At age 12, she started dreaming of being a missionary of love, and by 18, left her parent’s home in Macedonia and studied to become a nun. In 1931, at the age of 21, she began teaching high school in Calcutta, and did so until 1948—when the suffering and poverty outside the convent walls inspired her to help the poorest of the poor. Without any money, she followed her dream by humbly starting an open-air school for slum children. Her dedicated efforts soon attracted the volunteers and funding she needed to make her vision a reality.

In 1950, after a great deal of persistence, the Pope, incredibly, gave her permission to start a new order, The Missionaries of Charity, whose primary task is loving and caring for the unwanted. Along the way, Mother Teresa was given numerous awards for her humanitarian accomplishments, including the 1979 Nobel Prize for Peace. Today, her order includes over 1 million workers in more than 40 countries on five continents. By following her dream, she helped a lot of people and made a beautiful difference in the world, and continues to do so!

### **How It Feels to Be *Fired Up!***

Don Shula, famous football coach and author, describes what it feels like for him to be fired up. He writes, “You want to know what motivates me? When the stadium’s full, the crowd is yelling, and the referee raises his hand to signal the start of the game, I can feel the adrenaline rush through my body. I wouldn’t want to be anywhere else in the world.” That attitude led Don to break George Hala’s all-time coaching record of 324 wins.

Bonnie Blair, Olympic speed skater and five-time gold medalist, is a great example of someone who is completely fired up about her life and her dream. Each time she was interviewed on television during the 1994 Olympics, she enthusiastically exclaimed, “I love to skate!”

There’s nothing quite like the energy and excitement of being fired up. I actively strive to live more and more of my life fired up. It doesn’t take much to make it happen. One heartfelt talk with someone can spark my enthusiasm.

I also get excited when I picture myself helping others achieve their dreams. Remembering the times when I triumphed over obstacles to reach a special goal fills my heart with courage and the strength to keep going. Do whatever it takes to get fired up. The flame inside of you is ready to ignite. Light your fire today and start living your dreams.