

# Positive, Prosperous Perspectives: A MASTERMIND Group

The MASTERMIND Group is based on the concepts written by Napoleon Hill in his classic book, *Think and Grow Rich*.

This will be a group of people committed to each others' success, who meet on a regular basis, willing to support each other in doing whatever it takes to accomplish their goals and fulfill their life purpose. The MASTERMIND Group will be limited to 25 participants who have committed to meet once a month for the rest of 2009.

Each meeting will begin at 6:00 pm and continue until complete (whenever the group is done for the evening - estimated 9 pm). (These times may change slightly at the consensus of the group.) Each meeting will begin with a brief potluck dinner.

Participants will be guided in using the following tools.....

- ★ The *Claim Your Unlimited Potential* course (value \$250)
- ★ RICHuals - for focusing, planning and accountability;
- ★ A personal and professional prosperity plan;
- ★ Mastermind partnerships (peer coaching between monthly sessions); *and*
- ★ Many other tools written/created by Patricia and other Thought Leaders.

The "fee" for the program is a tithe (see article below) from your income during the course of the program (a minimum of \$20 per month) - in harmony with the true meaning of tithing: "giving in gratitude for love, support and guidance." These funds will go directly and completely to the Center, paying it forward by offsetting costs of producing *Taking It Lightly*. Leading this group is Patricia and Jay's gift to the Center Community.

*This group is only for those truly serious about success and surpassing their previous level of results in life, and who want to maintain a positive, prosperous perspective in this economy. Masterminding and Tithing work! I have used these concepts many times in the 38 years I have been involved in personal and professional growth. I strongly encourage you to consider the tremendous impact that will be created by up to 25 people focused on each other's success and well-being. - Patricia Clason*

PATRICIA CLASON is the facilitator for The MASTERMIND Group in Milwaukee, and Jay Edgar for the group in Madison. Patricia has been a participant in other Mastermind groups and has successfully followed her life purpose since 1975. She brings to this group the best of her skills and her intention to surpass her past accomplishments and up her own level of success in all areas of her life. Jay has participated in Coaching and working with goals for the past 15 years. Patricia and Jay will both be active participants in the groups, as well as guides.

To apply for acceptance in the group, register online (<http://lightly.com/registration.php>), complete the enclosed agreement and prepare a written statement that includes reasons you are willing to commit to doing whatever it takes to expand your success through involvement in this group. Email application to [patricia@lightly.com](mailto:patricia@lightly.com) or [jay@lightly.com](mailto:jay@lightly.com) or send via USMail to Patricia or Jay (depending on which city you are in).

# Positive, Prosperous Perspectives: A MASTERMIND Group

<b>Milwaukee</b>	<b>Madison</b>
<p><b>Time: 6 to 9:30 pm</b> <b>Location: Center for Creative Learning</b> <b>Dates:</b> (4<sup>th</sup> Tuesday, with exceptions)</p> <ul style="list-style-type: none"><li>• February 24</li><li>• March 24</li><li>• April 28</li><li>• May 26</li><li>• June - to be determined</li><li>• July 28</li><li>• August 25</li><li>• September 22</li><li>• October 27</li><li>• November 24</li><li>• December 29</li></ul>	<p><b>Time: 7 to 9:30 pm</b> <b>Location: Jay's Home</b> <b>Dates:</b> (4<sup>th</sup> Tuesday, except December)</p> <ul style="list-style-type: none"><li>• February 24</li><li>• March 24</li><li>• April 28</li><li>• May 26</li><li>• June 23</li><li>• July 28</li><li>• August 25</li><li>• September 22</li><li>• October 27</li><li>• November 24</li><li>• December 29</li></ul>

Telephonic participation will be available if you are unable to attend a session in person.

*Keep reading.....*

## **Tithing: Irrational Act?**

Rich Karlgaard, 02.14.05, 12:00 AM ET

And now for a topic that chills any conversation: tithing. Yeow! Take a dull subject--only life insurance is as boring--and combine it with cloying guilt. That's tithing. In the red states the face of tithing is often a pompadour on Channel 46 beseeching you to wire \$1,000 to his 800 number. The money, he croons, will return to you tenfold, in divine time, perhaps as a shiny new Harley-Davidson. In the blue states the face of tithing is a Natural Resources Defense Council Hollywood-style shakedown.

On top of that, tithing is ... but wait a minute. Along comes a friend--educated and rational--who is glad to tell you of his experience with tithing. He grew up in a strict church, where failure to cough up 10% of the paper-route money was a ticket to perdition. So of course he turned against tithing and the church. As time passed he moved away, earned degrees in engineering and law from elite colleges, got married, started a family and even returned to church. Yet though earning a princely salary, he and his wife were astonished to learn they couldn't save a dime of it.

Now in early middle age, my friend hears yet another sermon about tithing. But this one is different. It makes no references to perdition or Harleys. Just a modest promise: Tithing will liberate the tither from financial worry. That's it. You might be 10% poorer, but you'll stop worrying about it. That was the idea, nothing else. The minister earned extra credibility with the congregants that morning by telling them not to give all their money to the church, to spread it around.

That day my friend and his wife pledged to tithe. They started to give away 10% of their income, every paycheck. Almost immediately a mysterious transformation took place. They found they were able to save 10% of their income. At last. They retired their house mortgage ahead of schedule, too. My friend calls it the 10-10-80 rule. Tithe, save and spend joyously, in that order. As a partner in a professional services firm, he has some control over his income. It has gone up since he began to tithe, though his industry is flat. My friend takes pains to avoid calling this God's bountiful Harley. He will say, however, that absent financial worry he feels more creative and energetic about his work. Clients evidently like his attitude.

### ***Entrepreneurial Risk Is Less Terrifying***

Another enthusiastic tither is Greg Gianforte, the founder, chairman and CEO of RightNow Technologies. Gianforte started this Web services company in 1997 in the spare bedroom of his Bozeman, Mont. home and has grown it to \$40 million in sales. RightNow went public on NASDAQ last year, becoming Montana's first tech startup to do so.

Gianforte is quick to say that tithing is a duty of his faith. One must never tithe with expectations of divine reward. But, funny, Gianforte says, now that you mention it, tithing has brought these benefits:

- "The decibel level in my life has gone down. I think that's because every possession speaks to you. Everything you own wants attention. When I began to tithe, I found a freedom from my possessions. I don't hold on to things as tightly anymore."

- "When you loosen your grip on possessions, you become more willing to take a chance. Entrepreneurial risk is less terrifying."
- "Tithing requires discipline, but that discipline begins to show up unexpectedly in other areas of my life. When I began to tithe, I was able to rise earlier in the morning. I am more patient with people."
- "Tithing puts you in touch with people's needs. This is an excellent habit to acquire in business. I guarantee you, if you want to build a company, you have to be in touch with customers' needs."

At this point I recalled a chat I once had with Gianforte while researching my book, Life 2.0. When Gianforte started RightNow, the first thing he did, with no employees and no product to sell, was print up a data sheet and mail it to the heads of customer service at hundreds of large companies. Then he got on the phone and asked his would-be customers what they liked and didn't like about the data sheet. By listening to their needs, Gianforte was cleverly combining R&D and selling--on the cheap.

I bring this up, and Gianforte laughs. "When you tithe, you begin to see your role as a steward of resources. You don't engage in wasteful spending. You learn to become a bootstrapper.

### ***Beyond Supply and Demand***

What do we learn by hearing the stories of my friend and Greg Gianforte? I'm not sure. I don't think their stories prove the beneficial effects of tithing for the tither. But neither can anyone prove why capitalism works. Economists, trapped in the closed loop of supply and demand, can only make a dismal pseudo-scientific hash of it. Out in the real world people are inspired by ideas. Some are even willing to suffer irrational odds in an effort to turn their ideas into innovations. Most fail, but even the failures add to our knowledge. The pursuit of innovation by entrepreneurs willing to give before they get creates discontinuities that shatter the predictable loop of supply and demand. Entropy and monopoly alike are defeated by innovation. That is how capitalism works. It starts with an irrational act of giving.

Why does tithing work? Nobody knows. Only that it does for many.

Visit Rich Karlgaard's home page at [www.life2where.com](http://www.life2where.com)

*I have been tithing for over thirty years. 10% of my gross income, some to church, some to charity and sometimes to individuals who have inspired me spiritually or cared for me or others generously and compassionately. All of these years, I have been "taken care of" and not been in dire need of anything. I believe it is the gratitude that I express with tithing, the focus of gratefulness for all of the gifts I have received - the planet, the animals, friends and family, food and shelter and great love. No matter how little I have or how much, I am grateful.*

*I do not think of tithing as the means to "getting" anything. It is about gratitude and giving. Tithing for the purpose of receiving is not tithing - it is an attempt to work a magic spell on life. Tithing is for the purpose of gratitude and giving and is complete at that. What a wonderful bonus to notice that my gratitude and generosity is blessed with more gifts from God. - Patricia Clason*

Patricia --- Thanks for your inspiring letter!

I've received more than 400 emails so far. Some report a link between tithing and prosperity. But everybody reports a relief from the grip of money and material want. Amazing stuff! Best, Rich

So tithing makes sense, it focuses us on gratitude rather than lack, it blesses others for the good that they do in the world which in turn blesses us with the joy of freely giving and opens us to receiving. The flow is abundant. Tithing works!

In "The Message" translation of the Bible, Matthew 18:20 reads *"Take this most seriously: A yes on earth is yes in heaven; a no on earth is no in heaven. What you say to one another is eternal. I mean this. When two of you get together on anything at all on earth and make a prayer of it, my Father in heaven goes into action. And when two or three of you are together because of me, you can be sure that I'll be there."*

Quantum Physicists have proven that focus changes matter (I don't have a simple one paragraph explanation of that work!).

The message is the same, from the Bible to Franklin Roosevelt (*The only thing we have to fear is fear itself*) to Quantum Physics, synergy (<http://en.wikipedia.org/wiki/Synergy>) - our combined energies - is more powerful than our individual energy.

The bottom line - is your joy, prosperity, and peace of mind worth one evening a month and one phone call a week? If so, if you want to use synergy to make this your best year ever (no matter what goes on around you), then join us in a Mastermind Group.

We are so excited about this adventure and look forward to creating an awesome 2009 with you!

*Patricia and Jay*

*Well, what are you waiting for? Take a deep breath, clear your calendar on the fourth Tuesday evening of each month\*, complete the contract and send it in!*

*Go ahead, do it - JUST DO IT! You are worth it!*

\*note June exception in Milwaukee

# MASTERMIND AGREEMENT

Name

Address

City, State, Zip

Home Phone

Work Phone

Cell Phone

email

I agree to meet in a MASTERMIND group one evening per month for one year, for the purpose of support and accountability in reaching my goals and fulfilling my life purpose and maintaining a positive and prosperous perspective on life.

I agree to tithe (a minimum of \$20 per month) to Center for Creative Learning as a *gift* in acknowledgement of the love, support and aliveness I have experienced there. I commit to keep my tithe agreement, even if I choose to leave the group for any reason prior to the completion of the year. I understand participation in the group is free.

I will bring to the first session of the group the following.....

- ★ A statement of my life purpose and my business purpose as I now understand them
- ★ Complete one year goals (see Decide What You Want document)
- ★ A three ring binder with 2" rings
- ★ Two spiral notebooks (8 1/2 x 11) or another binder with paper for notes

Attached is written statement of the reasons I am willing to commit to doing whatever it takes to expand my positive, prosperous perspectives, through involvement in this group. (Fancy prose not required, a simple honest statement will work!)

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Signature

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Date

Register online at <http://lightly.com/registration.php> and then complete and mail this agreement to:

For Milwaukee group:

[patricia@lightly.com](mailto:patricia@lightly.com)

or

Positive Prosperous Perspectives

% Patricia Clason

2437 N Booth St

Milwaukee, WI 53212

For Madison group:

[jay@lightly.com](mailto:jay@lightly.com)

or

Positive Prosperous Perspectives

% Jay Edgar

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Madison, WI 53711