YOUR AHA MOMENT!

UNLOCK YOUR DESTINY

An 8-Step Guide To Map Out Your Future



STEF LAU

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Stef Lau

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FIRST EDITION 2019

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TABLE OF CONTENT

Foreword ---------- P. 1

About The Author ---------- P. 2

Guidelines ---------- P. 9

Chapter 1 - Celebrate Your Downs ---------- P. 11

Chapter 2 - Stop Depriving With A Scarcity Mindset ---------- P. 24

Chapter 3 - Start Thriving With An Abundance Mindset ---------- P. 44

Chapter 4 - Follow Your Soul ---------- P. 55

Chapter 5 - Elevate Your Game ---------- P. 67

Chapter 6 - Appreciate Your Ups ---------- P. 79

Chapter 7 - Connect Your Dots ---------- P. 84

Chapter 8 - Craft Your Future ---------- P. 93

Your Destiny Map ---------- P. 96

Acknowledgement ---------- P. 97

FOREWORD

Looking backwards, one year ago (the end of Dec 2018) while I was writing my new year resolution for 2019, I have decided to write a book. I was completely in an “achiever” mode by that time, I wanted to achieve so many goals to make me feel successful, to make me feel satisfied, to make me feel valuable.

Curious, do you also have this habit of setting goals every year too? How do you do that? I guess I am not the only one on this planet having this mindset and intention to make things happen. Perhaps there is a part of you that resonates with me.

Fast forward to this exact moment right now, while I am typing this sentence, it is 6 November, 2019 10:06am (yes it is still within 2019). But right here right now, my mindset and intention of writing this book is never the same as one year ago. It is not about my achievement anymore, nor about my success anymore.

Oppositely, I come from a place of abundance and love, sharing my experience to serve you. I really feel the shift from an inward energy satisfying me to an outward energy contributing to you.

You may be curious what that shift is and what has happened in this one year. Now I am about to share with you. Before writing this whole book, I have set an intention to add value to you, to inspire you, to motivate you with my loving heart.

I will hold you accountable to take action and be the better version of yourself that you feel truly alive and thrive.

Love,
Stef

ABOUT THE AUTHOR



Stef Lau is a motivational speaker, entrepreneur and visionary leader with a playful smile. She shares successful mindset hacks to motivate millions of lives.

During her college studies, she has already been representing Hong Kong to participate in worldwide GO (Chinese chess) competitions. With over 10 years practising her strategic and creative mindset in addition to being a high-energy entrepreneur after graduation at Harvard University, Stef has a burning passion to inspire people to adopt the successful mindset and tap into their greatness.

Besides that, her full dedication, discipline, consistency and persistence in the 100km fundraising hike has completely transformed her character into a “walk-the-talk” person. Her sharings are from her own experience with authenticity and vulnerability.

Specialized in public speaking, presentation and team building, Stef’s innate ability and enthusiasm to motivate and engage with audience has contributed to the success of different corporate trainings, facilitations and speaking events.

Stef is born in Australia, raised in Hong Kong, and studied in the UK as well as the States. This strong multifaceted background helps her to communicate and work easily with people from all around the world. On top of that, with her strong mastery in English, Cantonese and Putonghua, at the age of 27, she already has international B2B and B2C clients from Hong Kong, Singapore, India, China, Hungary, Vietnam etc. to adopt leadership, speaking, innovative strategies, methods and mindset from her.

Although her years of experience in speaking, coaching and training field is relatively short, Stef has worked with multiple big organizations including Government departments, L'Oreal, Bossini, Stan Group, The Wave, HKU, HKCSS, Toastmasters International, JCI, European Innovation Academy, secondary schools and many more.






JCI
a quick poll.
Who wants to be happier at work?
Who wants 2019 to be your best year ever?
Who wants both?





Behind every successful person, there's a coach.

Steve Jobs had Bill Campbell to help Apple to grow to a trillion dollar IT industry. Tony Robbins had Jim Rohn to develop one of the leading self-development field to impact almost million lives. Tiger Woods had Butch Harmon that led him to win 8 major golf tournaments.

Did you know that by having a coach increase your chance by **86%!**

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Message me:

steflaumotivation

LIFE WINNER!



Gordon Kayu Tam recommends **Stef Lau.**
May 8 ·

Stef has her magic way to unlock your potential and realise how amazing you are. She is a coach with excellent drive and great passion - a real-life example of how you should live your life!



Stan Tang

We are happy to have Stef in our team. She fits very well at the Wave and has been working closely with the whole team to promote Innovation and Entrepreneurship culture. She has great experience to facilitate our talents to create and excel.

If you want to hire someone to inspire your team to adopt an innovative entrepreneur mindset, I would highly recommend Stef to help you.



Stef is a very energetic speaker. Her methodology and advice are practical and useful to our audience in our JCI Peninsula Business Affairs project event. She can motivate and create the atmosphere that everyone can enjoy and learn from the sharing session. Looking forward to future collaboration!

Carl Chan, Business Affairs Director, JCI Peninsula 10:13 AM



NICOLETTE TONG

Executive Vice President, The Wave

"Stef is just an amazing person who inspires my team to build constructive and feasible innovative ideas on job duties. Her personality and high energy has great influence in building team culture and creative problem solving. If you are looking to work with someone who can motivate your young talents, I highly recommend her in highest regards."



Herman Tsui, CPA, CISA

Senior Manager at Citylinkers Corporate Advisory Services Limited

July 25, 2019, Herman was a client of Stef's

I invited Stef to host a teambuilding workshop for a group of young professionals because she is an energetic and passionate trainer with a lot of fun ideas. I browsed through her website, watched a few of her videos and decided that she was the one that could help these young professionals to bond with each other.

After working with her, I definitely didn't regret my decision to invite her. Stef delivered her work in a manner that exceeded our expectation! Stef was able to lighten up the atmosphere and grabbed everyone's attention during the session. The games that she designed for the participants were meaningful and fun. She also had spent considerable one-on-one time with each of our participants and helped answer a lot of their questions.

If you want to hire Stef for a training session, i would recommend her without any reservations. See less



Miles Yuen recommends Stef Lau.

8 months ago ·

Stef has helped me to be more confidence. Along the 1-1 entrepreneurial coaching journey, I successfully adopted a new identity being a professional photographer. She is such an excellent coach! The coaching sessions were inspiring, mind-blowing, life changing! **#joinstef** if you want tbe extraordinary!



Jewel Ho recommends Stef Lau.

8 months ago ·

I really like Stef as my life and entrepreneurial coach. She is not only patient, but also a great listener. She is able to consolidate the ideas I had and reflect back to me. She also identifies areas that I miss out and turn them into actionable solutions and I can see results of that. This journey is meaningful, powerful, valuable.



SANDRA METSIS

Head of APAC, European Innovation Academy

"We have a great honour to have Stef Lau as our keynote speaker. The teams were a bit struggling on the first days, finding their ways around everything. But after her great workshop, they were very motivated and the energy level was really high. She handled the millennials very well. She got the team dynamics right so we were very happy with that. We highly recommend Stef to host a workshop and coach people because she knows her ways what motivate young people and get them going."



Sun Jieming recommends Stef Lau.

6 months ago ·

Thanks again for the awesome talk yesterday! Your workshop on how to discover your passion was my favorite part of the evening, and helped me tie together a lot of things that I've been thinking about over the past few months.

GUIDELINES

Before we get into the core of this book, please read this session very carefully. This is super important! After you know my intention of writing this book, I want to know what is your intention of reading this book.

Are you here just to get some information or inspiration?
If yes, this book is not for you unfortunately.

But if you really want to elevate your life and expand yourself, here are some suggestions for you:

#1 Do the work.

Knowing how the gym equipment works won't give you a fit body, you need to do the exercise yourself to keep fit and stay healthy.

Hearing my experience, understanding the concept, reading the tasks but doing nothing won't help you at all. You even waste your time reading the words.

I suggest you not to start reading it if you are not ready for it. I won't feel bad if you put it back to the bookshelf and wait for the right moment to read it again.

But if you choose to commit and decide (I mean not try, or let's see if I can) to grow yourself, follow step-by-step, trust the process and I guarantee you will become a better person after walking through all the pages.

#2 Be the author and leader

I write this book not to look for fans or followers, instead I am looking for authors and leaders to co-impact and co-change the world together. We are all authors and leaders of our lives. We write our futures; we write our destinies. We lead our own self, we lead others to become leaders.

I would love you to share your experience with me by any channels (email: hello@steflau.com; FB: steflaumotivation; or even meet up) so I can add your stories and transformations into the upcoming versions to further inspire others.

Remember, “Your life is not about you, it is about the life of others that you touch. My life is not about me, it is about we.”

#3 Don’t listen to me.

While reading the book and doing the work, you may not want to hear or agree with some of the content I share.

That is okay because at the end of the day you choose what you want in your life, you choose how you live your life.

You are 100% in control of your destiny.

Therefore you don’t need to listen to what others say. Trust yourself.

CHAPTER 1 - CELEBRATE YOUR DOWNS

Congratulations! You are going to create your own destiny very soon! Didn't I mention to you that this book is not about me, but we? Therefore, you are going to do the work (not hard work, just some work) to design your own future.

I would love you to enjoy and have fun while reading the book. So I have prepared some mini tasks for you to do and crack the puzzle which is in the middle of the book - the map.

Don’t panic, it won’t take too long to complete them but remember the secret of the puzzle is inside the tasks, therefore don’t take it lightly.

Now…… let’s begin!

21 March, 2019 it was my last day of work for a company. I was alive and free to run my own coaching business! Finally, I made my dream come true to become an entrepreneur.

When I was young, I have been dreaming about starting my own business and making a lot of money. I still remembered in university, my professor told me that business is only about maximizing profits, that’s the only measurement of a business. By that time, I thought this was the right belief and one single reason to start a company.

I thought I was 100% a winner in my life, accomplishing my dream to become a boss! I told everyone on social media with a big smile on the face, I felt proud in front of others, I looked smart in front of my parents, I dressed professionally in front of my clients.

I worked really hard, preparing a lot of great content to inspire others, calling prospect clients to help them, reaching out companies to give proposals.

I desperately wanted to be successful.
I desperately wanted to be a great coach.
I desperately wanted to be well-known in the coaching and training industry.

So I actively looked for so many opportunities and took massive actions to achieve my goal, I meant money goal.

At the beginning, I was really passionate to look for customers after getting my first one without effort. I worked 9am-9pm Monday to Sunday, my brain never stopped thinking about my business. I linked everything to my business.

For example, when I saw a mum treating her daughter great, I linked it with my business. For example, I saw a couple arguing, I linked it with my business. Actually there was not much correlation between them, but because in my mind, nothing was more important than that, therefore I dreamt about it all day long. I was overwhelmed and completely drown into my business.

Have you ever gone through similar cases where you are totally committed into something that you are "blind" - not seeing anything outside your little mental box?

But then, after a few months of hard work, I still couldn't attract good customers who were willing to pay me at a decent fee. I have tried many different ways and strategies to find clients but things were not going my way. I started to feel very stressed and panic because I have spent hours and hours working really hard on my coaching business but no one appreciated my effort to buy my service.

For those who know me for a long time, they will say Stef is a very positive, energetic, lively person. She always has that enthusiasm whenever she faces a challenge. She always has that high energy vibe to motivate others. Her big smile is always on the face, seeing everything as beautiful e.g. when she steps onto a dog poo, she still thinks she is lucky (well, that may not be the best explanation).

But since June 2019, I started to drop.
My enthusiasm dropped.
My energy level dropped.
My smile on the face dropped.

Let me tell you the *story*.

1st Down Moment: Non-committed client

My ever first customer paid me a decent amount of money for a 6-months coaching program. We had our coaching sessions nearly every week. Things were doing great, but all of a sudden I couldn't reach out to her. I emailed her, I called her, I messaged her but still couldn't find her.

One day she talked to me saying that I was not a good coach. I was shocked, so I asked her, "How I could improve? I am willing to learn from your feedback. Please kindly share with me how can I do better?"

Unfortunately, from that day onwards, she never got back to me (not even till today). That period of time I felt really sad, I started doubting and questioning myself "Am I really a bad coach? Shall I give her back the money? But is this my fault?" Deep inside my mind, I felt really guilty about myself signing her but not maximizing my value that I could give to her.

I felt so down…Why me?

2nd Down Moment: Ask for refund

I was on the call with a potential client and we aligned our goals and timeline with full commitment. We were ready to start the coaching program in 2 months later. She paid me in full price and she was ready to transform her life.

Everything sounded great, we were both very excited when we got off the call. I started to gather more tools and strategies to help her realizing her goals. I was well prepared to help her, to hold her accountable for taking actions to move towards her objective.

One day while I was hiking in a really good mood, I received her message that she wanted to refund because of her personal issues. Again I was completely out of my mind because that was not in my plan at all.

I asked her what happened and she gave me a reason that didn't sound reasonable. I didn't think I did anything wrong so I refused to refund her even though we haven't started out first session.

But she challenged me critically, reminding me that I have put "100% guarantee without questions asked" on the website. She even threatened me that she may find lawyers to sue me if I don't refund her. I was really scared and felt extremely depressed.
I judged myself hardly this time "What have I done wrongly? Am I offering bad service to harm people?" I had no choice but refunded her. But deep inside my mind, I wanted to revenge.

I felt so down… Why me?

3rd Down Moment: Horrifying environment and economy

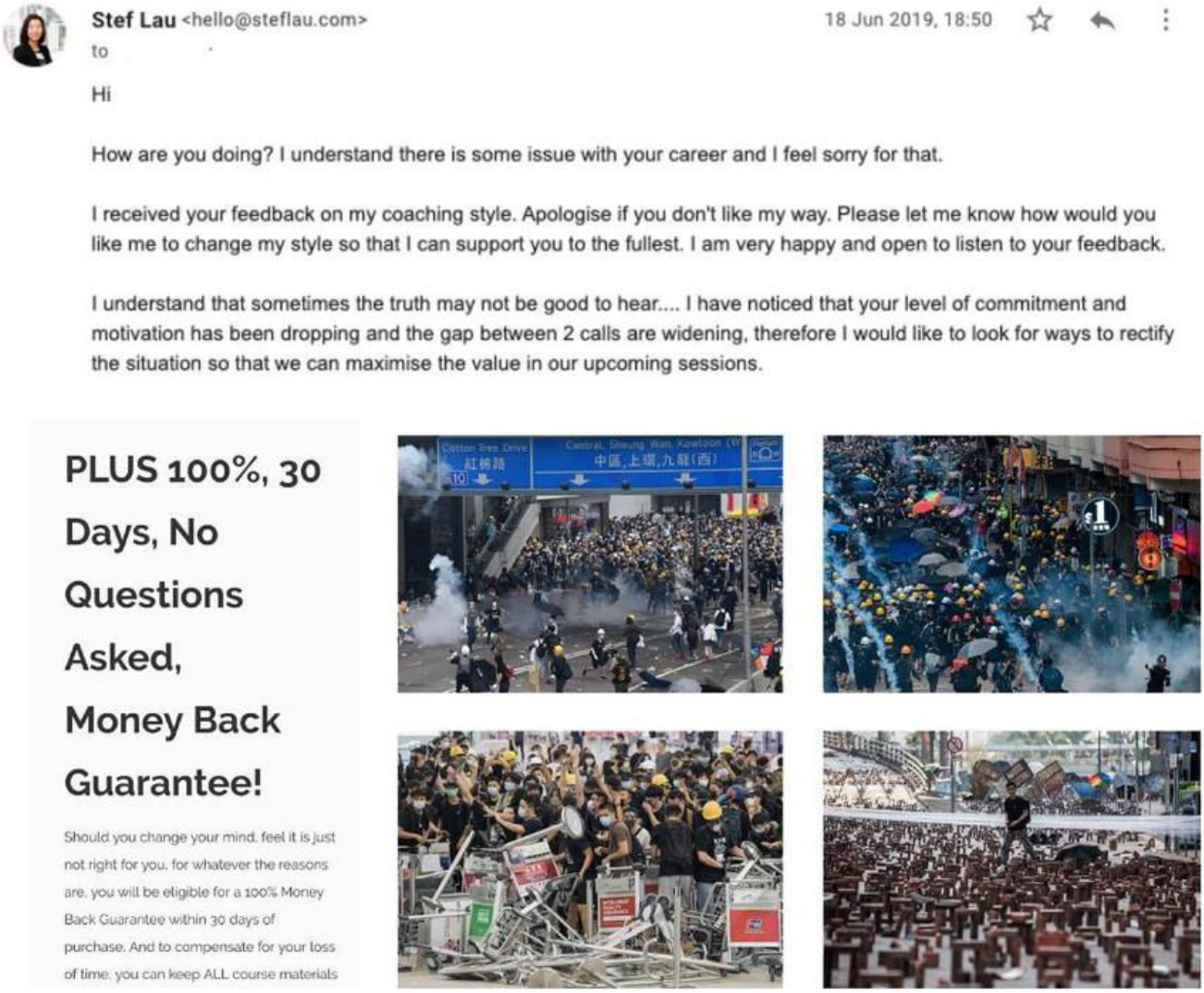
Regardless of where you live, I am sure you have heard about the massive protest in Hong Kong since June 2019. By that time, I was living in Hong Kong. Everyone was talking about it.

When I opened the social media app, it was all about fighting. When I chatted with friends, it was all about complaining. When I turned on the television, it was all about hurting. When I read the newspaper it was all about violence.

Being in this environment, no matter how positive one person is, he/she feels negative and the energy is drained from this movement.

But most importantly, it damaged the economy severely. Majority of people were not spending money. Many shops were closed. Many employees were fired. My business was stagnant; no one was thinking about elevating their lives through coaching, no company was thinking about growing their staff through corporate training.
I was imagining “What’s wrong with me? What’s wrong with Hong Kong? What’s wrong with the world? Why everything is hindering me?”

I felt so down… Why me?



I don’t want to continue sharing my story with you. Now I feel really annoying passing all the negative energy and emotions to people. I write them out only because I want you to feel that sadness, that depression, that negativity coming through me.

If you are still following me, is there a part of you trying to relate your own incidents with me?

Remember you have committed to do the work I ask you to do?

All the tasks are not difficult; you just need to be honest to yourself.

And here comes the first one.

Don’t skip it, don’t read the entire book once and come back to the tasks because you will never have the same feeling as the first time reading it.

Are you ready? Grab your pencil now!

YOUR TASK

I have shared some really “down moments” about my life (I am sure you can feel it). Now it is your turn to write your “down moments” that you remember vividly.

Step 1: List out ALL the significant “down moments” that affect your life to a great extent.

For example:
#1 Non-committed client
#2 Ask for refund
#3 Horrifying environment and economy
#4 Bad business partner
#5 Lack of family support
#6 Waste a lot of money on advertising
…

Your Down Moment List:

Step 2: Pick 3 key "down moments" and write a paragraph for each incident like me to explain the situation.

1st Down Moment: _____
Description:

2nd Down Moment: _____
Description:

3rd Down Moment: _____

Description:

MAP YOUR JOURNEY

Here comes my favourite part!

In each chapter, you will have one task to do. After doing it, you will need to answer one question related to the task. And you need to circle the dot on the map – Your Destiny Map. Then you are required to draw a line to connect the dots.

This means everyone' map should be different as it is completely personal to you! How exciting it is! End up let's see what will you draw after completing all the tasks.

Question:
How many "down moments" did you write down?

a) *0-3 incidents: Circle "3"*
b) *4-8 incidents: Circle "48"*
c) *9-15 incidents: Circle "915"*
d) *More than 15 incidents: Circle "1500"*

*For example, if you list out 5 down moments, which lays in "b) 4-8 incidents", therefore you will circle the number "48" on the map.

No matter how many “down moments” you could think of, I want to celebrate with you now! Use your right hand to tap your back and say “(Your name), you have done a great job!” I love you very much.” Yeah, I know that sounds a little bit crazy, but trust me on every mini task that I ask you to do, it is going to benefit you a lot.

So you may ask me, “Why we should celebrate now? Stef, you have dug out so many down moments of me, I need some time to feel emotionally bad and I want to cry for a bit…”

If that’s you, then I cannot stop congratulating you, because you have put a lot of effort and hard work in the task and I want you to know that you are planting so many beautiful seeds in your garden.

As Napoleon Hill, author of “Think And Grow Rich”, quoted "Every adversity, every failure, every heartache carries with it the seed of an equal or greater benefit."

But for those who didn’t do the work, they won’t understand how you feel. Just like I ask Person A and Person B to run 10km, Person A came back to me with a lot of sweat sharing his experience and Person B didn’t move at all so she will never be on the same page as us.

As I mentioned, you have planted so many beautiful seeds in your garden, because you are willing to dig the holes, the deep holes in your heart. I understand you won’t feel good doing that (I have gone through the same process).

But now when you have an overview of your garden seeing there are so many holes, you know it is the right time to plant the seeds in those holes, be patient and have faith they will grow into beautiful fruits.

A fruit tree (or any other plants) first grows its roots deep down inside the soil, which is the foundation. Then it grows its trunk up, and the fruit will always be the last bit to grow. This is exactly the same how humans grow.

We feel down, but think about that - we physically go through it (because you are still alive at this moment! And your bad experiences were already past tense), which means you start digging a hole to let yourself go deep inside your heart and learn to be resilient under unexpected/ bad circumstances. Then you slowly recover and start growing the trunk up and others start seeing you transforming. And ultimately we continue to grow until we grow the beautiful fruits and harvest them.

Let me give you another example - hiking a mountain. Imagine you have been hiking for 5 hours already and you feel exhausted when you walk up the slope. You may want to give up in the middle of the mountain, but unfortunately, I am sorry to tell you that you have no trail to quit and leave the mountain.

Therefore it is a better choice to keep moving forward to reach the next checkpoint. And after a tiring journey of 10 hours, when you zoom out and look back at what you have achieved, you will be amazed you have climbed up to a tall mountain! And what makes that mountain tall? Because it is deep enough.

Same as our life journey. If we get hurt, if we feel painful, if we experience pain deeply, imagine how resilient we will be to bounce back and hit a peak!

Now I think you get what I mean, so shall we open the champagne tonight? Cheers!

QUOTE OF THE CHAPTER

"Celebrate Your Downs Because It Is The Prelude Of Your Ups."

REFLECTIVE PICTURE



CHAPTER 2 - STOP DEPRIVING WITH A SCARCITY MINDSET

Hey my friend, how are you feeling now after taking massive actions in chapter 1? Feeling awesome? I do! I feel awesome after writing chapter 1. I am also taking massive actions like you too. Writing a book isn't an easy task, same as what you have done. We both put the hard work here, so high five here!

By the say, still remember all the “sh*ts” that happened to me on my business? All the negative happenings that came to me within a few months. By that time, I was really depressed. What I could only see, feel and hear are

“I am not good enough.”
“ I don’t have enough experience.”
“The economy is not ready for me.”
“I am not a successful entrepreneur.”
“I don’t have sales.”
“I attract bad customers because I am bad too.”
“My business doesn’t work in Hong Kong as well as in other countries.”
“I might be too young to start a business by myself.”

I literally felt that my mindset has drastically changed in a bad way. I consciously knew that all of a sudden, my mind has completely shrunk. All my feelings were related to

- NOs
- NOTs
- LACKs
- LIMITATIONs
- CANNOTs
- DOESN’Ts
- DON’Ts
- NOT ENOUGHs.

One word to conclude - SCARCITY.

I have been chasing for achievement, success, clients, sales, deals, recognition, appreciation, awareness, social proof, support from others, opportunities, fame, money… And perhaps many more.

I asked myself again "Did I also have a scarcity mindset when I was still working for a company before?" Actually yes, since long time ago, I found out that I already didn't love myself that much. I always felt I was not good enough to take up a role, I was too young to participate in a project, I was not ready to speak on stage… I had a lot of self doubt and self judgement and I constantly looked for social approval and acceptance, especially from my parents.

Now when I look back, I found that a lot of my behaviours matched with this mindset. As we know

" **BELIEF** (leads to) **FEELINGS** (leads to) **ACTIONS** (leads to) **RESULTS** "

Beliefs and feelings (to be seen as our internal world) are built from our childhood and past experiences. Through taking actions (act like a bridge), we see the results (to be seen as our external world).

Therefore when you look at the results of a person, you can actually work backwards to guess his/ her belief system.

Let me share with you a very significant experience of mine here:

In 2018 February, my working colleague challenged me to complete a 100m team hike within 48 hours. Without hesitation, I accepted it because my ego wanted to win so much and most importantly I wanted to prove to my parents and friends that I am super. I knew it would be a huge breakthrough and achievement in my life if I can complete this impossible challenge.

I desperately wanted to accomplish this goal, therefore I put a lot of effort in picking great teammates. I took the lead to motivate the whole team to practise every Saturday and set goals (complete 100km within 36 hours) and strategies to accomplish it.

Without skipping any weekend of practise, after 9 months, everything went well. Our physique greatly improved and we were all so pumped to complete the hike.

On our big day 15 Nov, 2018, we had everything ready - our motivation, our gear, our physique and our support team! Our morale was super high. We had a burning desire to complete the 100km hike no matter what!

(This video captures the whole 9 months of practising and our big day: www.bit.ly/trailninjas100km)



During the hike, we had so many ups and downs, we wanted to give up a few times. The weather was not benefiting us, my teammate got injured, we over-rested and couldn't recharge our energy… and we even lost one teammate due to the foggy environment!

Luckily, after overcoming all the setbacks, finally after 33 hours 24 minutes (at 11:17pm on 16 November 2018), we together as a team of 4 held hands in hands up in the air passed the finishing line! It was one of my biggest moments in life because I felt really super and great!



I thought I have transformed so much after being so disciplined and persistent for nearly a year of practising hard to achieve a goal…

But the most surprising thing was that I realised that the next morning straightaway after the hike, I felt extremely depressed.

I couldn't understand what was happening to me because there is no way I shall have this emotion… I asked how my other 3 teammates felt and they all felt awesome. So I started to self-talk and I finally I found the answer.

I felt so depressed because I have accomplished this goal and I felt really empty inside as there wasn't the next goal for me to chase. Also I knew that this super dream team was going to break as we won't practise together anymore and enjoyed our beautiful moments in the mountain.

Let's stop here. How are you feeling right now? Are you holding you stomach and laughing at me non-stop? Or are you recalling a fraction of your memory having similar experience like me?

If it is the latter one, there is a high chance you are having a similar mindset like me - SCARCITY - seeing there is no hope in the future and focusing too much on chasing goals and forget about the beautiful journey. Instead I should think about who I have become after these 9 months, I will forever own those long-lasting beautiful values forever.

"I am grateful to become more persistent."
"I am grateful to become more positive."
"I am grateful to become more organized."
"I am grateful to become more detail-minded."
"I am grateful to become a better team leader."
"I am grateful to become a better teammate."
"I am grateful to become more motivated."
"I am grateful to become more resilient."
"I am grateful to become more disciplined."
"I am grateful to become more connected to the nature."

And then I started feeling more abundant when I shifted my focus on owning these beautiful attributes inside me...

Can you see the big difference?

From a scarcity mindset seeing everything negative, everything is limited and with fear, with a little shift in my belief system to an abundance mindset, I start seeing everything positive, everything is unlimited and with courage.

Can you really feel the shift?

Remember, facts are just facts. They are neutral. It is all about how we see and interpret them which give us a feeling/ thought/ belief/ opinion about it.

Let me give you another example to demonstrate.

2 years ago, I have been sharing content on social media about positivity, motivation, inspiration and many more good stuff. My intention was about great sharing good vibes, however I realise I cared so much about the engagement of the posts. I focused so much on the likes, comments, shares… If I receive very low engagement, I will immediately feel really bad and then delete and re-post it later, hoping to get more likes.



And in most times when I made up my own content, especially videos, I came from a place of lack that I would one day run out of good stories to share one day, then perhaps I should save them for now or post them less often. Apart from that, I was also afraid that my competitors would steal my great ideas.

But now, I won't have this concept anymore because actually the more content I create, the more new content are generated because I become more creative and ideas start coming to me. Also I can go all-in to give great tips and sharings to my audience as a service for them since the best way to learn is by teaching. How cool is that if my audience thank me for the inspiration and we ultimately collaborate and co-create even better content with synergy?

Now I see that it is a very funny and stupid way of thinking because it doesn't serve myself nor serve my audience at all. It also limits me to share the good vibes to others and grow with one another.

Can you see the big difference?

You can notice that when we have a scarcity mindset, the energy direction is inward focus. We think about ourselves first, we think we don't have enough so we cannot give away. Everything is in lack.
Oppositely when we have an abundance mindset, the energy direction is outward focus. We think about others first, we think we have more than enough so we can give away. Everything is abundant.

With better understanding about the differentiation between scarcity and abundance, let me share with you one last interesting example that is totally related to you in every moment!

Now imagine you are having a scarcity mindset, thinking everything on this planet is not enough e.g. money, resources, water, love, happiness, air etc.

Let's use air as an example. Since you think there won't be enough oxygen for all human beings on earth to breathe, therefore now… try this with me… when you inhale, take a deep long breathe.

One breathe only!

And hold it, you only have this one breathe!

Don’t give it to anyone else around you otherwise you will lose it!!!

Hold! Hold! Hold! 5 seconds, 30 seconds, 60 seconds…

How are you feeling? Did you exhale and inhale another breathe?

Why I ask you to experiment it? It is because when you hold one breathe too tight that you afraid you will lose it, you are actually harming yourself and even kill yourself!

This is exactly how we kill ourself slowly in all areas of our lives when we have the mindset that everything is limited so we hold onto it and forget about the bigger, larger, abundant resources outside.

Great! You get that.

To further expand your thinking, I want to share with you another concept about chasing.

Why do many people chase this and that? Like “Chase that dream”, “Chase that girl”, “Chase that goal”, “Chase that client”, “Chase that lobster in the buffet”.

Again, it is because we believe we are in lack now, so we need to chase something in order to feel good. Again the mindset here is “I don’t have enough/ I am not enough…” therefore I need more of something in order to feel complete.

And sadly to see, if I ask you to look around 20 people around you, how many of them always of this thinking? I guess more than 50% or even 90% of them think in this way.

I know you may challenge me saying if we don't chase for anything, we won't be ambitious, proactive and motivated to grow and improve. Here what I mean by "chasing" is an emotion feeling that we are not complete, we are not abundant so that we need to keep on chasing. And if you have chased for something before, you will understand that after you successfully chased something, you won't feel satisfied and you started to chase more and more.

The reason is because inside you, you never feel enough, good enough, happy enough, knowledgeable enough, experienced enough.

Conversely, if you believe you are enough, you are so abundant, then you come from a place of abundance. You have the intention of completeness, you have the inner joy as foundation to do things, your vibration will shift and good things will be attracted to you.

You don't need to put too much effort to chase for good things as eventually they repel you.

I will talk more about it in the next chapter because now I want to show you how we can put this mindset shift into practice and actually help you to see things from another perspective.

IMPORTANT: Still remember in the previous chapter we have written down a few "down moments"? If you have flipped through that chapter or you haven't done the mini task, I recommend you to stop here and go back to the exercise. Otherwise you will keep on stacking the work and I guarantee you at last you won't take any action and that's completely wastes our effort and time. So please go back and work. I will wait for you, don't flip to the next page yet.

When you are reading this line, I want to acknowledge you again! I am so proud of you for taking the step to actually do the work.

Remember you and me have written 3 key "down moments" and the explanations that make us feel really bad?

Remember I have also mentioned ‘Facts are just facts. They are neutral. It is all about how we see and interpret them which give us a feeling/ thought/ belief/ opinion about it.”

Now if we connect these 2 concepts together, will there be a chance to create a different ending?

Let me start first. Here are my 3 “down moments”:

1st Down Moment: Non-committed client

2nd Down Moment: Ask for refund

3rd Down Moment: Horrifying environment and economy

When we read these 3 incidents out loud together, do you have the first impression that they are completely negative and harmful to me?

Now, let me purposely think about what these “down moments” can benefit and/or teach me. (If we are not used to think abundantly, we can do the exercise intentionally, and the more you practice and train up your brain, you will automatically think abundantly.)

Try to change “why me” into “why not” to open up possibilities for yourself.

1st Down Moment: Non-committed client
Description:
I am narrowing down my target audience to strengthen my positioning in this industry. Moreover, I realise I shouldn't attached my success to my client's success. They are not linked. No one can motivate someone if that person is not willing to change in the first place. In other words, I cannot help someone if that person is not willing to get help and change his own life.

1. I am grateful for learning how to choose clients.
2. I am grateful to learn to separate my success with my client's success.
3. I am grateful to close this client and get this experience.
4. I am grateful to realise I am a committed person.
5. I am grateful to strengthen my positioning.

Thank you, thank you, thank you for the perfect resolution.

2nd Down Moment: Ask for refund
Description:
I spend more time to read business books and figure out that "Money Back Guarantee" can actually be a marketing tactic to get more sales. It is also a good indicator to show whether my service aligns with my clients' expectations.

1. I am grateful to experience a refund because I can re-visit my contract to further improve it.
2. I am grateful to learn how to write good agreements.
3. I am grateful to elevate my marketing strategies.
4. I am grateful to deal with difficult situations.
5. I am grateful to become more resilient.

Thank you, thank you, thank you for the perfect resolution.

3rd Down Moment: Horrifying environment and economy
Description:
To be honest it is the worst situation I have ever seen in my lifetime that Hong Kong turns into a poor position. But I also see Hong Kong people are very resilient and smart to face and tackle difficulties.

This is our “Hong Kong Spirit”. Moreover, this also opens up possibilities for me to see the world as a bigger place.
It means I may not need to bound myself to use stay and develop myself in Hong Kong only. There is a chance I may move to other countries.

1. I am grateful to appreciate our strong spirit.
2. I am grateful to think big to go abroad.
3. I am grateful for being safe.
4. I am grateful that no one around me is getting hurt.
5. I am grateful that I start to meditate and find my inner peace.

Thank you, thank you, thank you for the perfect resolution.

See! That makes total sense to me when I shift my perspective and I focus on what are the benefits and lessons that I can gain from my “down moments”. It all matters how we think and what we focus on. It is now your turn to change your thoughts and your focus.

YOUR TASK

Step 1: Go back to P. XX and copy the 3 "down moments" below (on the next page.)

Step 2: Brainstorm the benefits and lessons that you gain from them (from "why me" into "why not").

Step 3: Write them down in details. Follow this structure:

I. *(Your new insight)*
II. *"I am grateful"…. X 5 times*
III. *Thank you, thank you, thank you for the perfect resolution.*

Incident #1: _____

Explanation:

Incident #2: _____

Explanation:

Incident #3: _____

Explanation:

MAP YOUR JOURNEY

Question:
How are you feeling right now after changing the perspective of your 3 stories?
[0 = really dead VS 10 = really awesome]

a) *0: Circle "0"*
b) *1: Circle "1"*
c) *2: Circle "2"*
d) *3: Circle "3"*
e) *4: Circle "4"*
f) *5: Circle "5"*
g) *6: Circle "6"*
h) *7: Circle "7"*
i) *8: Circle "8"*
j) *9: Circle "9"*
k) *10: Circle "10"*

You did a wonderful job!

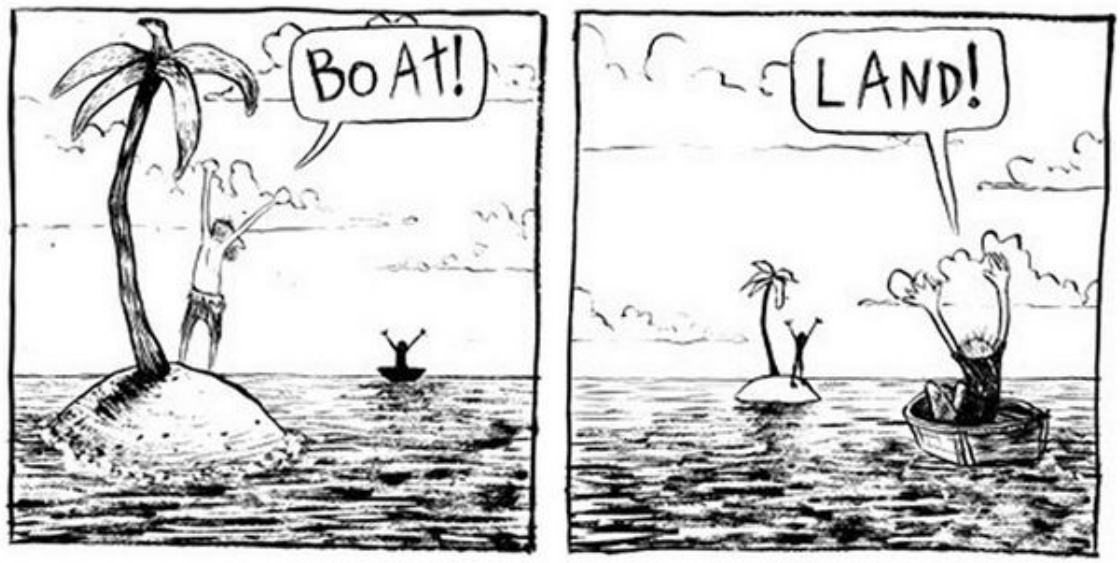
You are awesome!
You are amazing!
You are fabulous!
You are fantastic!
You are brilliant!
You are magnificent!

Do you know that all words have energy? When we read, write, listen more positive words, we instantly feel more energetic! Do you feel great now?

QUOTE OF THE CHAPTER

"Change Your Angle,
You Will See The Angel."

REFLECTIVE PICTURE



WELCOME TO

THE NEXT LEVEL

OF YOUR LIFE!

YOU ARE

ABUNDANT.

CHAPTER 3 - START THRIVING WITH AN ABUNDANCE MINDSET

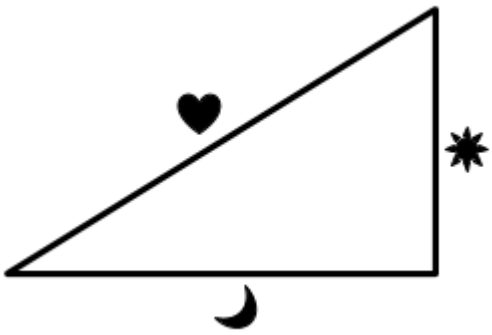
Congratulations! You made it to the next level of your life.
I am really joyful for you because you make the move!
I am really excited for you because you make the shift!
I am really happy for you because you make the choice!

I told you that your future is going to shift 180 degrees when you change your mindset from scarcity to abundance.

And most importantly, you are start attracting all the great things because you have changed your vibration in the body.

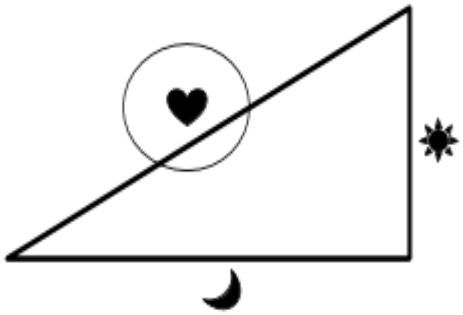
I guess you are overwhelmed and forget where we are up to now. Do you still remember we talked about the concept of “abundance” and “stop chasing”?

Let’s start with a very simple game.



If  is 4, and  is 5. Find  .

The answer is not 5.
The answer is not square root of 41.
The answer is out there for you already (circled).



Did you get it?

I want to share with you the concept that we have all the answers already.

We have everything we need already.

All the answers or things that we have been chasing for our entire life are in our ♥ already.

Touch it, be grateful for every single moment because you heart is still beating. It is the biggest gift that you have ever received in your whole life. You don't need to chase for it.

I want to share with you a little story here.

Once upon a time, a little dog felt very sad and he talked to his mum "Mum, I am very depressed because everything is not going my way. I feel very unlucky…"

The mummy dog replied "Let me tell you a secret. Your luck is at your tail."

"Really? Hurray! I am going to be the luckiest dog in the world…" Then this little dog kept chasing his tail day and night.

I am sure you are very familiar with this scene seeing a dog chasing his tail round and round.

Until one day, the mummy dog asked her little kid “Hey doggy, actually what are you doing with your tail?”

“Yeah absolutely! I am chasing my luck at my tail!”

“Haha. You are stupid but cute! Yes I did told you your luck is at your tail. But I didn't ask you to chase for it. It is already in your body. You already owned it. Therefore you just need to keep moving forward. Your tail, and your luck will follow you. It is that simple.”

I am sure you get that 100%.

We are so abundant since we were born. We are the creator of everything e.g. luck, love, freedom, peace, joy, happiness, creativity... you name it.

If you want luck, stop chasing. You are luck.
If you want love, stop chasing. You are love.
If you want freedom, stop chasing. You are freedom.
If you want peace, stop chasing. You are peace.
If you want joy, stop chasing. You are joy.
If you want happiness, stop chasing. You are happiness.
If you want creativity, stop chasing. You are creativity.

Whatever you want, you are the creator of “that thing”.

To go even further, I want to share a secret with you: If you give away “that thing”, you actually free up some space for bigger and better things to come into you.

Here is my real experience of “that thing”:

Last year when I was shopping with a good friend of mine, we were talking about personal growth, personal development ... And all of a sudden, my friend brought me to a secret place inside a building.

We took the lift up… when the door opened, I looked up and I saw “Red Cross”.

I asked my friend curiously “Donate blood? Now? I have never done that before, it is painful? Do I need to prepare anything? Can I still exercise tomorrow? Can I shower tonight? That’s too sudden, I need to plan first....”

Millions of questions popped up in my mind at the same time and I was overwhelmed.

My friend calmed me down “You don’t have to wait and plan everything before taking the leap! I know you are good enough to make a move. But don’t trust me, trust your heart.”

So I put my hand on my heart and took a deep breath “Ermmmm... yeah, I feel like my heart wants to do that but I am scared...”

There was a part of me who wanted to grow and give, but there was also a part of me who was really frightened.

My friend pushed me “Then Lets go!”

I hesitated for a moment and said, “Well, I know that there are a lot of tests before the actual blood donation. If I pass all the tests, then… I will give it a try…”

Then I walked slowly to the first station - red blood level testing.... I passed.
And I moved to the second station - health condition testing… I passed.
Finally I got to the final station - blood pressure testing… I passed as well.
Oh my god! I had no excuse not to donate blood today!

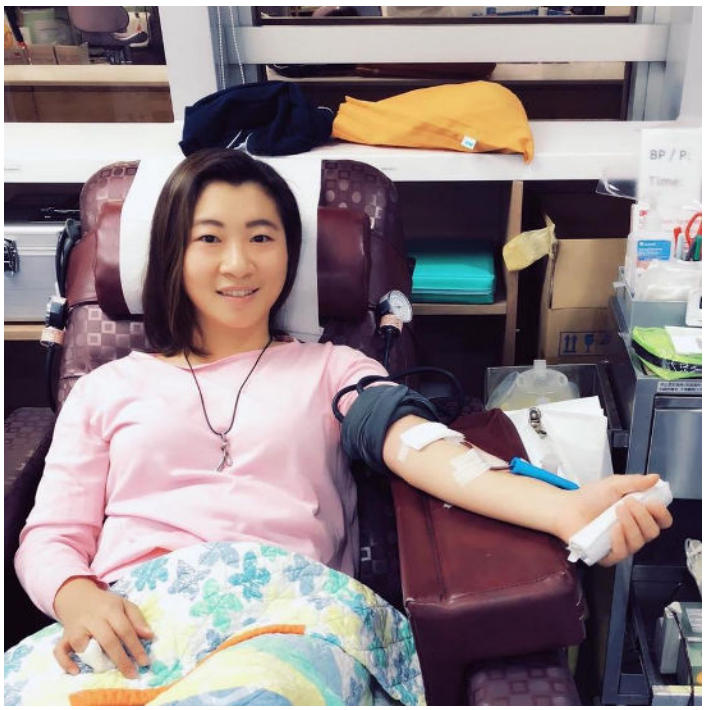
So I decided to take the leap and consciously chose to donate my precious blood.

The nurse used the freezing cold alcohol to clean my arm, and she started tapping my left arm to look for my blood vessel. I couldn't look at her at all, I was sweating heavily. It was horrifying!

After 2 minutes, I looked back. "Is the needle inside already? Am I donating blood already?"

The feeling was actually not that bad, it was not that horrible as I thought. It was not that painful as I thought. It was not that scary as I thought. All the assumptions, questions and beliefs were just limiting me. It was me who created all these fears.

After 15 mins, the 450ml plastic bag was full of blood, I felt really good, I felt really valuable. I was carrying a big smile on my face.



When I was about to leave the place, the nurse came to me and told me something that I would never forget. “Hey lady, thanks for donating your blood. You just save 3 people in 15 mins. And you have donated 10% of your blood.”

“What? 10%.... I donated 10% of my blood? Am I ….. Am I still going to survive tonight? Why didn’t you tell me earlier?”

“Yes 10% of your blood. Remember we are so abundant in life. We are never in lack of anything. We don’t need to chase anything, we have everything inside here. Giving away what we have with an abundant mindset will free up our space for better things, for bigger things to come.”

“I don’t get it….” My mind was completely empty.

“Just like giving away blood. It actually makes your health better. Blood donation helps your body to create more new blood. It increases your metabolism. It also reduces your risk of cancer, heart attack and stress.

If we think investigate our body, we will see that we are born to be abundant!

We create new blood abundantly.
We grow new hair abundantly.
We generate new cells abundantly.

Therefore it proves that we are so abundant.

To go deeper and further, the more you give away, the more you expand yourself, and the more space you have freed up for better and bigger things to come into your life.

The more we give love to others, the more we feel loved.
The more we give peace to others, the more we feel peaceful.
The more we give freedom to others, the more we feel free.
The more we give money to others, the more we feel wealthy.

The nurse added “Also, trust your soul. It knows everything.
Most people use the brain to over-think and justify with “good reasons” to numb our heart not to take leaps and jump out of your comfort zone.”

Yeah, I think that is so true. When I looked back, if I didn’t trust my heart, or if I didn’t realise I have so much to give, I won’t have the faith to take the leap to donate blood with an abundance mindset.

When you stay silent and be alone with yourself, you can really connect and feel your body. You can also put your hand on your heart and listen to your inner voice.

I will talk more about that later in the book.

At this moment (right at this moment), the abundant you should have some realization how unlimited you are. Right?

From the day you were born, you have been so abundant till now and forever. And it is time to really feel and experience this intangible abundance inside you.

YOUR TASK

You can say this is the most enjoyable or most annoying task. Well, for me this is a very blessing exercise and I hope that you will have the same feeling as me.

You are asked to list out at least 20 assets (1. XXX, 2. XXX, 3. XXX), anything that you think is a treasure to you. You are highly recommended to keep on writing the list to hit 200 assets, 500 assets, or even 2,000 assets as long as you feel really abundant.

(Tips: special moments, lifelong memories, physical objects, intangible gifts, personal traits, people connection, skill-sets, belief systems, social media accounts etc.)

Be creative! Start brainstorming:

Continue...

(Only stop until you feel really abundant!)

MAP YOUR JOURNEY

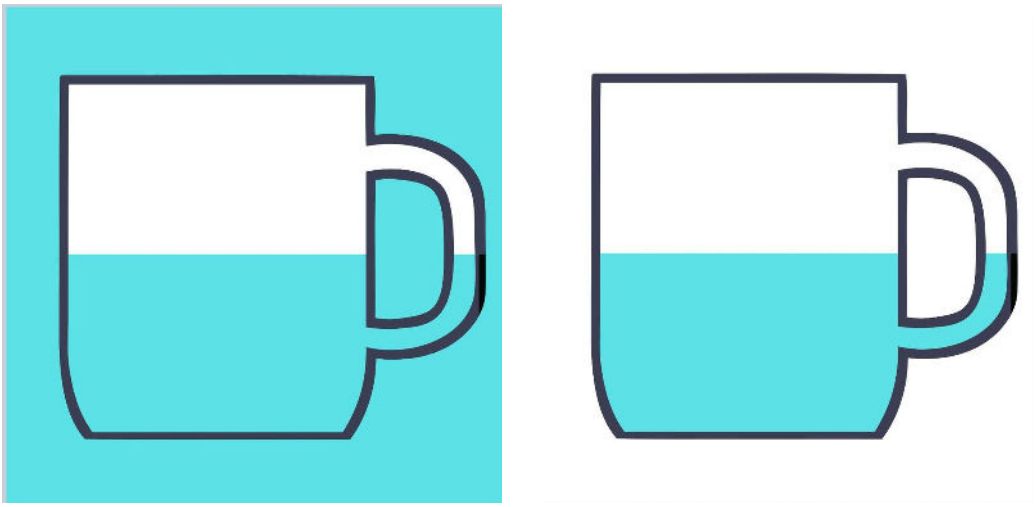
Question: How many assets have you written?

a) *< 20 assets: Sorry! You didn't read the instructions and hit the minimum number, so you lose a chance to circle your dot!*
b) *20 assets: Circle "20"*
c) *21-50 assets: Circle "2150"*
d) *51-100 assets: Circle "5110"*
e) *101-200 assets: Circle "1012"*
f) *> 20 assets: Circle "2010" (Bonus: write next to the dot "I AM SUPER ABUNDANT!" to remind yourself)*

QUOTE OF THE CHAPTER

"When You Connect To Your Body, Abundance Appears And Fear Disappears."

REFLECTIVE PICTURE



CHAPTER 4 - FOLLOW YOUR SOUL

Hey my friend, you are so ready and abundant to start moving! You are set on fire, baby!

And next, you may ask me what should I do now? Which direction shall I go now? What job should I choose? What guy shall I date? Which task shall I do?

Wait…… I am not going to answer any of these questions (although I asked the same questions like you before, that's completely normal and okay) because the answer shouldn't be given by me. I am nobody in your life. Remember before you even started Chapter 1, I mentioned that you should never listen to me because you should listen to yourself.

Listen to your soul.
Listen to your inner voice.

It knows everything basically, don't try to cheat it. It knows you are trying to justify something with "logical" reasons but actually it knows you are just giving excuses not to play a big game. You are just giving excuses not to jump out of your comfort zone. You are just giving excuses not to take a frog leap.

I used to be a person who loves to ask my parents questions and let them help me to decide. The justification is that they are pretty successful in my eyes therefore I always trust their decision and never trust myself. I am always afraid that I will make the wrong choice and I need to bear the responsibility.

If I get a good outcome at the end because of the decision, I will celebrate with them but I cannot take the credit as it is not my own decision. If I get a bad outcome at the end because of the decision, I will blame them but sadly I need to bear all the consequences.

Does this situation coherent with you? Have you ever done similar things like me? Maybe that person is not your parent, maybe it is your significant one, or your siblings, or your manager, or your friend… I don't know.

If yes, do you want to hear the reason behind? It is again because we think we are not good enough to make decisions. So we escape from it. But if you think twice in a logical way, this move is pretty stupid. Why? Because if you get a good outcome, you cannot take the credit (0, not +ve). But if you get a bad outcome, you need to bear all the consequences (-ve). The expected outcome is -ve.

Not only that, I actually find it funny as usually it is the closest group of people that we know who don't support us. If you ask whether you should go for something to a random colleague or friend, they won't ban you. But if you ask your parents, siblings, partner, they probably will ban you hardly.

Why does that happen? There are 2 reasons behind.

One reason, you ask the wrong person. If that person has a scarcity mindset (which the majority of people are having this mindset), of course he will stop you! He mirrors himself as you and he can only see upcoming problems, challenges, difficulties, barriers, impossibles… so he will prevent you from realising your dream.

Second reason, he is afraid that if you move forward, you will expand yourself and grow so fast and he cannot follow you. And after some time, you see the huge gap between you and him as you keep moving forward but he stays at the same point. So you two have very diverse mindset that cannot live or work together anymore.

Therefore, never trust them. Never ask them.

Let me make it clear, never hang out with people who won't expand you but even shrink you.

If you think from another angle, imagine if you ask Steve Jobs, or Mark Zuckerberg or Richard Branson whether you should think big and take massive actions to realize your dream, guess what they will say!

You should be looking for those people who are highly successful than you because they have the right mindset that you should learn from.

Listen very carefully my friend, life is not meant to simply work or wait for the weekend to pay for the rent. Every single one on this earth has a gift. It is called Dream.

As Prince Ea said “You never had a dream, the dream had you. People don’t choose dreams, dreams choose them.”

It is a matter whether you have the courage to listen to your soul what dream has picked you.I still remember one day when I was sitting alone talking to myself, I started to think about a simple question “What I want to do before I die?’ It is not a stupid question, because it actually motivates me to start taking actions to realise them one by one.

And funny enough, on 15 October 2019, I suddenly felt that I wanted to write a song. Then, I started to write a song! That’s it, very simple - because I want to do it, so I do it. And I just completed the whole song within 2 hours, the lyrics just flowed into me, I didn’t need to put too much effort in it. I was like a channel transferring the words from the universe onto a piece of paper.

And I really want to share with you now (haha, I don’t need your permission on what I should say or not):

(Here is the original music: www.bit.ly/backgroundmusic-followyoursoul)

You are meant to be something
Sometimes you just feel nothing
You want to go, and want to show
You told someone, and they said no

Oh no... maybe that isn’t for me
I cry with tear, I start to fear
My dream is here, but with no cheer

Love, the life I live
Live, the life I love
Just love this moment
Just live the moment
Just love this moment

{Chorus starts}
Find your power
Sit an hour
Listen to your heart and wait for the answer
Your voice's waking up and ready to master
Never play it small
Roll out your big ball

Your heart
Follow your heart
Intuition brings you to destination
In this present moment now to take action
Listen to your soul
Go with the right flow
{Chorus ends}

Treat yourself like a birdie
Live life with little worry
You want to fly, you want to try
You told someone, but they deny

Oh no, maybe that's just a story
I fantasy with melody
I doubt that's not my destiny

Love, the life I live
Live, the life I love
Just love this moment
Just live the moment
Just love this moment

{Chorus starts}
Find your power
Sit an hour
Listen to your heart and wait for the answer
Your voice's waking up and ready to master
Never play it small
Roll out your big ball

Your heart
Follow your heart
Intuition brings you to destination
In this present moment now to take action
Listen to your soul
Go with the right flow
{Chorus ends}

(Higher key)
Your soul
Follow your soul
Place your hand in heart and fill that empty hole
Sit with harmony and wait for miracle
Close your eyes and go
The world will just echo

Close your eyes and go, the world will just echo!

Yeah, exactly! Go for it! I don't know what that leap is, but I have so much faith in you that it is your soul calling.

Wait….. I know some of you may still doubt whether this is from your soul, so I am going to share with you a fun way to test it. It is called *"Throw Your Destiny"* (it just come out from my mind in this second so I write it down immediately).

Step 1: Find a coin with 2 different faces.

Step 2: Throw the question out. E.g. 'Should I work for Company A or Company B?"

Step 3: Decide which side of the coin represents which answer. E.g. Head = Company A. Tail = Company B.

Step 4: Throw the coin and use a hand to cover it.
Let's stop here. Follow these 4 steps first and I will tell you more steps after you follow me till this step.

Just do it, it is not that simple as you think. Experience it by yourself and you won't forget it.

Ready? Set? Go! No….. I mean Go! Set! Ready!

Start now with any question in your mind that has bothered you for days or weeks or months or even years!
Now, you should have a coin threw already and it is now in one of your hands, correct? Okay, let's continue.

Step 5: Ask yourself, "Do I want it to be head or tail?"

Step 6: Congratulations, your soul just answered you. You can stop here already, or you can continue to listen to it once more time.

(Optional)
Step 7: Take away your hand. Is it a head or a tail? What does your inner voice tell you?

a) *"Yes! I told you this method is good! Look, the outcome aligns with my thoughts!"*
b) *"No way, this is a big decision! How can I use coin throwing to determine my destiny? It is not accurate and too superstitious."*

Answer:
If you hear a), then the answer is what your soul wants to see.
If you hear b), then the answer is what your soul does not want to see.

That is very obvious.

Now, I know you may challenge me “But I need to consider this, I need to think about that. This person won’t like it, that thing cannot be achieved. This… That ...”

Yes, I can read your mind, I am a magician. Just kidding.

Your logical mind starts talking and it is trying to protect you from doing things that it cannot predict or control. Scientifically, our brain’s main job is to protect us to stay away from danger and keeps us safe. However at the same time, it actually stops us growing or jumping out of our comfort zone.

Remember, our soul is always right.

YOUR TASK

Step 1: As mentioned, it is your time to list out the top 100 things you want to do before your die.

1.		*11.*	
2.		*12.*	
3.		*13.*	
4.		*14.*	
5.		*15.*	
6.		*16.*	
7.		*17.*	
8.		*18.*	
9.		*19.*	
10.		*20.*	

21.		*31.*	
22.		*32.*	
23.		*33.*	
24.		*34.*	
25.		*35.*	
26.		*36.*	
27.		*37.*	
28.		*38.*	
29.		*39.*	
30.		*40.*	

41.		*51.*	
42.		*52.*	
43.		*53.*	
44.		*54.*	
45.		*55.*	
46.		*56.*	
47.		*57.*	
48.		*58.*	
49.		*59.*	
50.		*60.*	

61.		*71.*	
62.		*72.*	
63.		*73.*	
64.		*74.*	
65.		*75.*	
66.		*76.*	
67.		*77.*	
68.		*78.*	
69.		*79.*	
70.		*80.*	

81.		*91.*	
82.		*92.*	
83.		*93.*	
84.		*94.*	
85.		*95.*	
86.		*96.*	
87.		*97.*	
88.		*98.*	
89.		*99.*	
90.		*100.*	

Step 2: Put your hand on your heart and feel how much you really want to do in each of the things on the list (1-10).

Step 3: Circle the ones that are 10 out of 10 that you must do them now!

Step 4: Pick one and start doing after you complete this chapter. (There is one more page only.)

MAP YOUR JOURNEY

Question: How many 10s did you circle?

a) *1-20: Circle "120"*
b) *21-40: Circle "2140"*
c) *41-60: Circle "4160"*
d) *61-80: Circle "6180"*
e) *81-100: Circle "81100"*

QUOTE OF THE CHAPTER

"Follow Your Soul. The World Will Just Echo."

REFLECTIVE PICTURE



CHAPTER 5 - ELEVATE YOUR GAME

Have you started to work on one of your dreams in the list?

If no, put down the book and start doing. Come back tomorrow and continue your journey.

If yes, you can flip to the next page of the book.

Wonderful! I love your action taking spirit! Keep it up!

To celebrate your success, I want to give you a bonus dot - Go to the map and circle “777” as your jackpot.

If you still haven’t started yet, don’t try to skip these few lines, GO DO THE WORK NOW! And still give yourself a high five for your honesty.

Trust me, over 50% of people cannot get to this stage because the majority of people never take action. Simply think about losing weight. Nearly 100% of girls on earth want to lose some weight. They all know the basics about calories input and output, they all know exercise is good for them, but how many actually eat less and do more exercise?

Therefore, if you have done all the previous tasks, you should really give yourself a big hug/ a big high five/ a big cheers!

Before we talk about elevating your game, we should set a strong foundation, a great habit. It is actually a superb routine that makes you feel happy, joy, excited, motivated to keep moving. It is called “Celebration”.

I have been observing hundreds of people around me that 85% of them never celebrate in most occasions. For example, a salesperson never celebrates when he closes a deal because he thinks this is normal; a mum never celebrates when her child is polite to others because she thinks this is normal; a staff never celebrates his pay cheque because he thinks this is normal; a couple never celebrates their anniversary because they think this is normal.

Are you one of them? How often do you celebrate?

Yes, I get that. Everyday is normal to you. Everything is normal to you. But could we say “Celebrating everyday is normal to you?” or “Celebrating everything is normal to you?”

Think about if you appreciate every single little thing around you, how much more time will you be smiling? How much more time will you be in a beautiful state?

As we mentioned in Chapter 1 that any down moments/ struggle/ criticism are prerequisites for greatness, that means you should celebrate them!

Therefore I challenge you to celebrate your wins no matter it is small or big. To you it may look small, but to others it may look enormous already! What I want to share with you here is never treat yourself too harsh because it is completely not worth it! Your parents give birth to you not because they want you to have hard times in life, and so do yourself!

I invite you to take a few minutes now, to close your eyes and think of 3 things that you want to celebrate today.

A celebration can be anything.

Giving a high five with yourself is a celebration.
Eating a piece of chocolate is a celebration.
Watching a movie is a celebration.
Buying a t-shirt is a celebration.
Booking a flight to travel is a celebration.
Owning a luxurious yacht is a celebration.

You decide. I will wait for you to make a choice and celebrate today and everyday.

Apart from that, I also heard from my clients that they don't feel happy unless they achieve their goals.

I found this hilarious (sorry if that's you too) because this is a complete reverse concept.

As Vishen Lakhiani, founder of Mindvalley, said we need to be happy now in this present moment in order to succeed. The reason is because when we are happy and fulfilled now, we are in a beautiful state. We make better decisions. We are more productive. We enjoy the work. We feel grateful about things. We attract great things. These are all core elements to make you achieve the things you want.

However if we go opposite, we are not happy and fulfilled now, we are not in a beautiful state. We cannot make better decisions. We are not more productive. We don't enjoy the work. We don't feel grateful about things. We cannot attract great things. At last, achievements won't come to you.

Therefore the key concept here is: "Be happy first, then achievement will come."

It is not "Have achievement first, then happiness will come".

Now, with these 2 simple but critical mindsets, we now talk about playing a small or a big game in life.

A lot of people want to live an extraordinary life, but they are afraid to take extraordinary actions.

I still remember last year I have been practising hiking every single Saturday to get prepared for the 100m hike. The trail was never an easy one, with thousands of stairs hiking up to 900 meters high. It was pretty tough that we sweated heavily and needed to consume a lot of energy bars to support.

And then in one weekend, while I was hiking again on a beautiful day, I discovered that there wasn't a lot of people on that route. I was so curious why no one shared this beautiful scenery with our team?

Then I figured out that most people never dare to try difficult things because they are afraid to fail or simply because they think they won't be able to do it in the first place.

Most people choose the easy route to hike just for the sake of doing it but never challenge themselves therefore they never grow. They are playing a small game in their comfort zone.

However, if you are picking up this book to read, I am sure there is a part of you who want to expand and become a better self. Therefore I challenge you to play a big game than the mediocre majority.

Remember, “Do what most people don’t do so you get the results that most people don’t get. On the road of success, it is not crowded because not many people insist on it.”

Think about another example in nature. Mother eagle will push their baby eagles to go out of the nests in the tall mountains to learn how to fly and explore the world. Sometimes you get to leap and grow your wings on the way down.

And, it is now time for you to shine.

I recalled my memory when I was so young, I got the chance to visit the airport and learn about airplanes. I asked the pilot “Is it very dangerous for planes to fly in the sky?”

Have you ever thought about this question in mind? Don’t you also think that it is so dangerous? Isn’t it better for the planes to stay on the ground?

The pilot surprised me completely “Actually it is a lot more dangerous for a plane to stay on the ground. Because on the ground, the plane starts to rust and wear compared to when it is on the air. It is just like a man if he doesn’t move and work, his joints and muscle actually malfunction even faster.”

Planes are made to live in the skies.
Eagles are made to fly in the highs.
People are made to live their dreams they have inside.

So stop playing a small game. You deserve to play a big game in your one life.

An average person lives 75 years on earth. How many years have you lived already? And can you accept yourself wait until you are struggling in the hospital and feel regret on the big games you didn't play when you were young and energetic?

Believe me. You are a shiny Lamborghini car!

Focus your energy on your gas pedal!

Forget about the brakes!

Your energy tank is full, you are ready to go!

GO FAST!

GO BIG!

GO EXTRAORDINARY!

Before taking any actions, I know that most of the people (maybe yourself included) will ask me "But which direction should I go? I need to plan well and get ready for that."

The tip that I want to share is

"Taking Imperfect Actions Is Better Than Not Taking Any Actions."

Don't wait for the perfect moment to kickstart because you are never ready. You don't need to see the entire road before moving on.

Imagine I am doing the 100km hike. I won't be able to see the complete 100km hike before start hiking.

When I started taking the first step, then the second step will come. When I started taking the second step, the third step will come.

I only know that the road is here, it is a matter of whether I am taking massive actions.

I used to be a person who loves to learn so many things. I have spent at least $300,000 in education and personal development. But I didn't take actions, I just keep learning.

And guess what, I won't have any result or outcome.

It is like you keep eating and never go poop, then you actually don't digest any food and absorb the nutrients.

So I discovered that the only way to really learn and upgrade myself is through doing. Only taking action will bring you whatever you want.

If you are still not convinced, let me share with you another example. If you want money, you can work hard. That's action. Even if you don't work and you really want some money, then at least you need to ask your parents to give you some money. You need to open your mouth and ask for that, that's action.

Money won't fall onto your pockets, you need to take at least a small action by opening your hands and hold it. Therefore, if you want to tap into your greatness, if you want to get any outcome or result, the one and single only way is to take action. Full stop.

Remember, you are that shiny Lamborghini car! The road is ready for you to thrive!

Aim yourself to drive together with other great cars! Forget about the scooters, the bicycles or the motors. They are too slow for you. They are average, but you are extraordinary.

Yes, I am talking to you right now. I know that you are extraordinary because you pick this book to read.

I don’t care if you are already a shiny diamond or an unpolished carbon dioxide, you are now or potentially a diamond that is worth millions of dollars.

So drive your car now!

If your friends or significant one stop you and ask you to think twice before taking any actions, forget about them. It feels like you are taking the driver's seat and you are stepping onto the gas pedal. And they are just on the front guest seat who step onto your brake pedal.

Can you see how ridiculous is it?

Why do you grant them permission to drive on your car? That’s your car!

You are the driver, not them.
You control the speed, not them.
You decide where the car goes, not them.

It demonstrates that they are not having the same speed, same vibration or same frequency as you. You belong to the extraordinary world. They belong to the ordinary world.

Go find your own community and tribe who belong to the same speed, same vibration and same frequency as you. They are the ones who can uplift you. They are the ones who can expand you to become a better version of yourself. They are the ones who help you elevate your game.

And one of the ways of course is to take massive actions. When you start taking actions, when you start driving your car, you will meet the right ones along your journey. You will move forward to find other Lamborghinis and transcend the scooters, the bikes and the motors.

Everybody, especially you, deserves to play a big game in life and impact millions.

You give birth to contribute to the world, not staying at home begging for support.

So, go beyond the little square box that has been limiting you for years and jump out to make an impact on your life and others!

The universe is calling you out.

YOUR TASK

Step 1: Set yourself a small goal that you want to achieve within this week.

Small goal: _____

Step 2: Make it 10 times bigger!
You can increase the performance 10 times.
You can decrease the finishing time 10 times.
I don't know what your goal is but I am sure you know how to make it 10 times bigger.

10X goal: _____

Step 3: Close the book and do it now.

It is not a matter of perfection and planning.
It is a matter of taking action and learning.

MAP YOUR JOURNEY

Rank yourself how big are you thinking? Be honest with yourself. Even you are thinking maybe 1.1X, it is still better than before, awesome job!

1.1X: Circle "11"
1.5X: Circle "15"
1.9X: Circle "19"
5X: Circle "50"
10X: Circle "100"

QUOTE OF THE CHAPTER

[0.99 ^365 = 0.03] vs [1.01 ^365 = 37.8]

"Each Day Think A Little Bigger,
Each Day Do A Little Better.
365 Days Later,
You Are 37X Greater."

REFLECTIVE PICTURE



P.S If you want to take a bonus task, I invite you to sit alone and brainstorm who are the people that really see you as a lion and expand you along the journey. A handful is awesome because they are your gold mines, treasure them.

CHAPTER 6 - APPRECIATE YOUR UPS

Great job buddy! You are uplifted!

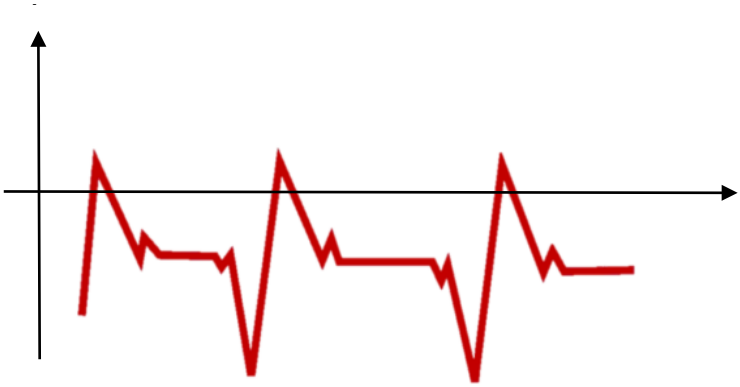
By any chance if you have done the bonus task in the previous page, give yourself a high five and hit the number “555” in the map. You deserve to get the reward!

In this chapter, I would love to echo it with our first chapter.
Do you still remember this picture?

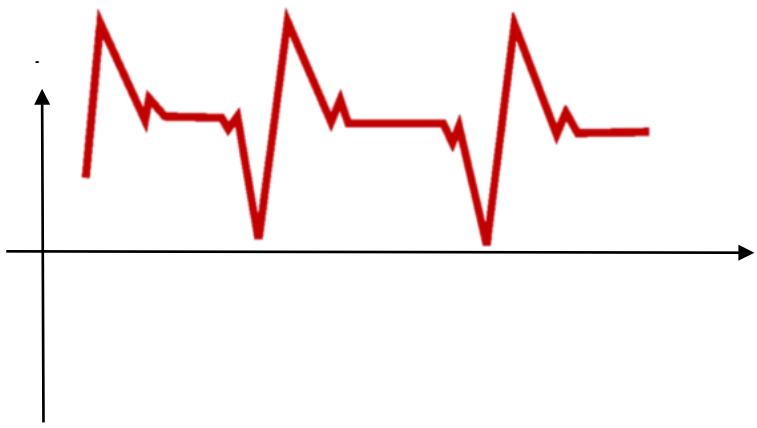


We talk about the ups and downs in your life. No matter you are reading other books, or watching other videos, or listening to other podcasts, all people who step into greatness have a positive attitude.

In chapter 1 and 2, together we turn a “down” moment (e.g. -10) into a positive moment (e.g. +5).



In this chapter, together we create magic. Together we will turn an “up” moment (e.g. +5) into a super moment (e.g. +10).



And most importantly you will stay in this new energy level forever, just like recalibrating the thermometer. How does that sound? Worth like a-million-dollar tip?

I call this technique the “Magic Moment Momentum”, which you need to do it every day in order to see the magic.

So are you committed to live a different life after reading this chapter?

YOUR TASK

Step 1: Get yourself 3 simple things as the ingredients.

1. *A container (I prefer a transparent one)*
2. *A small piece of paper (I prefer a coloured one e.g. a memo)*
3. *A pen*

Step 2: Think of at least one moment happened today that was a magical win.

Step 3: Write a simple short sentence on the small piece of memo – "Magic Moment Memo". Add the date and your signature to own this moment in your heart. Fold it.

Step 4: Throw it in your Magic Moment Jar.

Step 5: As its name suggests, it is about momentum. Therefore to make this work effectively, you need to spend 30 seconds everyday as a habit. So repeat Step 2-4 every day.

MAP YOUR JOURNEY

How many words are there on your 1st "Magic Moment Memo"?

a) *1 – 8 words: Circle "18"*
b) *9 – 20 words: Circle "920"*
c) *> 20 words: Circle "2000"*

QUOTE OF THE CHAPTER

"Celebrate In Action To
Gain More Positive Attraction."

REFLECTIVE PICTURE



CHAPTER 7 - CONNECT YOUR DOTS

Throughout the journey of reading this book, can you see your life has lots of ups and downs, which makes it so much excitement and fun?

If you only have ups, you won't treasure your life.
If you only have downs, you won't treasure your life either.

Therefore the universe has well planned your life with peaks and bottoms, just like riding a roller coaster, to give you the fullest joy and surprises along the way.

We are all riding our own roller coaster. Each person has a different journey, therefore we don't need to compare with anyone on this planet.

The culture always teach us to do this and that. For example, we need to compete with others to win this competition. We need to compete with others to get that seat. We need to compete with others to close the deal.

This way of thinking - "Competition" demonstrates scarcity again.

But wait, how do culture form? Culture is formed by the majority of people, which becomes the so-called standard. But do you think the majority of people on the planet are ordinary or extraordinary people? Of course ordinary. So why will you listen to the ordinary people when you are extraordinary?

Think about that:
People buy this book at different times.
People start reading this book at different times.
People finish this book at different times.
People apply what they have learnt into their life at different times.

But one thing in common for all the people is…

We are all on time.

See…

Hong Kong is 13 hours ahead of New York, but it does not make New York slow.

Someone graduated at 22, but waited for 8 years before finding his dream career. Someone graduated at 30, but waited for 1 year to secure a good job.

Someone became CEO at 25, and died at 50. Another became CEO at 60, at lived to 90.

Someone is still single at 35, and gets married at 40. Someone gets married at 25, but divorced at 30.

Absolutely everyone on this planet works based on their time zone. People around you might seem to go ahead of you, some might seem to be behind you. But everyone is running their own race, in their own time.

They are in their time zone, and you are in yours!

You are not early.
You are not late.
You are on time.

With a peaceful and calm mind now, I want you to really feel this present moment. You don't need to rush anymore, take a cup of tea to relax. How beautiful is that? You don't need to wait anymore, you are in full gear. How confident is that?

Next, I would love you to turn to the Your Journey Map page.

ALERT If you haven't completed all the tasks, that would be a total waste for you to move forward. As I mentioned many times, flipping through the pages with knowledge and wisdom won't bring you to the next level. You need to do the work.

Imagine you want to climb up the ladder.
Your “L”eft hand is “Learn”.
Your “R”ight hand is “Realize”.

Do you think using only one hand or using both hands will get you to a higher level? Therefore you need to learn while realizing. You need to realize while learning. Both of them are equally important.

So make a conscious choice:

a. If I have completed all the tasks -> Flip to the next page.
b. If I haven’t completed all the tasks -> Go back to where you stop and continue. Remember, you don’t need to rush or wait. Now is the right moment to take action.

YOUR TASK

Step 1: Give yourself a big round of applause, you are amazing.

Step 2: Write a sentence to yourself which is highly motivational.

My own motivational quote:

_____
_____

Step 3: Say it out loud! If you are in a public area, then mentally shout it out!

MAP YOUR JOURNEY

This is the last dot you will be circling.
Take a deep breathe.
Choose the first number that you see and circle it. (Doesn't matter if you have circled that number before or not)

Take a look at your journey map. First of all, let me tell you how many combinations are there in the map.

Chapter 1: 30/48/915/1500 = 4 options
Chapter 2: 1/2/3/4/5/6/7/8/9/10 = 10 options
Chapter 3: 20/2150/5110/1012/2000 = 5 options
Chapter 4: 120/2140/4160/6180/81100 = 5 options
Chapter 4 Bonus: (Didn't do so no dots)/ 777 = 2 options
Chapter 5: 11/15/19/50/100 = 5 options
Chapter 5 Bonus: (Didn't do so no dots)/ 555 = 2 options
Chapter 6: 18/920/2000 = 3 options
Chapter 7: (There are 100 dots on the map) = 100 options

It means there are 4 X 10 X 5 X 5 X 2 X 5 X 2 X 3 X 100 =
6,000,000 different combinations/ outcomes on this map. (Tell me if I calculate it wrongly…..)

Don't you think you are really unique? Out of 6,000,000, there might be one person who gets the same map as you, but they may finish on a different date at a different time in a different city.

Remember to sign your map.

- Your name.
- Date of today.
- Place of reading.
- And your signature.

This is like a blueprint for you. It belongs to you only. You need to really treasure it.

Now, when you look at the dots, I am sure you will see some patterns or images that you can associate with. Because along the journey, you are riding with the success. Remember "Success is not a destination. Success is a journey."

As Steve Job said, “You can't connect the dots looking forward; you can only connect them looking backwards. So you have to trust that the dots will somehow connect in your future. You have to trust in something - your gut, destiny, life, karma, whatever. This approach has never let me down, and it has made all the difference in my life.”

Just like myself.

1. Because 2 years ago I decided to contribute myself as a mentor in my secondary school, therefore I heard a very powerful and motivational speech from Vishen Lakhiani.

2. Because I heard the speech, therefore I started to ask myself this question “How I can contribute myself to the world when I grow up?”

3. Because I kept asking this question, I joined different coaching programs and seminars to develop and uplift myself.

4. Because I joined so many programs, therefore I decided to give myself a chance to do something uncomfortable - make motivational videos. (You can watch my free videos here: https://www.facebook.com/steflaumotivation)

5. Because I started posting more videos, more people approached me for coaching, to solve their life problems.

6. Because I helped more people to solve their problems, therefore I needed to push myself to grow even faster.

7. Because I pushed myself to move forward, therefore I started to adopt that “achiever” mode and only defined myself as valuable if I succeed. And I became more egoic than before.

8. Because I had this wrong mindset, therefore I failed hard.

9. Because I failed hard, therefore I needed to ask for help and solutions.

10. Because I asked for help, therefore I became more humble to learn from different great mentors.

11. Because I learnt from great mentors, therefore I wanted to give back to the community. I wanted to touch more lives. I wanted to use my voice to inspire more people so they are motivated to become a better self and tap into their our greatness.

12. Because I have this intention and mission to help more people, therefore I decided to write a book.

After 12 steps, finally you pick up my book and read till the end. I am really grateful to see your commitment and dedication here.

I do hope you can see how all my dots are connected, and so do you.

Your dots, your experiences, your journey is yours. When you connect them all, you will see your past tense has set you up for a bright future. You will see your past experience has set you up for greatness and success.

I am really looking forward to your next move.

Do let me know how you feel/ experience after reading the book. I would love to hear from you personally, and I will reply to every single email by myself: hello@steflau.com

QUOTE OF THE CHAPTER

“When You Connect The Dots Right,
You Will See Your Future's So Bright.”

REFLECTIVE PICTURE

CHAPTER 8 - CRAFT YOUR FUTURE

Your future is in your hands.
You are the painter of your future.
You are the author of your future.
You are the director of your future.

Therefore, I will leave this chapter for you to paint, write and direct.

But before that, I would love to share with you the last technique, which is also my favourite tool, to help you craft your bright future. I learnt it from a motivational speaker/ past comedian - Kyle Cease. He created this method called “Kylego”.

I think most of you have heard of visualization. It is simply a mental rehearsal.

You create images in your mind of having or doing whatever it is that you want. You then repeat these images over and over again.

However, when you write or think in future tense hoping they will come true, your mind will start to judge and doubt whether you can make it happen.

Therefore here I want to share with you “Kylego”, which I called it Visualization 10.0 because it is 10X more powerful.

To completely hack your brain, you need to visualize your future in past tense.

Let me give you an example.

Given that today is 1st Jan 2020.

When you start crafting your future like 3 years later, use past tense to write. For example (let me clarify, you are writing it today, put “today” as 3 years later):

Today is 1st Jan 2023.
3 years ago, after I read Stef’s book, I started to create my future.

- *Many great things HAVE HAPPENED to me....*
- *From my memory, I DID....*
- *My life WAS really amazing in these 3 years.....*
- *My life HAS TRANSFORMED so much.....*

The reason why we use past tense to write is because it will hack our mind that it has happened already, therefore it will find cues to actually make it real.

I recommend you to do it weekly. You can visualize your life the next day, the next week, the next month, the next year, the next 10 years… it is completely up to you but the key is consistency.

YOUR TASK

It is time for you to paint, write and direct your future!

ACKNOWLEDGEMENT

A big thank you to these people who have inspired me throughout my own personal development journey. Without them, this book will not be written: my parents; my ex-colleagues Nicolette Tong, Silas Ho, Angie So, and Kaye Wong; my great mentors Tony Robbins, Richmond Dinh, Lola Chetti and Yahya Bakkar; my role models Tony Robbins, Vishen Lakhiani, Prince Ea, Jay Shetty, Nas Daily, Kyle Cease, Edwin Lee and Brian Cha; my clients; my partners; my fans; my great friends who keep expanding me including: Jin Kok, Ken Kwok, Sam Man, Andreas Ott, Kaho Chan, Tiger Lui, Fung Li, Dianna Tang, Candy Wong, Josie Pang, Jewel Ho, Michael Cheng, Matthew Lee, Joey Lee, Sue Chow, Mills Sun, Tracy Yee, Glen Ho, 80day Entrepreneur Bootcamp friends, Hong Kong Tony Robbins Community and many more.

If you enjoy reading this book, also check out my social media pages to get more inspirational hacks.

Also, if you have any testimonials, questions, recommendations, feedback that you want to share with me, email me at hello@steflau.com and I will reply personally.

Wishing you all the success. I look forward to seeing the best version of you shining.

Your accountable partner with love,
Stef Lau

CONNECT WITH STEF LAU

I love being in touch with my readers. Here's how to connect with me:

1. Follow me on Facebook. This is the real me. Go to www.facebook.com/steflaumotivation and click +FOLLOW. I share successful mindset hacks and insights posts regularly.
2. For feedback or ideas, you can write to me at hello@steflau.com

Behind every successful person, there's a coach.

Steve Jobs had Bill Campbell to help Apple to grow to a trillion dollar IT industry. Tony Robbins had Jim Rohn to develop one of the leading self-development field to impact almost million lives. Tiger Woods had Butch Harmon that led him to win 8 major golf tournaments.

Did you know that by having a coach increase your chance by **86%!**

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Message me:

steflaumotivation

LIFE WINNER!



Norelle Man recommends Stef Lau.

7 months ago ·

As an English teacher, I've already had my childhood dream accomplished for I know that teaching is where I belong; yet my first time attending an entrepreneurship seminar has given me impressively useful insight. I'm now able to have an even bigger vision on my ideal way of education. Stef's an eloquent speaker who inspires the audiences with her own systematic framework. She's able to help individuals find their passion and strengths, and guide them to start up a profitable business step by step. If you ever feel stuck in your career or are looking for ways to convert your business ideas into reality, I'd highly recommend you to reach out to Stef. Not only can her coaching skills transform what's on your mind into a real product, her appealing vibe will also leave you much more positive and confident. Even if you aren't an aspiring entrepreneur, you'll still get many takeaways on self-exploration, affirmation, and action taking from Stef's seminar.



Kif Hong recommends Stef Lau.

8 months ago ·

A person with great passion in startup, entrepreneurship, n business. Genuinely an awesome mentor who continuously brings u motivation. She rocks

William Chan recommends Stef Lau.

7 months ago ·

I have joined a seminar that is held by Stef. Though I am clear with my passion and direction in turning my passion into business, her sharing has given me a chance to review and affirm my determination. She has a system and is good at using models to stimulate you to think about or discover yourself. But you must be a person who takes actions. Otherwise, it might not help or the content is only a reference to you.



Tony Lam recommends Stef Lau.

8 months ago ·

If you are confused about your life and you want to find your goal of life, find Stef. It's definitely worth it. She is a great life and entrepreneurial coach - reliable, professional and warm.





Pak Him Kam recommends Stef Lau.

6 months ago ·

Stef helped me explore future options with different tools, and in a systemetic way. She is good at specifying details under different possible scenarios to help you out.



Tony Pang recommends Stef Lau.

7 months ago ·

一位出色的導師，帶有非凡的感染力及正能量！
Stef 用她獨立的語言及方法令學員有深刻的體會，極力推薦這位與眾不同的導師🤗



Whom It May Concern
Dear Sir/Madam,

[redacted], Divisions H Director 2019-2020 of District 89 Toastmasters International.
On 13 July 2019, I hired Stef Lau to be Trainer in the Team Building event of District 89 Divisions GHKOZ. I hired Stef because not only that she is experienced in bonding activities, she is also a creative and passionate motivator.
After working with her, I find that she has the passion of a team leader, 11:24 PM

bringing people together for a common goal.
If you wish to hire Stef for a training session, I will be most willing to recommend her to you with more information.
You can reach me at this email or by cell [redacted]5.

Best regards,
[redacted]
Division H Director
2019-2020
District 89

Seen by 03 More

Kavya Aggarwal • 5:02 pm
Hello Stef!

This is Kavya from Team Building Blocks at EIA-HK.

I want to take this opportunity to thank you for your extremely insightful keynote on team dynamics in an organisation. It helped us as we continued with our EIA journey!

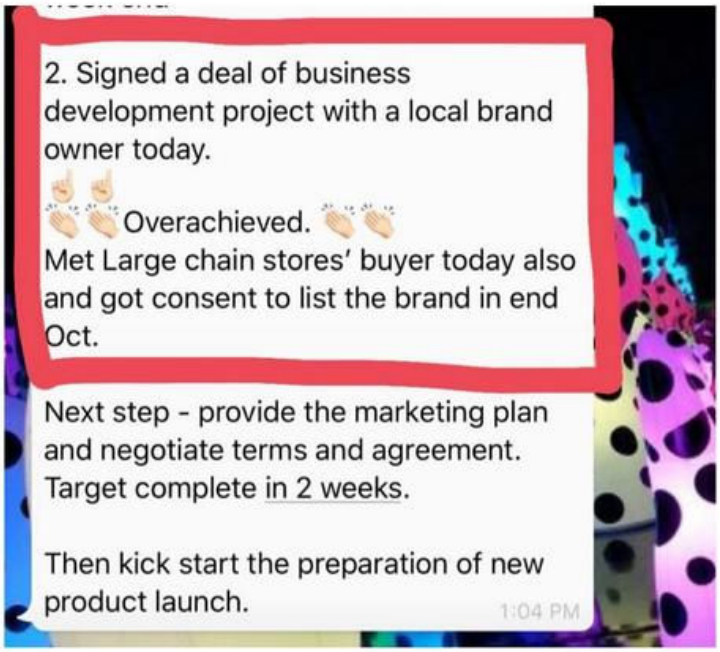
Sincerely,
Kavya Aggarwal

We receive a fantastic training session where Stef is one of the trainer.

It was very creative and very engaging with the audience. It completed the objectives we set and it bound our team together.

It was overall a wonderful session and Stef shown high professionalism throughout the training and it is my pleasure to recommend her in the future.

Best Regards,
Ben Wong



Hey Stef, Just wanted to than you for EIA HK, everyone raved about how awesome your warm up and activities were with the group. Of course, seeing that you are also an UPW alumni I wasn't surprised 😉



Sameer Narad recommends Stef Lau.

8 months ago ·

She is very genuine and always focus on helping others achieve their goals. God bless her with strength to help millions of people across world.



Eric Lai
Digital | Web & App | Sales & Marketing | O2O | Sport Event Management | IP Management
August 15, 2019, Eric was a client of Stef's

Stef took the time to sit down with me to brainstorm how I could integrate them more successfully in my new project - "Hong Kong Maker". Stef is a creative mastermind and a generous supporter of her clients as well. I am tremendously indebted to her.



Sophia AU
Million Dollar Round Table (MDRT) Awardee
August 6, 2019, Sophia was a client of Stef's

I am pleased to have Stef as the co-trainer for District 89 Divisions HKGOZ Team-building event on July 2019. I hire Stef to do such event because of her passion to speak and her professionalism. After working with her, she has done a remarkable job! I would highly recommend her if you want to hire Stef for a training session. See less

Stef Lau is a motivational speaker, entrepreneur and visionary leader with a playful smile. She shares successful mindset hacks to motivate millions of lives.

Since the day Stef has found her passion, she became more driven and motivated to empower others to unwrap their innate gift.It is not surprising that there are too many people living an unfulfilling life, playing a small game, allowing themselves with low standards.The naked fact is "If we don't choose to be extraordinary, we are settled for the ordinary". And Stef is obsessed to lift up others and help them to tap into their greatness.She motivates her clients to feel alive - wake up every morning full of energy, work enthusiastically, and move closer to their dreams day by day.Her mission is to grow people from small to big, from big to massive.Remember, your destiny is in your hands. So the question is "will you"?

BE A BETTER VERSION OF YOURSELF TODAY THAN YESTERDAY.



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