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## Getting What You Want

As you fully embrace the Outcomes that are the result of your new TAO, you will find yourself on the brink of a thrilling time. You can now see that you have the power to create the life you want and deserve. *Focused energy* is the key to your fulfillment.

Using the power of energy and focus—and not relying on anyone else to provide for your needs—you become capable of delivering your own dreams for the future. This self-empowerment will erase any lingering strands of hurt, anger, or disillusionment from your divorce.

Getting what you want by using the power of concentration and energy takes the following steps, which I've discovered through personal experience:

1. *Decide*: Choose a goal.
2. *Focus*: Put all your attention on what you want.
3. *Visualize*: Picture it over and over.
4. *Imagine*: Feel what it would be like to have what you want.



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5. *Act*: Take the actions necessary to get it.
6. *Believe*: Know you will get it.
7. *Surrender*: Let the universe deliver what you want. If it doesn't appear, it's only because something better is coming.

I came upon this knowledge quite by accident. After my divorce, I was looking for an interest that was exciting. Having put my responsibilities in order, I was ready for something that captured my imagination. One night a newspaper article about how to win contests caught my eye. I felt a strange ripple of electrical current go through me, as if someone had switched on a light.

The piece was a short interview with a local woman who talked about how she focuses her attention on winning contests. The central theme was to suspend doubt and be willing to open up to a new way of thinking. I was ready for this. It was time to discover how to give myself what I wanted.

After spending time learning how to really concentrate and studying how positive energy could influence an outcome, I wrote down those seven steps to getting what I want.

Within days of making this list, I saw the contest I wanted to win: a week in Holland, all expenses paid for two. I had to write in fifty words or less why I should represent my country at the celebration of two hundred years of trade between the Netherlands and the United States. I thought, *Yes! Why shouldn't I?*

The idea of a trip to Europe was something I could definitely get enthused about. Whether I won it or not didn't seem to matter; I hadn't felt this kind of excitement in a long time.

After ten drafts, I sent the essay in—slathered with intention and light. My energy level was so high that I couldn't seem to keep quiet. I went on endlessly to people about what I was doing.

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So many of them gave me frozen smiles that I finally stopped talking about it. I could almost read their thoughts: *So it's come to this. Her divorce has caused her to lose her mind.*

One of my friends is a therapist, and I was certain she would understand. I told her about the contest. She nodded and smiled and looked utterly confused. Obviously, she didn't get it either.

Six weeks later, the special-delivery letter came that said I had won. I couldn't believe it, and—at the same time—I *had known* it would happen. I called my therapist friend to invite her to Europe with me. She was in shock.

It was the first time out of the country for either of us. All the way over on the plane, I kept talking about positive energy and how to use it. She listened. She was patient. But she just couldn't fathom what I was saying.

In Holland, we saw the art of the Dutch Masters, we traveled to villages where they gave us gifts and toasts and banquets, and we even met the queen of the Netherlands.

The last night in Amsterdam, a large group of American and Dutch guests assembled at an exposition hall for more entertainment. When we entered we were each given a Dutch hat and a ticket for a raffle—the prize was a diamond stickpin from the queen. I thought, *Great! Another opportunity to test my concentration and focus.*

Finally, it was time to draw the ticket. Unfortunately, my friend had stepped out for a minute, so she missed the show that was about to happen. I looked up and down the long dining table and said, “Hey, guys, I really want to win this. All of you are sitting here sparkling in your gems tonight, and I don't have a diamond stickpin to my name. Could you picture my number with me?”

I think they agreed because they were nice people, they thought the idea was funny, and they probably didn't think it would work. There was one lady at the table, however, who spoke

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up and said, “Noooo. *I* want to win it.” (Unfortunately for her, she was too late. I had asked first.)

So there we were, fifteen men and women wearing our little Dutch hats, holding hands and closing our eyes. When they called my number it was like a high-voltage current hit us at the same time. We jumped in the air and yelled.

Half-startled, half-crazy with excitement, I jumped all the way to the podium to collect my jewel, my Dutch hat wings flapping like Peter Rabbit’s ears. My crew of concentrators was in the background, jumping and flopping too.

When my friend returned and I told her what had happened, the color in her face went past the point of ashen, and she said, feebly, “You’re scaring me.”

She finally got it.

It *is* overwhelming when you discover the power to create what you want. And when you do, you’ll probably be flooded with feelings all the way from fear to unimaginable triumph.

## Becoming a Believer

Effectively teaching or communicating how to focus energy is essential in coaching. Some people are a tough sell, though, like the chemistry professor I worked with who argued that the whole concept was unscientific and therefore couldn’t possibly succeed. Because he had nothing to lose, he decided to try it anyway. He told me the only reason he finally agreed to do it was because “I’m so miserable and lonely, I’ll try anything.”

Don worked at a prestigious university. His wife had left him for a younger man, and he wasn’t dealing well with the hurt, embarrassment, and sense of betrayal. He was a brilliant, sweet guy trapped inside a negative mind-set. He wanted to meet someone, but his Take on dating was that it was impossible for him to

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start over. He said what so many people say after a divorce: “I can’t learn to date at my age. No one would want me, and besides, all the good women are taken.”

Cracking his cemented beliefs took months. We worked on his TAO of Divorce. He listened for his negative voice and began to consciously rescript his Take.

Don became diligent at using boundaries in order to relate to people better. Not understanding how he crossed the personal lines of others, and unaware of the impact of his words and actions, he had found himself in the middle of a lot of upsets in the past. Now, armed with new knowledge, he was starting to build stronger friendships while reaching out to people.

We focused on his strengths and deepened his awareness of his values. Slowly and gently, Don was beginning to shift his opinion of himself and consider the new opportunities that were opening up for him.

Introducing some new Actions, I suggested that he look for pictures of what he wanted and put them on a bulletin board where he’d see them before he fell asleep and when he woke up. He did this but hid them under the bed when his daughters visited. He had trouble not making fun of this idea even though after just a few weeks, he began to experience some of the images he had posted.

After he went rowing on a lake with a date he had met on the internet, I asked if he had that picture on his board. He said yes but dismissed it as a coincidence and as something he might have done anyway, even though he hadn’t had a date since before he was married.

He started dance classes at a local studio. When he went home, he realized that he had cut out a picture of two people dancing together—dancing was something he had always wanted to do. He was having more fun than ever before.

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Dating, dancing, rowing, and other activities began to make Don a happy guy. It led him to finally be able to talk to his ex about their children and other matters pertinent to their lives. His hurt and anger were dissipating.

Other pictures that were on his board also became realities. Finally, he told me he was ready to meet someone fabulous, fall madly in love, and live in Europe for most of the year. He wanted an apartment in the States that he could come back to frequently so he could visit his children. “This seems like a big fairy tale to me, so I’ve been afraid to say it. But since these other things have been happening, maybe this can happen too.”

We spent time looking at what kind of person he wanted to share his life with and listed some of his requirements. We also began to picture him finding a job in Europe. Don began to develop a vision for his future. I suggested that he now find pictures that would represent not only the life he wanted but how he would *feel* with that life. Still a little skeptical, he did it.

What was Don’s Outcome? Within a year, he got exactly what he visualized. I am happy to report that he met someone from Belgium, they fell deeply in love, and they are creating their schedules to live in Europe most of the time and return often to their apartment in San Francisco.

Don no longer feels bad when he thinks or talks about his ex. He considers it his good fortune that she moved on and he was forced to find a new life, because Don absolutely loves his new life!

What is Don’s new TAO?

- Don’s Take: Negative thoughts and words only bring me more negativity. I have the power to shift my Take into something good that will serve me better. I am grateful I was pushed into finding my new life.

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- Don's Actions: When I want something, I need to focus my energy, form a positive Take, and take the steps to make it happen.
- Don's Outcome: When I have a positive Take and assume responsibility for what I want through my Actions, my Outcome is always perfect—whatever it turns out to be.

### The Irresistible Appeal of People Who Get What They Want

**WARNING:** When you begin to use focus, shifting your mind to what is now possible, you will become extremely attractive to everyone and everything. More and more people will want you to be on their committee, team, or board. Others will ask you to be their friend, their date, or their mate. Opportunities are going to come flying at you as you become a magnet. Your challenge is to stay grounded, clear, and *selective*.

Your ex will start looking at you differently, possibly also becoming more attracted to you. Remember your boundaries and reread chapter 4. Unless you want to rekindle your romantic relationship with your ex, you are going to need some strong lines between you.



I often tell divorced clients, “The more you practice these steps, the more positive responses you are going to receive . . . including from the opposite sex.”

But my client Harry found that hard to believe. I told him, “Honest, Harry—women are going to be following you around town and lining up outside your door.”

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“Oh *sure*, Tonja! I can just see that now,” he scoffed. “It’s never happened before, and I know for a fact that it never will!” This was Harry’s old Take.

Harry had been married twice. He was cordial with his first wife and not on speaking terms with his second. His problem was that he didn’t think he was attractive to women; therefore, he settled for the first one who would go out with him. I told him we would do things differently this time. Settling for someone is a guarantee of relationship failure.

Harry needed a better relationship with himself before he could find one with a woman. We affirmed his strengths, took the focus off what he perceived to be his weaknesses, and found new activities to think about. Harry’s new Actions were these: He joined a tennis team, started going to the gym, and got a dog, which he walked every morning and night. Harry learned about body language, eye contact, and being friendly with strangers. When he saw neighbors on his walk, he began to say hello and even stop for a chat. He also joined his tennis friends for a drink after their games. Harry loved this growing camaraderie and was enjoying himself socially for the first time in his life.

He added some new pieces to his wardrobe and was finding it increasingly easy to strike up a conversation with anyone—including women. In fact, he got so good at acknowledging people that he began to be the most popular guy in his small town.

Six months later, Harry called and said, “I thought you were crazy when you said women would be chasing after me. I really did. I wasn’t trying to be rude; I just thought you were nuts! But, honest, women are following me *everywhere!*”

“Of course they are, Harry. I knew they would once we shifted your negative Take and got you feeling terrific. No one can resist that magnetic energy you have now.”

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Harry finds it even easier to relate to his first wife, and he doesn't have time for angry words or feelings toward his second. That's because he can't get over the fact that everyone's just wild about Harry! Harry is more than a little pleased with his Outcome.

### **All It Takes Is Being Open to the Idea**

When I was divorced, my children watched how I focused on what I wanted. Because they were young and hadn't yet absorbed the negative tapes that say you can't do something, they just assumed they could create whatever they wanted to. So they did.

Their response was, "Awesome, Mom! This is fun!"

My son loved food, and he craved big quantities of it. This was his focus as a child, even though he was wiry. In different raffles, he won a giant hoagie the length of the living room, a huge cookie the size of a coffee table, and other meals and snacks along the way, as well as tickets to sports or music events. My daughter won prizes with her dog and wrote essays about her family that gave her money and publicity. All of this proved to me that you could pass the concepts of focus and energy on to others if they are open to them.

I taught a seminar for divorced women on empowerment a few years ago. For almost all the women, the divorce wounds were fresh and they had few kind things to say about their exes. In their minds, most of the problems in their past relationships belonged to the ex.

I explained positive thought, focus, and how energy works: "When you learn how to attract what you want, you won't feel needy, dependent, or even bitter about your breakup."

The discussion that followed was full of doubt . . . with a trickle of hope.

"Why don't we go around the room and each person can tell us what she wants? We can all give each other energy," I said.

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The first woman to speak up said, “Well, I’ve always wanted to go to Hawaii, but since I’m broke, have a hard time paying my bills, and don’t have a husband now to help me, that’s not going to happen anytime soon.” We all pictured Lorraine in Hawaii.

One woman said she would like to get back into her art. Since her divorce, she had been overwhelmed with taking care of her family and had given up doing what she loved.

Another woman in her thirties said she wanted to believe that someday she would find her soul mate, get married, and have a family.

When she said that, someone else, who was in her fifties, said she would love to meet a wonderful man, have a great relationship, and travel.

Someone else spoke up and said she was sick of her job, didn’t make enough money, and worked all the time. She wanted to earn more money and be happier in her career.

We sent energy to each person when she made her desires known. But some women didn’t say anything, since they didn’t believe in what we were talking about.

A week later we met again. Lorraine was the first to share.

“You’re not going to believe this, but the wildest thing happened this week! My college roommate, whom I hadn’t heard from in ages, called me to ask if I wanted to go to Hawaii with her—all expenses paid. She and her husband had planned this trip, and now he can’t go. There was a plane ticket, a hotel room, and all meals would be paid for. I couldn’t believe it!”

We all cheered and clapped and asked when she was going. She said, “Oh, I can’t possibly go. There’s no way I can work it out.”

“Why not?” we all asked. Lorraine didn’t really have an answer—just feeble excuses. I could see that I had more work to do with Lorraine.



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This is what happens when we haven't grown ourselves big enough to allow wonderful things to happen for us. When we are stuck in limited thought, don't believe we deserve a terrific life, and stay attached to the idea of struggle, we get overwhelmed when our dreams start to come true. After all, who would we be without our story of pain and hardship? Who would feel sorry for us and give us comfort? How would we be different from everyone else?

Believing we have suffered more than others gives us an excuse to not try. It's also a perfect reason to indulge our addictions. These are some of the reasons why people stay imprisoned in uninspired lives.

The woman who wanted to get back into her artwork went home that night and got started. At the next meeting she brought her latest painting to show the group. It was magnificent. Today she is not only still producing but even selling some of her work.

Two years after that seminar, the woman in her thirties is married and has a baby, the woman in her fifties has met the love of her life and they spend their time traveling together for both work and pleasure, and the woman who hated her job now works for herself and makes five times the salary she used to make.

Four of these five people also now have better relationships with their exes. Once they discovered how to give themselves what they wanted, their grudges, resentments, and bitterness dissolved.

As far as I know, the people who did not speak up are still doing what they have always done: living their self-limiting beliefs.



Five years after my Dutch trip, I met my husband, Vik. Naturally, I had focused my energy on the qualities I was looking for in a



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romantic/life partner—qualities I had appreciated in others but had never seen all in one man! I was clear that I wouldn't settle.

When Vik and I found each other, I was still teaching seminars on creativity. When he accompanied me to them, whether the audience was large or small, someone would always raise his or her hand and ask, "How did you meet your husband?" This would bring nods and cheers from the group; I suppose they could see how connected we were. Clearly, everyone wants to know how to create their dreams—and *attract* their dreams.

Shortly after I met Vik, I told him what I had learned about energy. He didn't really get it.

I decided I'd have to demonstrate the process to him when I got the opportunity. A couple of weeks later, we were at an event where they were raffling off a cowboy hat.

"Vik," I said, "you're in a family of cowboys now. You need a hat. I'm going to win it for you."

"OK . . . sure . . . that'll be nice," he said. He clearly didn't understand. So I

Step #1: *Decided* I wanted the cowboy hat.

Step #2: *Focused* on winning it.

Step #3: *Visualized* Vik wearing it.

Step #4: *Imagined* excitement when they called my number.

Step #5: *Acted* by buying a raffle ticket.

Step #6: *Believed* it was going to happen.

Step #7: *Surrendered* by savoring the moment.

When I won his hat, at first he and his friends were shocked. But soon they began to claim it was a coincidence, told me there weren't that many people trying for it so the odds were pretty good for me, and gave me a lot of other "logical" explanations. I sighed and gave it a rest.

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Several weeks later, we were at a banquet in a hotel. They were raffling off a weekend getaway for two. *That sounds terrific*, I thought. *We needed a short vacation*. I told my husband I was going to win it.

“Good,” he said, “Good. Yes, I think you should do that. That would be lovely.”

I thought, *He still doesn't believe me; as much as he'd like to, he doesn't understand*. I asked him to concentrate on my ticket number anyway. The ballroom was packed with people who became totally quiet when the organizers called out the numbers. Vik was startled when we won it. In fact, he looked a little rattled because, in a room filled with five hundred people, he could find no logic or favorable odds or coincidences.

We had such a good time on our holiday weekend that I told him, “I think we need a longer vacation. Let's go away for a week to an island. I'm going to look for an opportunity for a tropical trip.”

“Great idea!” he enthused. He was finally getting there. A few days later, I found a contest for a week in Aruba for two. This was a national contest, so I knew it would take strong focus to win it. We both sent the entry forms our energy. And he didn't feel the least bit silly doing it.

On the way to Aruba, a flight attendant asked the passengers a trivia question. I'm usually terrible at Trivial Pursuit, but for some reason, I was the only one who knew the answer. I won a bottle of champagne. When we got to our hotel, we had a lot of great things to toast, including focused energy.



If you want to begin using your focus for what you want, it's best to start off with something simple, where the odds are pretty

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good for you. Keep trying until you have success. This will build your confidence and belief that it can happen.

Start by visualizing the perfect pair of shoes you need and finding them on sale; a parking spot in front of the store you want to go to; or the amount of money you need in your account to pay an extra bill this month. It helps if you do the visualizing, picturing, and intending *before* you get to the shop or the parking lot or the bill's due date. When you accomplish your first successes, don't stop there. Set new goals and move on to the next ones.

## When You Don't Get What You *Think* You Want

Sometimes you may not get what you think you want. Staring disappointment in the face, it may be hard to believe that *not* getting what you think you want is a blessing in disguise. But that is often the case.

When I was an educational consultant, there was a time when I was working hard toward creating, funding, and airing a parenting TV spot. The concept of the “edu-tainment” minute was to demonstrate how to have fun with children while teaching educational concepts. I was prepared for this project, having written books for parents, teachers, and children and having made award-winning recordings and videos in this field.

I put huge amounts of energy into this goal, and lots of wonderful people stepped forward and invested their time and talents as well. I gave it my laser-beam focus. In the end, we were able to raise about half the money and sponsors needed, but not the rest. What I thought was a brilliant plan fell flat, and for a period of time, so did I.

I thought perhaps I had lost my ability to manifest what I wanted. It was discouraging and confusing, and I felt bad for the people I had involved. It took considerable effort to not be influ-

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enced by some of the negative thoughts that permeated my mind, like “You need more talent,” or “Someone else could do it better.” I had to fight these mean little voices like crazy to keep them from taking away my optimism about life and my confidence.

This disappointment was partly responsible for me deciding to go back to school, becoming a coach and columnist, and reinventing my life. I have never been happier or more fulfilled. What I learned from that intense experience was to take time to find out where I might be out of alignment. Without realizing it then, I was tired of what I was doing and was unconsciously searching for something different. I didn’t really *want* the TV spot, because it would have kept me stuck.

Ultimately, when things don’t come your way, you have to know there is a greater energy and intention at work. The path is not always well lit, but something better is coming to you; just because you can’t see it right away doesn’t mean you should give up on the process.

The aspect of focusing on what you want is important to your growth. It helps you get clear about what you’re doing and why. It helps you look deeply within and discover whether you are in sync with yourself. And it teaches you that when you work in harmony with your talents, experiences, and inner wisdom, you will be in command of shaping your own destiny.

Once you master the process of positive thoughts and focus, you can apply it across the board to anything you choose. Best of all, when you tap into this strength, you are relieved of all thoughts of clinging to anyone else to provide you with what you want.

As you move forward in your new empowered life, take a look at your former TAO and your different, emerging one. Can you see and feel the difference? Getting what you want becomes part of your new flow. It starts to become effortless, calm, and just the way it should be: divine.

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## Suggestions for Getting What You Want

1. **Set your goal.**
  - Write a list of some of the things you've been wanting. (They don't all have to be material things.)
  - Choose one and focus on it.
  - Start with something simple so that when you get it, it will raise your confidence.
  
2. **What will it look like when you have what you want?**
  - Imagine getting what you want.
  - Describe what it looks like in your notebook.
  - Cut out a picture of what you want and look at it in the morning and at night before you fall asleep.
  - Don't worry yet about how you're going to succeed. Just keep your eyes and ears open for the opportunity coming your way.
  
3. **Take action.**
  - Investigate what steps you need to take to accomplish your goal.
  - Write them down in your notebook and provide details.
  
4. **Believe you can have it.**
  - Keep looking at the picture, sensing you have what you want.
  - Think about it as if it's real.
  - Share your thoughts with a good friend.
  - Keep pictures in your mind of what you want, and know that you'll get it.
  
5. **Surrender.**
  - Let it go.
  - Keep visualizing, believing, and sending out positive energy.
  - You're ready to get started!