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One On One with Dave Austin

By Nick Nanton, Esq.

Nick: Hey everybody, Nick Nanton here, and welcome to *One-on-One with Nick Nanton*. I've got a great guest here with me today. I actually met him when he was speaking on the big stage at a really big event, and I know he has done plenty of that, but he also has a really intriguing background which got him there. He is Dave Austin. I'm going to read you his bio to make sure I don't miss anything here, and then Dave, you can update us on anything we might have missed.

Essentially known as The Head Coach with many of his clients, Dave has studied and learned through personal experience what enables some people to be successful and realize their potential and what holds back others from the same success. He knows what motivates them, what drives them and what inspires them. He has an uncanny knack for bringing out the best in his clients. He brings his inspired thought process and insights to countless audiences across the nation and as far away as Uzbekistan – sharing his success methods of exceeding your potential with not only professional and elite amateur athletes but also with entrepreneurs, corporate leaders, managers, sales professionals, corporate employees and educators. He's a compelling, empowering, and compassionate coach who has helped many individuals to achieve their dreams.

Dave is a San Diego State University graduate with a Bachelors of Arts degree in both psychology and physical education, and uses this unique blend of education in combination with his real-life experiences. He has developed specific methodology and results-oriented activities to help people take on greater challenges and produce breakthrough results – which is something we all want to do. And quite frankly, while we've all heard those words an awful lot, there are very few people who can help us do that.

Dave's clients are now accustomed to realizing their full potential and exceeding the boundaries that they previously thought were holding them back. Dave's success rate in working one-on-one with athletes is nearly 100%, which is pretty impressive. His methods have proven over and over again to work every time, and all that is required is a willing partnership and an open mind. Dave is the founder of Extreme Focus, and Dave, thanks for being on the call with me today.

Dave: Hey, Nick, thanks a lot. It's a pleasure to be here, man. Yeah, we met a few years back, and I've been real impressed with all the things that you're doing to help people.

Nick: Well, thank you much. We had dinner when I came out to LA and you were able to come down for the day and connect. So glad to have you, man. So tell me this, I know you've worked with Olympians, one of the reasons why I think a lot of people are on the call. Obviously the Olympics are really hot right now, amazing to watch, just everyone competing for their countries and just super special. I've always been totally enamored with it since I was a kid. But you've gotten an opportunity to work with Olympians as well as top-professional athletes, college players and some of the top teams in the world on the mental performance aspects of competition. I know from talking with you, you're not a sports psychologist, so why don't you tell everyone exactly what you do.

Dave: Well, I call myself a mental performance coach. In fact, many times I lecture to sports psychologists. When I did the US Olympic Team they had sports psychologists that worked with the team. I suppose the difference is that I'm clearing the brain to advance you on the playing field. A lot of the sports psychologists work more in dealing with issues and problems. I deal on just going beyond your boundaries and freeing your mind to play at the top level. So it's similar, not really that much

different; it's just that I've played a professional sport myself, and I find that what I do is in terms so that athletes can relate to it, and use it right now. I do some unique things that are game ready – that I'll share with you today – just before the athlete is about to step on the playing field. They go hand-in-hand. The uniqueness of the gift of what I do is in my approach and the processes I use.

Nick: Okay, very cool, I appreciate that. Can you give us just a bit of an insight into what that actual approach is, and maybe an example of the process?

Dave: I'll give you an example that's happening right now. A fun thing about what I do is that most of the time I'm doing it behind the scenes, but then I'm watching the results on television. I'll talk more about the Olympics in a moment, but I want to talk about something happening in major league baseball right now with one of my clients, and this explains what I do the best.

Scott is a client. He's a pitcher for the Texas Rangers, Scott Feldman. In 2009 he hired me to work with him, and he went from being a relief pitcher to a starting pitcher and went on to win 17 games, runner-up for the Cy Young Award and he got Pitcher of the Year for the Texas Rangers.

Then the last two years we didn't work together, 2010, 2011, and then in 2012 I didn't work with him in the first half of the year. We only started working together again five weeks ago, and just yesterday in the news they were talking about how Scott Feldman pitched so well in 2009 and then fell off the map, and now, all of the sudden, he is back to being the star he was in 2009 – in fact, even better.

So it's kind of fun to see that. He called me, as I said, five weeks ago. His record was 0-6. Now for those that don't play baseball, an ERA is your Earned Runs, and it was up around 8, which is not real good for a professional. It's not where you wanted to have it.

The reason for the story is that I will tell you what I do and what I do with him, so you can relate to it, And hopefully, even those of you that are on this phone call that don't play sports, I want to be really sure today, Nick, that we relate it to how they can be better in their business, how they can be better in their lives, because these principles work for everything you do.

Anyway, he called me five weeks ago and said, "Dave, I realized that when you and I worked together in 2009 I was always in a positive flow." The reason we didn't work in 2010-2011 is that the Rangers had hired a sports psychologist, and he decided to go that route, which is fine. There's nothing against that at all, but what he said was, "I realized that I have been pitching in a dark cloud for two years, and I need to get back into that positive flow." It was a Saturday, and I said, "When do you pitch next?" He goes, "Tuesday against the Padres." I live in San Diego so I said, "I'll be there with you." And he had the best pitching outing he had had since 2009. And now every pitching outing he has had, he is now 6-0 since we started again, with an ERA of under two. So it's quite a remarkable turnaround. But what it is that I do, and how can anyone change that dramatically? Well, we all can – if we choose to.

You have to understand that we have over 65,000 thoughts a day. That's an amazing thing right there. Our minds are always analyzing and talking to ourselves, doing things. They can be very distracting to us. What we have to do is really hone-in on what is important for this moment, for this day, that we need to focus on. When you learn how to discipline your brain, it's amazing what you can do. It's just like if I'm going to work out my arm muscle, I'm going to lift weights, and I'm going to see it growing.

Well, think of your brain as something you can grow and use more. It's already available to you, and we're only using such a little part of it, but there's so many distractions.

For an example with Scott, what I do – and I do this with all my players – we get it down to, okay three things. It's only going to be three things, maybe up to five. That's the furthest we'll go that we're going to focus on. That's it. Anything outside that, you're going to step off the mound, you're going to take a deep breath, breathe and go right back to what we're focused on. Anything outside that is a distraction.

We have the same thing that goes on in meetings, we have the same thing that goes on in our office, but if you set out your intentions very clearly, then it's so much easier to just step into them. What I do is to lock in the attention and then I do a visualization. Those that stay on this phone, Nick, I would love to give you all an example of what I do, how we visualize, and then as one of my baseball players says, I now just go and live into my video, and you start seeing exactly what it is that you're creating.

I had another baseball player a week ago, hit three home runs, one to left field, one to center field and one to right field. It was on ESPN. I got a call from a client, and he said, "Are you watching ESPN right now?" I said, "No, I'm not." He said, "Well, they're going to Jason Kubal, who plays left field for the Arizona Diamondbacks; he is next to bat because he hit a home run to left, a home run to center and a home run to right." And it's so funny because our intentions that day were to spread open the field more. He was getting a little antsy, and he has to be patient. I said, "I want to have a wide open vision for today to spread the ball." So in the visualization we saw him hitting the ball to left, we saw him hitting it to center, we saw him hitting it to right. I didn't really know his first three at-bats would be to hit a home run to left, hit a home run to right, and hit a home run to center.

Those are the amazing things that can happen when you learn these processes, and it's a discipline. It's a daily routine that I do with these players. I could go on with stories forever, Nick. I tell you a wonderful thing that I found last year with a rookie in the NFL. He wasn't seeing the whole field because he was trying to just get there. So often, or you know how in business we're just getting there, rather than being open to allow things to take place; and so we focused on having a wider vision and seeing holes open up, and we visualized on it afterward. Then, on the opening kickoff, he ran the furthest kickoff ever in the history of the Carolina Panthers.

It is fun for me to be able to work with these players and then see their success on the field, but it can happen in life. You might not have a scoreboard, you might not have a television camera following you around, but these principles work, and it's just learning how to get down to the simplest form of: This is my intention today. I've got to three to five. If there's anything more than that, you're going to be clogged out. You're going to have distractions.

If you want to do some things really, really well, decide. Think of it. If you had five intentions every day of what you're going to do, and do to the best of your ability; think of it, at the end of the week, in five days you've done 25 things great – not just good, but great. It's amazing how those little differences can turn around your whole career, your whole life. I've watched it take place on the playing field. I've watched it take place with executives that I've had the honor to work with. When they get what I call **extreme focus**, then it's fun. Sometimes we get to live life to enjoy it to the max, but when you can keep it simple, you have more time to soak it in and enjoy life – which I find is way overlooked.

Nick: Absolutely, and I love your point there. Some of this, by the way, I'm sure to many people on the line might sound a little New Age-y. These are tried and true scientific and psychological principles that have been around forever. I know when I was playing competitively, I didn't make it to pro-tennis like you did, but I was playing pretty competitively in Florida, and I remember my coaches teaching me visualization. If you can see yourself doing it, ...and I don't remember everything behind it, ...but I remember if I could visualize what I wanted to do then my body somehow would follow suit – because I had focused on where I wanted the ball to go, what I wanted my stroke to look like, what I wanted my follow-through to look like, and you can tell us more later, but I assume it subconsciously gets your mind right.

But before we go there, what put you on this path? Obviously you have a really intriguing mix, you work with a lot of the top pro-athletes, you're the top guy in this field and you're telling us lots of great war stories – but you've got a ton of them, and they're not BS. These are the real deal happening every day. You deal with business people too, and again I don't want to forget that, although this sports stuff is really sexy and fun. but what got you to this point man? What was your path?

Dave: That's interesting. It actually started at a young age. It's just the fact that my dad was a chaplain in the Navy, so that meant we moved around every two or three years, and I was a good athlete. I was fortunate enough to be gifted with athletic talent, but when you move around every two to three years it's a great learning experience. But I couldn't understand when I was a kid. I was living in Southern California and I was the superstar on the football team, then we moved to North Carolina, and the first thing the coach said is, "Austin, you're slow as molasses." And I thought, "I am?" And I started buying in to what my surroundings told me who I was, rather than believing who I was, and I couldn't understand it. I kept going, "God, I'm the same guy that was running for touchdowns and everybody said I was fast." But I bought in to what they told me of who I was. Then we moved to Hawaii after that, and luckily a coach just out of the blue on the first day goes, "Hey, that new kid, Austin, he's really quick." I just looked up and I said, "God, I'm quick again, thank you."

We absorb and we take in and we think we are who everyone tells us we are, so I became fascinated with that. That's why I wanted to study further because I actually wanted to go into coaching all along, and I didn't want to coach without having some understanding of how we think and how we work. Now, as it turns out, I was blessed to be able to go on and play professional tennis and get a world ranking, so it took me off. I wouldn't say it took me off course, but it took me in that direction for a long time – because I learned so much more being on the playing field, being in that situation where everything is on the line in this one shot – and you talked about it, it might sound New Age-y to say visualization; to me it's not, because I work it every day.

Nick: Right.

Dave: It is what works. I became a world-ranked player before I even knew about doing this, and then later on after I retired, I had never allowed myself to be number one. I say allow, because that's half the battle, allowing yourself. That's why you do the visualization. So I decided after I took a young tennis player from #356 in the world to top 20 in the world. He is on the record books for being the fastest rise ever in the history of professional tennis and took him to the top. I said, "I want to see if I can do that with myself." So I went out and played senior tennis with one goal, that I was going to be number one, but I now had the process to do it. It was challenging, but I visualized it every day because in the

past when I got to the finals or got to the semis of a tournament, I would choke because I wasn't... my subconscious, just as you talked about, wasn't familiar with it. Your subconscious is going to go into whatever it is familiar with. Your outer conscious is going to go, "Yeah, I want to do this." But if you haven't gotten your 'buy in' from your subconscious, when you put pressure on, it's going to go to what it's familiar with. If it's familiar with you losing, you're going to lose. So I had to visualize and see so my subconscious would allow me, because it doesn't know what's real or not real. So once it got familiar with me winning, I then became number one.

Nick: Huh, that's funny to hear and somewhat hard to hear too because, man, I cannot tell you how many tennis tournaments I finished second in. I could not break through to that number one, because I wasn't like the guys who I kept meeting, they kept winning because they were used to winning. Right? They had learned how to win.

Dave: Right.

Nick: I hadn't learned subconsciously how to do it.

Dave: Same kind of thing happens all the time. We do the same thing with our finances. If we only can see ourselves at one level, and we might on the outside say, "No, I can see it differently," but I'm talking about your core. I'm talking about your subconscious. If your subconscious cannot see you at a higher level, you'll keep running into issues that will keep you down, and it's like a thermostat. You may have heard other people talk about that. You're at 72 degrees. If it gets really hot then the air conditioners come on and bring you down to 72. If it's cold and below that it's going to come up to 72. We do that with our finances.

If we only believe we're this, then when all of a sudden we get money in we'll find a way to get right back to where our subconscious believes and is comfortable. So you need to work. If you want to be extremely successful in business you need to practice this, really on a daily basis. That's what I do with business clients. Maybe I only talk to them once a week, but I give them practices to work every day, because if you're not doing it every day and you're not creating action, it is only inspiration. Everyone has been inspired, "Oh that's wonderful." But until you take action, you haven't incorporated it into your system as a habit.

Nick: I couldn't agree more, and you just started venturing into the business world a little bit. Let's talk a little bit about how you can create extreme focus and extreme results with your systems through business. Let's talk a little bit about some of the breaking points people are trying to get through, and then what you do to help them get to that. I'm sure there's a lot of people on the call who would love to help identify the types of things that, you know, seem a little nebulous right now what you can do for a business person, but let's talk a little bit about that.

Dave: All right, so like what we were just talking about. If you're very vague on your goals and you don't have a clear path that you have decided to take, and you're very clear about that, and you haven't spelled it out on paper because you have to give it power. By putting it first into words and then putting it on paper so you're clear, and then as I mentioned earlier, being distracted with everything. We get a thousand great thoughts every day, but if we don't stay focused on what it is that's truly important to us and keep that as a priority it's like rain. When rain comes, rain is a good thing, but when it rains a lot

and there's no channels for it, it floods and creates a disaster. But if the channels have been built, that same rain will create light in a city, it will create electricity because all that rain then gets channeled into a fine funnel, and that's the same thing we need to do with our brain on a day with a business plan.

We have to first know our plan and speak our plan, back it up with your daily intentions, back it up with visualizing so your mind can accept the success that you're worthy of giving. Everyone can do this, every one. It's funny, I've had people, I've had musicians that have had major hits, and they had a challenge in just allowing themselves to go to that level, but once they started seeing it and freeing themselves... we hold the key that locks us out from our success. That's why we need to have practice. So I do intentions. We get very clear on what it is. We start visualizing exactly what it is that we see so our subconscious gets very comfortable with that success, and then we check on it weekly to make sure we're on track. Again, I keep saying it's so easy to get distracted and get off course.

I have a client, the CEO of a company up in Toronto. I wish I came up with this, but it's his line. "That which is easy to do, is easy not to do." That is so true. What I coach is very easy to do, but it's very easy to overlook and not do, and yet those that do it are extremely successful. It's just a discipline. That's all it is. Knowing that that is what you need to do. One other thing is what you think about. Whatever you feed will grow. Whatever you starve will die. So if you focus on the, "Oh no, what about this, what about that, what about this?" Can you imagine an athlete going on the field and worried about this or that? Well, it happens all the time and disaster strikes for them rather than focus on, "This is what I'm going to do." And you want to feed that side of you...

Nick: I love that line. I'm going to remember that: Whatever you feed will grow. Whatever you starve will die. Certainly we've met those people who have a black cloud hanging over their head all the time, and it's because they're feeding that sense, right? It's a sad thing, but it is true. It almost seems... Some people even get caught up in it; it seems almost supernatural, the types of things that are happening to this person, like how can this possibly be the same thing happening to the same person over and over? It really comes down to kind of intention and the things that essentially you're looking for in life. I don't know how better to put it than that. It's the old example of whenever you start thinking about buying a new car and you're thinking about a red Mustang, you start seeing a ton of red Mustangs because that's what you're looking for.

Dave: Exactly, that's exactly it. Think about how we started this conversation, Nick. I talked about Scott Feldman. Now he's a pitcher right now that we can all watch and see. What did he say to me? "I feel like I had been in a dark cloud for two years." The other comments after that, he says, "All of a sudden, my teammates all make errors when I'm playing. They cannot seem to do anything right when I'm pitching. It's been one of these amazing things." I said, "Well, let's just decide to see your teammates playing great behind you, just being superb and not getting uptight if they don't, but supporting them." Well, it's amazing, in these last six wins he's had, his defense has been unbelievable.

We think, "Well, I have no control over that." Absolutely, your inner world really dictates your outer world. Most people live where their outer world dictates their inner world, and that's where we get screwed up. We let our situations dictate to us who we are rather than dictating the situations, and that all comes from consistently keeping your inner world clear. That's how you manifest everything.

This is not woo-woo stuff. I couldn't do this. I couldn't have the career I have if it wasn't extremely

effective. I'd be gone. I've been doing this for a long time, and my, because unfortunately in pro sports, fortunately or unfortunately, we have a scoreboard, and if I'm not getting results, I'm gone. These guys would not hang around and keep me going. When I did the US Olympic team and we went to the World Cup, we had the best results in the history of the sport. That doesn't happen by accident, it happens by a program that everyone commits to and trusts in and helps support each other in. That's how that happens.

Nick: Let me ask this Dave, this is probably a pretty deep question, and if we don't have time to answer it, don't answer it, but I'm intrigued, as I'm sure you are. I know you're a Christian guy, your dad is a chaplain in the navy, I'm a Christian guy, not that everyone on this call needs to be or has to be, I often find that some people are diametrically-opposed, particularly if they are Christian, to some of these views. Because some of the things you're talking about really sound almost like some of the principles Napoleon Hill talks about, and you're talking about manifestation, which is a concept that's talked about in *The Secret* a lot, and a lot of the people who are involved in *The Secret* are very involved in other spiritual beliefs and thoughts. How do you reconcile the two? Because I don't find many people who can.

Dave: Well, again, I don't want to force my belief on anybody else, but yeah I did come up with a chaplain who, at Iwo Jima where they put up the flag, he led the charge at Iwo Jima without a gun and without a Bible. Now that's a lot of faith, and he led that charge and gave communion on his belly. So he taught me a lot about faith and trusting in who you are. For me, it's really interesting. Everything I teach actually is Biblical. I don't come out and say that.

Nick: Right.

Dave: But there isn't one thing that I've said today that isn't strictly what Jesus taught. I'll be honest with you. It's done unto you as you believe. Okay.

Nick: Yep.

Dave: That's a big statement. I actually have a pastor friend who I dearly love. He married Cathy and myself 26 years ago, and we decided to have a phone call every Friday. So at 9:30 for a half hour, it's a great mentorship back and forth between us, but it's so much fun because with him, when we talk about, I always tell him what's happened during the week and what's going on with the players, and I tell him how I'm dealing with them, he always puts scripture behind it. I always just have to laugh, and I go, "Wow." He just opened my eyes to how basic this is. These are the same principles. These don't deviate from what Christ taught. They really don't deviate from a lot of faiths. At the core, it's all pretty much the same. It's when we try to make it ourselves and say, "This is the only way, and I'm right and you're wrong" is when we get separated from the core, but if you keep it to the core, to the basics, many faiths speak this. I happen to be Christian so I hear it through the voice of Jesus. That's just how I hear it. So that's how I reconcile it.

Nick: I love it. Also, something that I thought really turned on a light bulb in my head was when you pointed out the fact that those things that are easy to do, are so easy not to do. I cannot tell you how many people I've seen buy information products or buy some new gadget on an infomercial or whatever it is, and they're so pissed off that this thing is not worth the money or whatever because I've heard all that stuff before, but you haven't done any of it. It's so funny, that just really hit home because, yeah the

stuff that is so easy and so simple not to do, and it's because you're not doing it that you're not having the success you want. It doesn't matter how simple that secret is. If you're not going to take action on it, it doesn't really matter. I absolutely love that.

Now, I've also heard you say in the past you have to create winning habits to play as a champion in sports or in business. Can you give us an example of a winning habit that can be used to help create our own championship winning game plan inside our personal and business lives? I'm sure athletes can do the same thing, but let's gear it toward business here.

Dave: Absolutely, well one that we already talked about is when you get up, let's say on a Monday morning, you get up and you set your intentions for today and maybe for the week. You come up with your intentions, and so that's clarifying it. Write it, have a book, write it down.

Then one that I love, I love this, and it's so simple that I don't do it all the time. Isn't that funny how things are so simple we don't do, but when you go to bed at night, write three wins of the day. Remember what I said, what you feed will grow and what you starve will die. Well, think about how much better you'll sleep if you go...because sometimes you're like, "Oh my god, we had this, oh my god we had that," and you sleep uncomfortably, you don't sleep. But if you create a habit every day of writing just three wins, we all have wins, believe it or not, even on our worst days. "Hey, I got out of bed today." That's a win in many people's lives. So it's just – start to recognize where you want to put your focus, and positive momentum attracts positive results. Negativity attracts negativity. That's scientific. It happens in life too. We pull, we attract what we focus on. So every night just write three wins.

I remember a few years back I was coaching. I was on the San Diego State's football team as a mental performance coach for them, and they had a great, great group of guys. I loved the team, but we were really struggling because we had so many injuries. I remember going home and just going, "Ohh!" after a really tough loss. We lost in the fourth quarter by three points on our last-minute field goal, and I was just, "Oh man!" I was lying in bed in misery and all of the sudden I said, "Wait a minute, I got to practice what I preach." I wrote down three things that I enjoyed about coaching that team. Being on the field for competitive high-level football is unbelievable for me. I said, "You know what, I'm not going to let that take me down...I was on the field tonight, I was part of that." So I put that down. I don't remember the other two things. My attitude totally shifted, and the rest of the season my attitude shifted so much so that it was a difference, I think I even was better with the team and we started winning. Now how much of that is because of me, I don't know.

But I also had the same thing happen when I was in Pittsburgh and the pitching coach for the Pirates at the time was a dear friend of mine. He used to be the pitching coach for the Dodgers when I worked with the Dodgers. I asked him, "How do you like being here in Pittsburgh?" He says, "Well, I love it, but I hate the losing." Back then they were losing a lot. They had the worst record in baseball. I told him to do the three wins, and that game they were playing Houston and Houston beat them 11-1. That's pretty tough on a pitching coach. Afterward I went down to the locker room. Actually I was there to be with some players, with the Astros, and I saw him in the hallway, and I said, "Hey Jim, Jim." And he didn't hear me and I said, "Jim." And he turned and he goes, "Oh, sorry! I was just too busy trying to think about my three wins for today." We kind of laughed, and he goes, "But I got one." I said, "Really? Well, that's a start, what's the one?" He says, "Our lunch today."

And then it was so funny, three weeks later he came out to play the Dodgers, and I hadn't talked to him since, and actually the Pirates had gone from the worst record in baseball, those three weeks to having the best record in baseball. He called me when he came into town, and I said, "So how's it going?" He says, "You know, I like these three wins at night." And I said, "Well, that's awesome. I like your record change." And he goes, "Well, I don't think it has anything to do with this." And I go, "Okay, we don't have to get you to buy into that, but at least you're living life and you're enjoying life more." I asked one of his pitchers, I said, "Does it make a difference when he comes out to the mound with that kind of attitude during a tough situation?" He goes, "Oh, absolutely."

You can tell I'm a storyteller, and the reason I do it is I want it to be memorable so you decide that you stick with this. You don't just hear it, but you actually turn it into action, so it can become a habit.

Nick: I love it. All right, man, well I don't want to keep you too much longer, but would you mind sharing with us? You kind of teased us earlier, would you mind sharing one of your visualizations with us? I think it would be very helpful for everybody.

Dave: I'd love it. Yeah, I'd love to share that. I'm known so often now as the Viz Guy, which is funny, but I would love to share that with you. I want to say one thing just for a moment for those listening. If you have kids or with even your own business, we are starting this whole program called Extreme Focus. It's not up yet. It's extremefocus.com and a lot of these principles, everything I'm talking about, and I share... I have big league baseball players, NFL superstars, all helping to get this way of living and what I've been working on for years out there, so be looking for it coming up in the near future.

Nick: Sure, everyone needs to check that out for sure.

Dave: Great, so here we go. First of all, when I do a visualization, the very first thing we do before anyone closes their eyes, get ready to close your eyes, but before you do I want you to just take a moment and be grateful. Be grateful for Nick. Nick does these wonderful things, and he has these calls, and I've listened to a few of them, and they're really good people and really good information, so just take a moment and be grateful for that. Be grateful for who you are and the things you have. Remember I talk about what you want to focus on. Gratitude is strength. So just ground yourself in that gratitude because you will be lifted up right now into what I call a higher vibration. So just feel, just take that moment and think about all the things you have, not what you don't have, but think of the wonderful things that you have.

Now go ahead and close your eyes. I want you to see a gate. Now as you see your gate, and it can be any kind of gate. You're the architect, you're the creator, but see a gate and now pass through that gate. Now as you pass through that gate I want you to come into this place that's so beautiful, so magnificent, and it's full of nature. Now it can be a place that you've been to before that you love. It could be a combination of places or it could be something that you're creating right now, but find the beauty here in nature.

What I want you to do is tap into this incredible energy that's in nature. Just by connecting to it, you're going to be lifted up. So what I want you to do is to start breathing that energy in, because nature loves to be appreciated. When you take the time to appreciate nature you'll just watch that energy exchange with you. So breathe through your nose deeply, all the way to the pit of your stomach and hold, and then

breathe out your mouth, haaaaa - exhale! With every breath in, you're breathing in a strength beyond your own strength, and you're breathing out any negative thoughts. You're breathing in, and you can feel yourself being lifted right now. You have situations in your life, you want to be able to lift above them. You don't want to stay in the old situation. You want to lift above it and step outside of it. Right now you're being lifted up so you have a strength beyond your own strength right now, and you can feel that strength.

So in that strength now, I want you to walk and see a gate at the other end, and when you walk out through that gate I want to see you walk on to (in the sports world I have them walk on to their field), and right now I want you to walk into your office, walk into your home. I want you to see yourself, I want you to see yourself working in the way that you think is awesome. Your life is right on the money just because of the way that you're dealing with things. See yourself successful in what you're going for. You've stated your goals and watched yourself checking off your goals. Watch yourself checking off your intentions that day. Watch yourself at the end of the evening writing down those three wins, and seeing how great that feels when you go to bed, and how refreshed you wake up in the morning.

See the ideal car. Maybe you're already driving it, but just be in it and see how awesome it is for you. You have earned this right. Allow yourself just to open up and see yourself working. See how you deal with other people with integrity. Feel how good that feels to be so straightforward. That in itself is a huge gift that people just pass over. They don't even see the magnificence of that, of just living in complete integrity. What a great thing that you're watching. It's like you're watching television and you really like this person, and it happens to be you. Feel that and own that completely.

Now in that strength of knowing and trusting and feeling that strength, go ahead now and walk back through the gate, come back into this place of peace and beauty, relax and enjoy it. It's so great to see yourself moving forward every day and then come and always have this place to come to, to relax and enjoy it. This is always here for you. See a well of running water, fresh clear water. It's the coldest coolest water, and you just drink it and it's so pure, and it's healing to you right now. You can feel yourself reenergize. You can feel the strength that's going in you as you drink this water. You feel it completely from your head to your toes. Ahhhhhh, this is good. You can feel the peace you have in your heart. This is the strength that you can live in every single day. So now walk in that strength, walk in that knowing and walk out through that first gate and open your eyes.

Nick: It feels good.

Dave: All right, man, you guys got to see. That's exactly what I do with players before they walk on the field. I have one particular player who plays for the Tampa Bay Rays. He calls me every game in the locker room just before he walks out on the field and basically we go through his intentions and then we do that visualization. I do that with all my players. Some like it the night before, so they can sleep and as they're sleeping they're gaining ground. Some like it just before game time. You decide what works best for you in your life because this game is your game. It doesn't have to be a sports field. It's a game that you should embrace and enjoy every aspect.

Nick: That's incredible stuff, man. Very powerful stuff, Dave, and I greatly respect not just your success but your willingness to give, and thank you so much for giving to everyone else on line here today. I'm sure everyone will be anxiously awaiting your new site to come up and how we can continue

to get that great advice from you. How could people reach you independently if they want to get some private coaching from you?

Dave: Well, if they want to get a hold of me now, I can just go ahead if you want, and I'll give you my e-mail address which is: d-a-a, it's David Arthur Austin—hey, how clever I am: daa@mindworks2.com

Nick: Cool, so d-a-a...

Dave: daa@mindworks2.com That's really the best way to reach out to me right now. If you forget that, you can go to the existing webpage, ExceedPotential.com, and you can e-mail info. It'll show you how you can get a hold of me, but soon Extreme Focus will be up, and I cannot be more excited about sharing this with a lot more people than just my own private clients.

Nick: Awesome, man, and any of you guys can always find Dave through me too if you forget, just kick me an e-mail, and I'll connect you over. Dave, thanks a ton, I appreciate your time. I look forward to seeing you again sometime soon, man. Thanks again.

Dave: Hey, thanks Nick, and again, I mean it. Thanks for what you do, helping light people up. The more great leaders that allow themselves to absorb the wisdom that you're passing through right now is awesome.

Nick: Thank you so much my friend, we'll talk soon.

Dave: All right thanks.

Nick: All right bye.

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