

# #DREAMSTEPS

TEN TACTICS FOR REAL RESULTS

By Marcia Wieder







*Dedicated to all the beautiful dreamers out there. Love, Marcia*





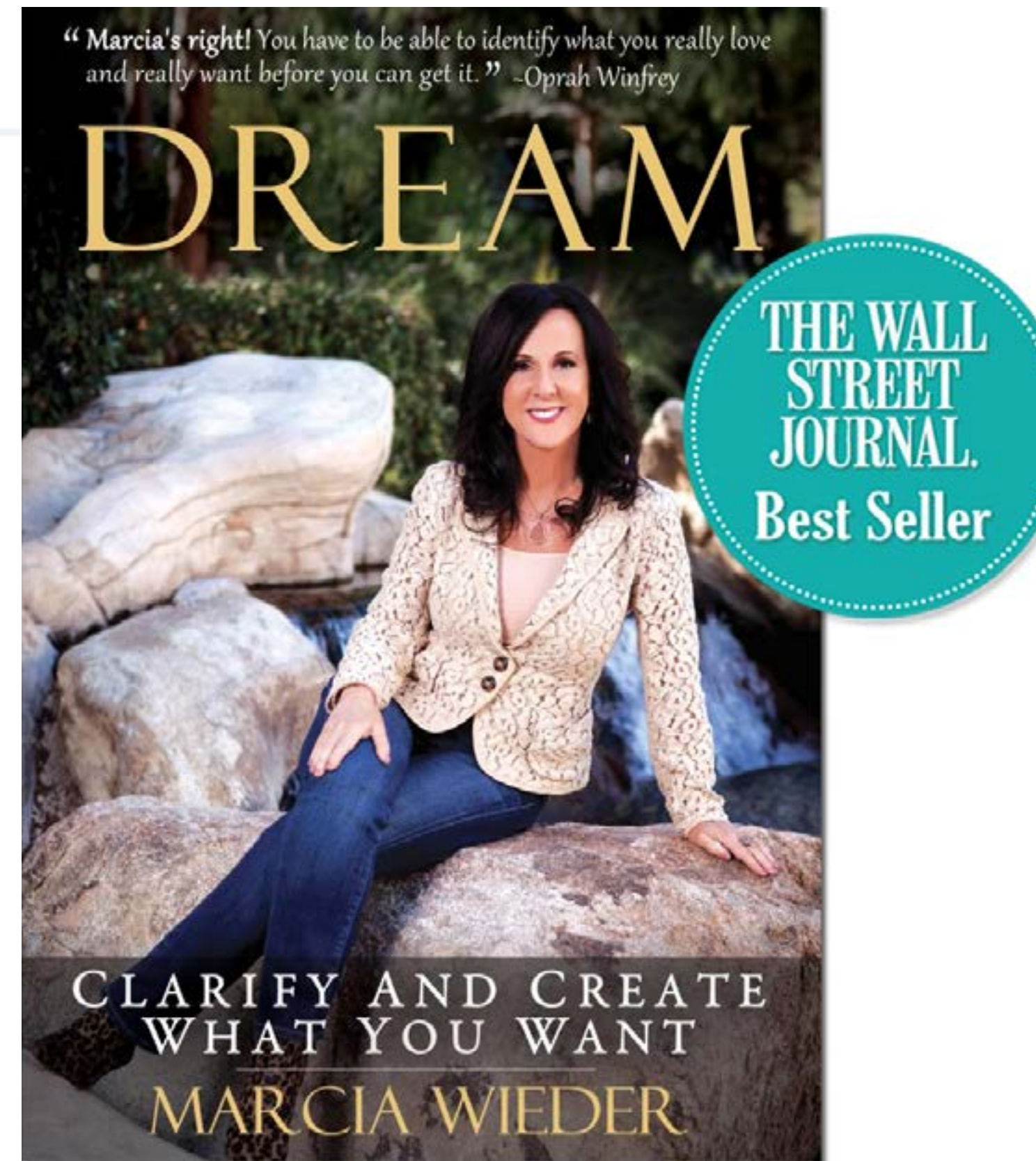
# ABOUT MARCIA WIEDER

As CEO of Dream University, Marcia Wieder has spent over 30 years leading a Dream Movement. She also created and leads a modern day “mystery school,” *The Meaning Institute*, to help people live more meaningful lives.

Marcia collaborated with three U.S. presidents, was a repeat guest on Oprah, had her own PBS television special and taught at Stanford’s Business School. She is a member of the Transformational Leadership Council and an advisory board member for the Make-A-Wish Foundation and Unstoppable Foundation where she has financed and helped build 15 schools in Kenya.

She is the renowned author of 15 books including; *Dream: Clarify & Create What You Want*, *Making Your Dreams Come True*, *Life is But a Dream*, *Dreams are Whispers From the Soul* and *Doing Less & Having More*. She writes for Huffington Post and was a syndicated columnist for the San Francisco Chronicle.

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## ABOUT MARCIA WIEDER (CONTINUED)

Marcia now resides in Paris, France living her own dream and enjoying life. She works with individuals and companies to create a new vision for themselves and the world. To reach her for a speaking engagement, private strategy day or a dream trip, visit [MarciaWieder.com](https://MarciaWieder.com).

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# DREAMSTEP #1 - SETTING YOUR INTENTION





# SETTING YOUR INTENTION

## Here's DreamStep #1

We hear a lot about intention and people often use the word interchangeably with lots of other things. My goal, my intention is to write a book or my intention is to travel to a foreign country. So we use the word intention often when we're speaking about goals, or wishes, or action steps.

For me, intention is the rudder that steers the course of my life. What's most important about intention is that you set an intention before you take action. So before you get in the car, you set the intention to arrive safely and on time. Before I pick up the phone to make that very important call, I set an intention for the outcome. I like to create intentions for both how I want to be with something and the result that I want to have as an outcome.

You will experience significantly greater impact from your actions when you have powerful intentions behind them. For example, the image on the previous page was from a Wealthy Visionary Conference where the participants and I set the intention to raise enough money to build three schools in Africa. We ended up raising enough money to build seven schools. Talk about the power of intention!





# DREAMSTEP #2 - LIVING WITH INTEGRITY





# LIVING WITH INTEGRITY

Integrity is one of those big concepts, but before I go into too much detail, I want to mention what it has to do with intention. If intention is the rudder that steers the course of our life, integrity is the tool that keeps us on board, in alignment and most importantly, in action. Often, a major source of suffering is when say we want one thing, our intention, and we do something else. Or more likely, we say that we really want something and then we do nothing. Simply put, intention and integrity together form the key to manifestation.

Integrity at one level is about keeping agreements, but there are levels of even that. There are agreements that we keep with ourselves. Hard. Coaching has become a multi-billion dollar industry because when we tell somebody else what we're going to do, it increases the likelihood by (at least) a hundred times that we are actually going to do it. And there are the agreements that you keep with yourself and the agreements that you keep with others. Living a life of integrity is the single, most critical step for becoming a master of manifestation. It's a life-changing practice.

The image on the previous page is from a Wealthy Visionary Conference where I asked participants to raise their hands to signify their promise to simply keep the agreements of the workshop. One of those agreements was to complete the three-day program. Only by staying until the end, do they get to reap the full benefits of the conference. My events are always sold out and well attended throughout. When there are many options and activities vying for our time, it's a big deal and a sign of commitment to stay. Those that do, not only experience life-changing breakthroughs from the event, but strengthen their ability to trust themselves more fully. The reason why is integrity.





# DREAMSTEP #3 - YOUR LIFE'S PURPOSE





# YOUR LIFE'S PURPOSE

This step is about discovering and living on purpose, your life's purpose. People often climb to the top of the mountain only to discover that it's the wrong mountain. What will keep you from doing that is to know fundamentally, who you are, and what your life's purpose is.

There are lots of places we can look to discover this. We can look to see what you've been passionate about in your past, because passion is often a measurement of being on purpose, but not always. Some people talk about feeling at peace. But for the most part, if you look back on your life at those times you felt the most alive and energized, searching for a common thread, you're probably going to start to find your purpose.

Now, whether you know your purpose or not, it's worth taking the time to drop in and deepen into it. Sometimes I recommend people go on a passion quest where you take a period of time (you don't have to put the rest of your life on hold), it could be a day, a weekend, a week, a month, a year. But basically, you put your antenna up and pay attention to what you love, what matters to you, what moves you, as well as what you need to say "no more" to.

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# YOUR LIFE'S PURPOSE (CONTINUED)

What are you done with? What are you complaining about? What's sucking the life out of you? What's out of integrity with your heart and soul? Because as we say "no more" and "no, thank you," we can say "now what?" to what matters to us.

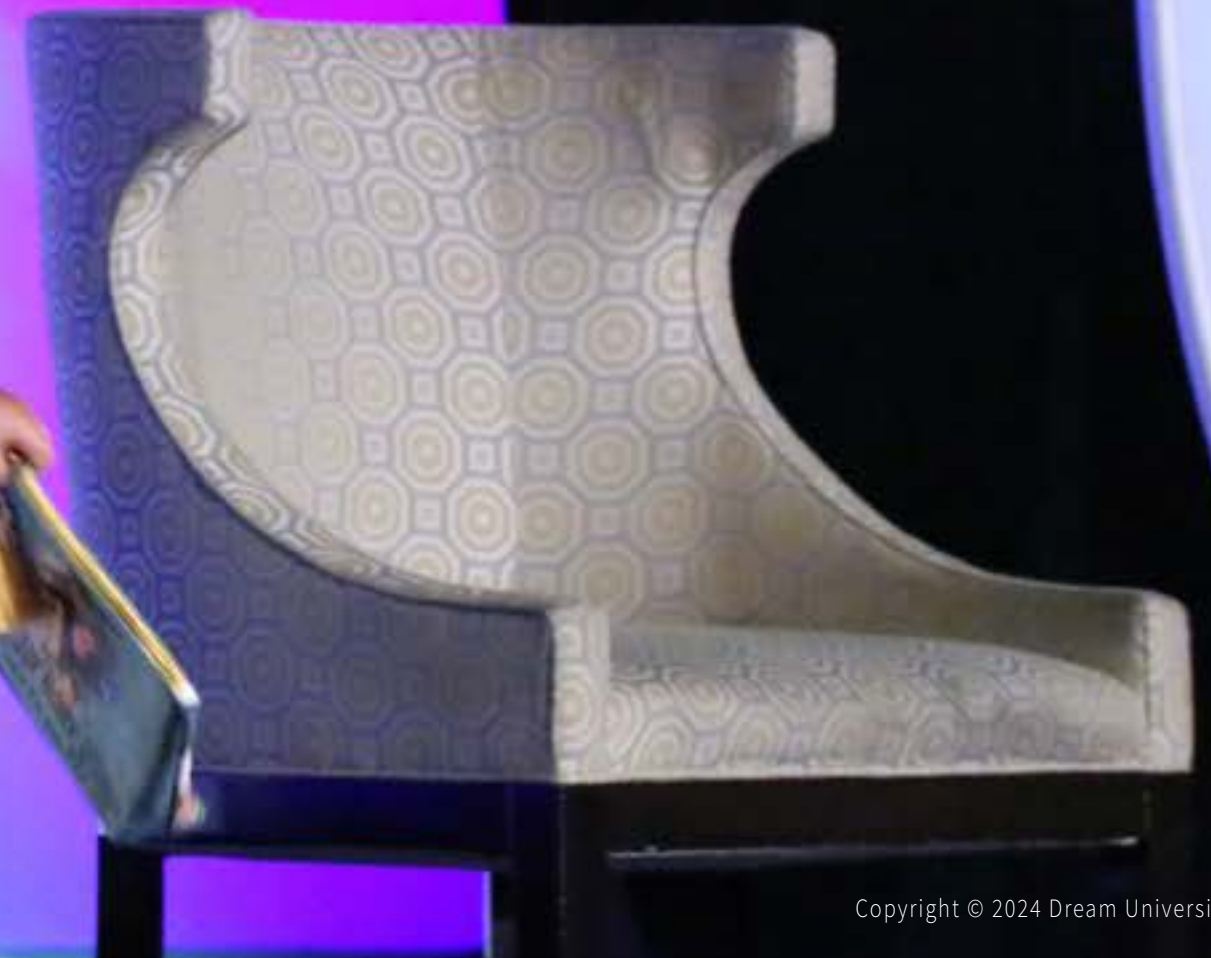
When you're standing in your purpose, the quality of your dreams and the quality of your life will actually change. This is literally about turning your life right side up so that (someday soon) when you open your calendar, what you will see are the activities that are moving you forward on the dreams that are the expression of your purpose. It's such an important foundational, fundamental piece.

Now, let me give you a couple of hints. One is, it's already inside of you. At a universal level we all have the same purpose, which is to love and be loved. But life formed you in a very special and unique way that makes you happy. You have a unique purpose.





# DREAMSTEP #4 - ACCESS YOUR DREAMER





# ACCESS YOUR DREAMER

Many of us have been so mired in reality, so busy living from our clocks and our calendars, that we don't even know what our dreams are, much less how to accomplish them.

Now, first, let me give you a distinction between a dream and a fantasy. In a dream, you can design a strategy for getting there while in a fantasy like winning the lottery, well, there's not much that you can do to make that happen.

My mission is to redefine how we think about and speak about our dreams. I want you to get clear about what really matters to you and take action, and that's what this 10-step methodology is all about.

Where do dreams come from? Well, believe it or not, you make them up. Some of them are based on need, like putting food on the table, some of them are based on desire, like your dream of writing a best-selling book or traveling around the world. But the dreams that come from your life's purpose, that I spoke about on the previous step, well, those are the most important.

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# ACCESS YOUR DREAMER (CONTINUED)

Because when you're standing in your purpose, the quality of your dreams and the quality of your life will actually change. I want to encourage you to have dreams in every area of your life: personal, professional, relationship, financial, health, spiritual, community, family, and yes, let's not forget fun dreams.

The ability to reconnect to what it is that you want is such an important practice. I know that there are going to be doubts, and fears, and stories that get in the way, and we're going to get into that in the next two DreamSteps as I talk about doubt and beliefs.

What I really want to say is this: your dreams matter and there's never been a better or more important time to pursue your dreams, and yes, you can develop the capacity to do what I call C-B-As. In school, they taught you the ABC's. At Dream University I teach the CBA's. First "C," get Clear about who you are, your purpose, what you do and don't want, your dreams. Then "B," Believe in your self and your dreams. Prove that you're more committed to your dreams than to your doubts. And finally onto "A," taking Action. That's what we're going to focus on in upcoming DreamSteps and other Dream University offerings.





# DREAMSTEP #5 - DEAL WITH YOUR DOUBTER





# DEAL WITH YOUR DOUBTER

Ready to deal with your doubter? How about actually learning from your doubter? For many people, this is their favorite session because our obstacles can get in the way. I want to give you the tools and methodologies, so that does not happen.

I have spent 30 years of my life developing this doubt removal system, and it absolutely works. Because here's what I know, if you have not dealt with your own doubt and you meet another doubter on the road, their doubt will magnify yours. But if you've dealt with your own doubt and meet another doubter on the road, by contrast, it becomes the opportunity to deepen your commitment and your conviction to your dream.

When you develop the capacity to talk to anyone, anytime, anyplace, regardless of what they think or say about your dream, you're going to have a whole new set of muscles and capacity.

Here's what I want to say about the voice of the doubter. People often say, "I just want to ignore that." Well, if you ignore it, it becomes like a screaming child, it gets so loud that it's all you can hear, or else it becomes so soft that it will unconsciously sabotage your dreams. If we turn the voice of the doubter down, it becomes the realist. The realist wants to know, what's the plan, where are you going to get the time, and where are you going to get the money. Before you turn it down, we want to hear from it so that we can design the strategies to manage any obstacles.

On the previous page, I am taking a group of over 600 conference attendees through my doubt-removal process. Talk about intense! If you think it's challenging dealing with your own doubter, try holding space for 600 of them. This is also one of the most rewarding experiences that I get to do because at the end, most everyone in the room will believe in themselves again.





# DREAMSTEP #6 - BELIEVE IN YOURSELF





# BELIEVE IN YOURSELF

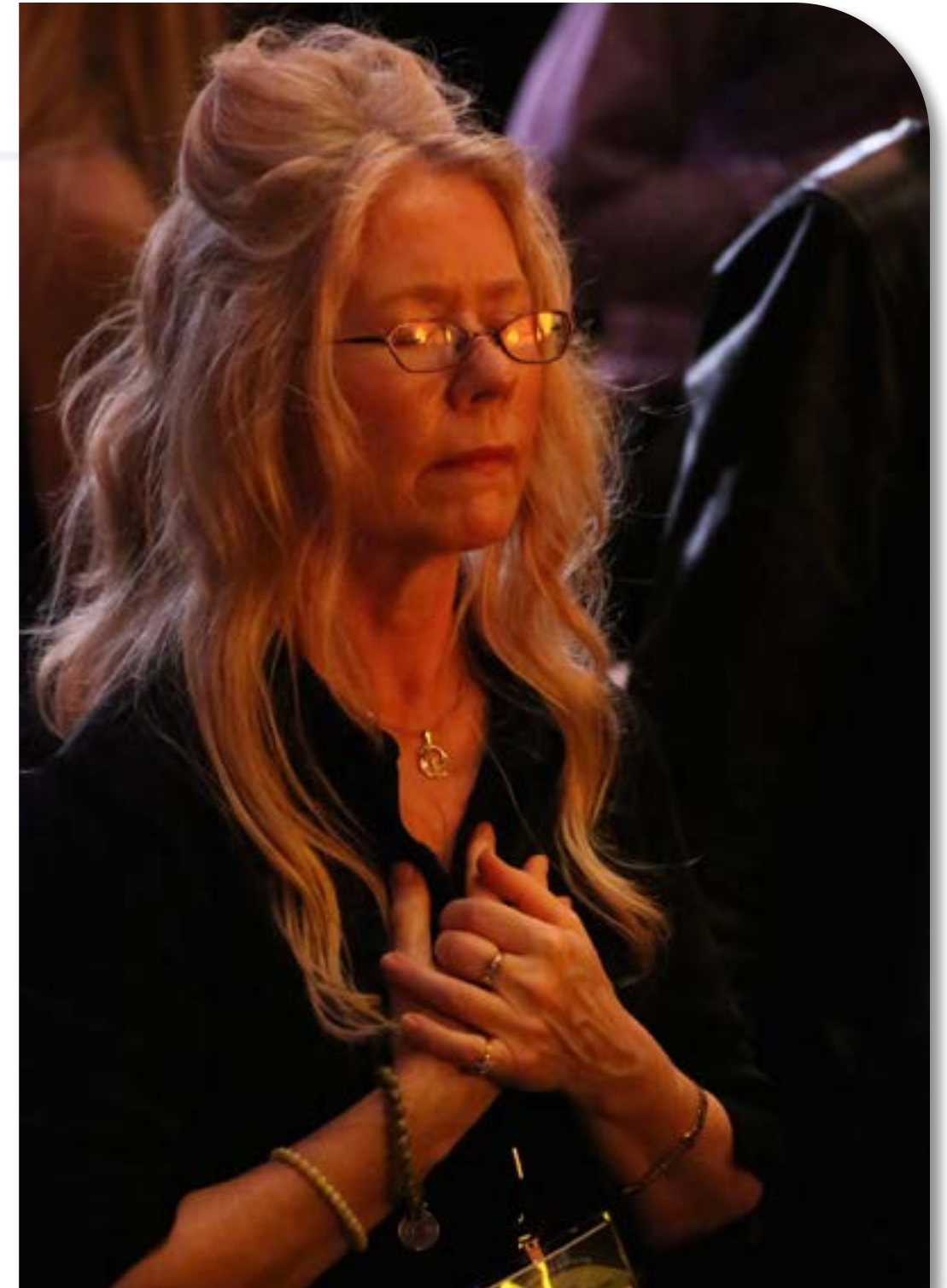
Ready for DreamStep #6? It's all about believing in your dreams. This step is my personal favorite. Why? Well, my life's purpose is to believe and standing in that purpose, I created an entire methodology to help you believe in your dreams.

I've also spent 30 years developing a doubt removal system. Through that system which we looked at in the last step, you identified some obstacles and limiting beliefs. Now we're going to focus on changing those limiting beliefs to empowering beliefs. This is a life changing skill to develop.

You are aware I imagine, that your attitudes and beliefs are never neutral. They either move you forward or hold you back. But what a lot of us often forget is we can choose what we believe.

Choosing a belief is a powerful step, but it's not enough to just say I do believe and click your heels together three times. You need to actually take action to demonstrate that you believe in your dreams. Our ability to believe in ourselves is paramount to our ability to dream big dreams because if we think about the path to the unknown, which is the land of the visionary, we often don't have it all figured out.

In the image on the previous page, I am working with a participant to help him believe in himself again. The experience of having someone believe in you, even when you do not or cannot believe in yourself, is incredibly profound. I am blessed to do this as part of my purpose in life.





# DREAMSTEP #7 - PERSONAL PRACTICES





# PERSONAL PRACTICES

This DreamStep is about taking your failures or apparent setbacks and learning from them. Because, with a lot of us, it's kind of like, "What happened, and what does it mean about me?" Instead, what I teach is, "What happened and what did you learn?"

What's most important in this step is that you look back on things that happened in your life and try to understand and assess. What did you learn and what do you want to do differently?

My "secret sauce" in this arena is to develop personal practices. Think about it. If you want to build muscle, you go to the gym three times a week. If you want to have greater capacity for creativity or inner peace, you might meditate 20 minutes a day. Well, we want to look at what it is that you're wanting to develop and create a personal practice to support you in accessing greater capacity.

Any time there's a behavior that you want to change or a new skill that you want to develop, a personal practice is the perfect strategy and the way it works is pretty simple.

Catch yourself doing the old behavior and then choose something different. Let's say that I'm walking down the street. I walk by a window and I get a glimpse of myself and I don't like how I look and maybe I activate my doubter or negative self-talk.

In that moment, I can choose a different belief or I might say something kind to myself. I can start to reprogram my brain and tell myself a new story...as opposed to being hijacked by my doubt or limiting beliefs.





# DREAMSTEP #8 - CREATE PROJECTS





# CREATE PROJECTS

DreamStep #8 is about taking serious steps forward.

Where big dreams or long-term dreams die is when you just plop them down on a to-do list. You have to break your dreams down into projects and I recommend projects that can easily be accomplished in one month or less. Why? One month is a short enough period of time for you to stay passionate and excited about it but a long enough period of time for you to produce a substantial result. And we must see results in order to stay motivated.

I encourage you to write your big dream out in as much detail as possible, which we did in step number four. Then break the dream down into a project that you can accomplish over the next month.

Next, break the project down further into strategies, action steps, etc. By the way, people often say to me, "Wait a minute, you don't get to strategy and action steps until session number eight?"

Well, let me make it very clear. This process is not linear. At any time, we need to go back and work again with the doubt or revisit integrity or deepen our beliefs. More importantly than that is if we go to strategy too soon, we'll compromise our dream down to what we realistically think is possible.

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# CREATE PROJECTS (CONTINUED)

I want you to have Clarity about your dream, then do the work that we just did in DreamStep #6 to Believe in yourself and finally, move into Action. You'll be continuously taking some action on your dreams, little steps, but every time you break the dream down into a project, the likelihood for success increases.

That's what I want to invite you to do now. Create a short-term project that you can easily accomplish, to demonstrate that you're serious about your dream.





# DREAMSTEP #9 - BUILDING YOUR DREAMTEAM





# BUILDING YOUR DREAMTEAM

DreamStep #9 is building your DreamTeam.

The number one way to experience greater ease and shortcuts on any dream is to build your DreamTeam. This comes down to how you share your dream with others.

I encourage you to share it like a visionary. When a visionary has a big dream or a vision, they articulate it with clarity so people get it, they express it with passion so people get excited about it. And a visionary has mastered the skill of enrollment, something that I teach in all of my programs.

The ability to share your message, your products, your services, in a way that inspires others to join you is paramount. I've been paid thousands of dollars to speak all over the world teaching this.

Different than traditional selling, enrollment is when you open your heart and express what matters to you. It's like you connect to what you care about and tell me why I should. You communicate it clearly so I get it. Then there's usually some kind of compelling invitation.

Remember, the obstacle called "not enough money" can completely disappear when you master the skill of enrollment. Because when you share your products, services, ideas and opportunities with others in a way that touches their heart, they will hire you, buy your products and services or may even invest in you and join your DreamTeam. When others support your dream, this can sometimes be even more powerful than money or ideas.





# DREAMSTEP #10 - LIVE YOUR DREAM COME TRUE LIFE





# LIVE YOUR DREAM COME TRUE LIFE

It's one thing to have a dream that you've accomplished personally or professionally, it's another thing to live it in all areas of your life.

From reading these short slides, you'll begin to get the idea of what this process is all about. This last step is about embodying it because now you have developed the capacity to open to even bigger dreams. And yes, potentially even consider yourself a visionary.

Whether you already do or you're ready to step into that, I want to invite you to think of a dream that will be a gift to the world. A dream that truly will touch, inspire, impact...maybe even create a legacy. And if you truly practice everything I've taught here, it's going to give you the beginning of a solid foundation.

One of the things I love so much about this process is it's not just about having better health or making more money. This is about every area of your life, so think about personal, professional, relationship, health, financial, community, family, spiritual and as I stated earlier, even fun dreams that light your heart up.

Now, please write down one dream that you don't know how to accomplish. You don't even necessarily believe it's possible. It's a big outrageous dream.

One of my favorite Marcia questions is, "What is the dream you must accomplish in order to die happy and fulfilled?" As I said, it doesn't matter whether you know how to accomplish it or even if you believe it's possible. There is a big dream that's inside your heart. I know it, so do you and I can help you accomplish it.







*“Focus more on your desire than on your doubt, and the dream will take care of itself. You may be surprised at how easily this happens. Your doubts are not as powerful as your desires, unless you make them so.”*

Marcia Wieder - Speaker and Author

May All Your Dreams Come True!

Love, Marcia

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