



**Speaker and Award-Winning Author  
Jennifer Hawthorne**

Janet Attwood:

Welcome, everyone, to the Passions Series. I'm the Cover Editor for *Healthy Wealthy nWise*, and author of *The Passion Test—The Effortless Path to Discovering Your Destiny*.



As most of you know, these calls are all about passion and how passion has helped some of the most successful people in the world realize their dreams. Our intention is that by learning how guests discover and live their passions, you'll discover your own passions and be able to give your unique gift to the world.

The German philosopher and inventor, Hegel, once said: "Nothing great in the world has been accomplished without passion," and one of the most effective ways to connect with your own passions is by hearing the experiences of those who are living them in their own lives.

That is our purpose here. Jennifer Hawthorne is one of my very dearest friends. She has followed her passions to become an incredibly successful speaker and author. She is the co-author of *Chicken Soup for the Woman's Soul*, *Chicken Soup for the Mother's Soul*, and *Chicken Soup for the Single Soul*.

Four of Jennifer's books have become number-one *New York Times* best sellers. More than 12 million of her books have been sold worldwide, and they've been translated into more than 30 languages, so no small feat. That is such a big, wonderful coup. Jennifer's Fortune 500 clients include companies like AT&T, Hallmark Cards, Delta Airlines and Motorola.

From my own experience of her, I can tell you that she has a huge heart, she reflects deeply, is profoundly caring, and her success is due in no small measure to her ability to bring these qualities to her writing. Jennifer's latest book, *The Soul of Success*, is very directly related



to our focus on passion.

Jennifer Hawthorne: Thank you, Janet.

Janet Attwood: Thanks so much for being with us. I'm also honored to introduce a fellow member of Jack Canfield's Transformational Leadership Council, who is our co-host and will conduct our interview with Jennifer.

Bobbi DePorter is the president of Quantum Learning Network, and has become renowned for its incredibly successful SuperCamp, which provides learning and life skills programs that transform kids' lives. You can learn more about Bobbi's great work by going to: [www.QLN.com](http://www.QLN.com).

By the way, Bobbi has a new book coming out April 1<sup>st</sup> called *Quantum Success*. Bobbi, it's a pleasure to have you with us.

Bobbi DePorter: Thanks, Janet. Jennifer, I'm so pleased to co-host this interview and get to interact with you in this way.

Jennifer Hawthorne: Thank you so much, Bobbi.

Bobbi DePorter: I've been reading your materials and catching up on those and your website. I am greatly inspired by the depth of your sharing, because I know that comes from a very vulnerable place, where you want to share and have people get as much as possible from your learning and get to know who you are.

I've also been inspired by what other people have said and all that I've read about you. First of all, you have enjoyed incredible success as an author and speaker. How did your passions lead to your involvement in the *Chicken Soup for the Soul* series?

Jennifer Hawthorne: It started when I was a child. One of the most precious times of the day for me when I was growing up was my bedtime-story time, because my father was a master storyteller. During his life, my father wrote and recorded close to 500 original "Brer Rabbit" stories.



He did all the voices himself and believe me, when he told a story, he transported my little sisters and me to another world. It was enchanting, it was magical, and we learned so much about human nature and human character from those wonderful animals.

The stories had such an impact on me, that by the time I was seven years old, I was gathering all the children in my neighborhood to come and sit in rows on my driveway so that I could tell them stories.

I wanted to teach them, I wanted to talk to them, and although I wasn't really conscious of it yet at that tender age, still somehow I really understood the tremendous power of words to be able to transmit something, to move people, to touch them, to heal them. Although I certainly didn't realize it at the time, I really had been given the same gift as my father.

So *Chicken Soup for the Soul* was a natural forum for me, and a perfect example, I think, of how the universe orchestrates events to make sure that we are in the right place at the right time, to meet the right people, when we really are in the flow of surrendering to our soul's passion.

Bobbi DePorter:

Everyone would want a father like that too, and just to know the tremendous impact it has on us as children, and to continue to take it and build from there. Your success with the *Chicken Soup* books resulted in a very successful and busy speaking career. Your latest book is, once again, directed to women and its theme is balance, something we can all use. How and why did balance become a passion for you?

Jennifer Hawthorne:

I've been aware for a long time that balance is one of the greatest challenges that people—not only in our country, the U.S., but people around the world, especially women—are facing.

In fact, I recently read a statistic that said that something like 97.8% of women today say that they feel



overwhelmed and stressed out. I'm sure that there are a lot of men who would say exactly the same thing. Frankly, I've always thought that finding balance in life was more about juggling schedules—a time management kind of thing, or maybe taking more time for ourselves.

Those things, of course, really can contribute to finding greater balance in life, but as I interviewed people for my last book, *The Soul of Success*, I began to realize that real balance is what happens when everything you're doing on the outside lines up with who you are on the inside.

I saw that when we become clear about who we are on the inside, then the circumstances of our lives begin to shift into alignment with that. I'll give you a beautiful example of that. One of the women I interviewed for *The Soul of Success* was Jacque Vines, who is the vice president and general manager of Cox Communications in Baton Rouge, Louisiana, which happens to be my hometown.

Jacque's achieving that kind of status in the corporate world was certainly no small thing because not only is she a woman, she is also an African-American woman. She grew up in the Northeast, born to a drug-addict mother, and shuffled around from one foster home to another most of her life. So obviously, this was a tremendous achievement in the way that we think of traditional success.

Honestly, Jacque thought she had everything that she wanted. She didn't want to be married, she didn't want children. She felt that her career was her life, her passion—everything—until September 11<sup>th</sup>, 2001. The day of 9/11, Jacque was scheduled to give a presentation at the Cox headquarters in Atlanta, Georgia.

It was going to be a career-defining moment for her. It was a budget presentation that she had worked months on. She walked into that conference room that morning, however, just in time to see the second plane hit the



second of the Twin Towers in New York City. She said that simultaneously, everybody got up and left the room to go and call someone, and she sat there realizing that she had no one to call.

Well, it was not a career-defining moment as much as it was a life-defining moment for Jacque, because at that point she really began to ask herself the question: “What is the point of all this success if I have no one to leave it to?” In fact, she said that she had to become painfully honest to accept the fact that she had had a major gap in her life and had not even had a clue it was there.

The point that I want to make with this story is that as soon as Jacque got so clear that what she had in her life was not what she wanted, the universe stepped in, it conspired to create and set up the circumstances which would change Jacque’s life. The circumstances brought her niece into her life, and to make a long story short, she has ended up raising her niece’s two small girls.

It’s something that has added a dimension of joy that she speaks about in a way that is completely radiant. She has humor—my favorite line in the story is when she says, “You know, it is a humbling experience to realize that I can run a \$150 million company, but I cannot get a two-year old to eat her broccoli!”

The trick, of course, is how do we know what’s true for us on the inside? We’re talking about balance here, and how true balance comes when everything on the outside lines up with who we are on the inside. I love that famous line from Shakespeare’s *Hamlet* that says: “This, above all, to thine own self be true.”

But how do we do that when we are so conditioned to live life based on how society thinks we should be or how our parents think we should be, or how our spouses, partners or kids think we should be? For Jacque, it happened because she was forced into it.

But this is the point—this is the path, and it takes a ruthless commitment to being honest with ourselves, to



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really discover what's true for us, and I honestly believe it's worth it. At least that's what I'm experiencing in my life.

Bobbi DePorter: Going along, having these assumptions, accepting what is or having these rigid pictures—I could just picture when you were talking about her and actually got chills when you said that moment, because standing there and seeing an empty room would hit you so hard.

Jennifer Hawthorne: Right, and it's amazing what can be the catalyst for these kinds of moments, but I really believe that they happen to us all the time. As long as we're paying attention, then it is an opportunity for us to go deeper. Any time we can go deeper, we are setting up the conditions in our own lives for greater transformation, to become the people we really want to be.

Bobbi DePorter: You said something very interesting there: when “we’re paying attention.” How many times do things come and they pass us by because we didn’t see them?

Jennifer Hawthorne: Right—that’s so true.

Bobbi DePorter: What do you see as the relationship between balance, success and passion?

Jennifer Hawthorne: That’s a big topic. We just talked about balance and what I think true balance is. Let’s talk about success and passion and then maybe we can relate the three of them. I think the most important thing I can say about success is that you have to define it for yourself, because until you do, you’re always going to be buying into society’s definition of success, which is about wealth, achievement, status, power.

It’s unlikely that you will ever be fulfilled in a long-term way if you’re looking to those kinds of things to base your success on. I love what Anna Quindlen, one of my favorite writers, said about this. She said: “If success is not on your own terms, if it looks good to the world, but does not feel good in your heart, then it is not success at all.”





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For those of you watching the Olympics, you probably had your attention captured by the American skier, Bode Miller. I loved what he said in an interview: “Some skiers look to others after a race to tell them how they’ve done,” but that he knows when he’s skied a good race and that’s what matters to him. In other words, he’s defining success for himself.

For me, success means peace. I discovered a long time ago, that even at moments of the greatest success in the traditional sense—for example, when *Chicken Soup for the Woman’s Soul* became a number-one *New York Times* best seller—that was a moment of such great joy, excitement and deep satisfaction for me.

But at the end of the day, of course it was too superficial to last. It wasn’t superficial at the time, but it’s not something that could last. So for me, success is the ability to be at peace regardless of the circumstances in my life. We have to find a definition for ourselves.

When it comes to passion, this is not only one of *Healthy Wealthy nWise’s* favorite topics, it’s really one of my favorite topics as well. I think that it is so critical though, not to confuse passion of the soul with passion of the mind. I think it’s so important not to confuse passion with adrenaline.

Passion does not have to be excited. In fact, I think that true passion is much more likely to be quiet and natural. It’s something that we don’t really have to figure out or think about a lot; it’s something that we’re just drawn to.

Another woman I interviewed for *The Soul of Success* who really brings great clarity of expression to this issue is Deva Premal, whose name many of you will recognize because her music, of course, has been at the top of new-age music charts for the last six or seven years now.

When Deva gave me her story, she told me that she had grown up in a very musical family—lots of musical talent, and she was no exception. But as she grew older, she



tended to discount her gift as a singer and musician because it came so naturally. Fortunately for us, that turned around and she rediscovered, as an adult, that it doesn't have to be hard.

We have such a mentality in our culture these days of "no pain, no gain," and if it's something that comes easily or simply to us, then it can't really be meaningful. I really love what Deva said about this. She said, "I never saw a bird striving to be more beautiful or trying to sing a song more challenging than the one it's been given."

What beautiful expression for doing what comes naturally to us. In terms of the relationship between balance, success and passion, I don't really think that the relationship is a causal one. I don't think that if we have one, it causes another to exist.

I really feel that all three will arise simultaneously in our lives when any individual one of them is experienced, because all three of them are arising from something much deeper, and I believe that is a commitment to knowing oneself.

Again, I go back to the discussion about balance. When we really embark on that journey to discover who we are and what's true for us, to discover the true nature of who we really are, then of course our passion is going to be revealed to us, of course we're going to be doing what we love.

We're going to be experiencing success because our definition of success is going to include living our passion. Any time we're living our passion, we must experience a sense of balance in life. That's a mouthful—a lot to digest!

Bobbi DePorter:

I loved what you said about the birds. When you walk out in the morning, it's so quiet and you can hear the birds singing. It related to why you feel so good when you go out there. It's so silent, that's all you're hearing and they're so beautiful, just being who they are.





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Jennifer Hawthorne: Being who they are! That's right.

Bobbi DePorter: In your book, you talk about effortless success that sounds really good. Can success really be effortless?

Jennifer Hawthorne: Did I really say that? Here's the truth of it: I really do believe that true success will always be effortless, but the caution here is that we must not confuse the word "effortless" with "not working hard." I have to tell you that I have worked very, very hard in my life to manifest the things that I've cared about, and to really try to listen to and follow my soul's passion.

But what I've discovered is this: when you are on fire with your passion, you absolutely transcend the hard parts. I'll give you an example of this. I've been speaking for many years, as you know, Bobbi, and there are thousands of details that go into ensuring a great presentation for a client and for an audience.

There are so many details, in fact, that at times, they can be completely overwhelming, exhausting and very stressful. The travel problems and stress of traveling can be extraordinary and very challenging to deal with, but for me, the minute I get on stage and begin to connect with my audience, I literally enter into a state of sublime beauty and peace that completely transcends every headache, every hard moment and every stressful experience that brought me to that moment.

That's what I mean by effortless success. Passion, I think, plays such an important role in this because when we are living our passion, there may be difficulties attached to it. There may be hard parts to it, but the truth is that the passion allows you to transcend the hard parts so that you get to experience that moment when your soul is literally on fire because you're living your destiny. I feel very passionate about that.

Bobbi DePorter: I can tell! I know those times like you were talking about—the travel, the missed planes—and that question comes up "Now, why am I doing this?" Then you get in that moment when you were talking about the flow, what



it felt like when you were really living your passion and it's right there in the moment: "Oh, yes—this is why I'm doing it!"

I'd like to hear more stories about that, but before we do, I'd like to give your URL so people can learn more about The Soul of Success:

[www.HealthyWealthynWise.com/soulofsuccess](http://www.HealthyWealthynWise.com/soulofsuccess)

Jennifer, will you share one or two more stories about effortless success?

Jennifer Hawthorne: Yes, I'd love to. I think that one of the parts of my life that really expresses this very beautifully occurred right after I graduated from college. I was living in Washington, D.C., and I walked to work every day from my DuPont Circle apartment, past these beautiful, landscaped gardens and past these enormous, exquisite government buildings, including the Peace Corps building.

I was very happy, I was in a wonderful relationship, I was living in this exciting city and everything was, on the surface, so beautiful, and yet one day as I was walking to work, the thought arose in me: 'There must be more to life than this.' I could not shake that thought.

Every morning as I walked to work, the thought would come up until finally one day, I found myself stopping outside the Peace Corps building. All of a sudden, I walked in, and the next thing I knew I found myself asking for an application.

Well, I applied for the Peace Corps, I was accepted, and the next thing I knew, I was in West Africa, teaching English to high school students for a couple of years. The next thing I knew, it was two years later and I was in East Africa, traveling through the game parks in a Land Rover with friends.

One morning, I was asleep in the backseat of my Land Rover, camped out, as we were on the rim of the famous Ngoro Ngoro Crater in Tanzania, when suddenly I awoke at dawn with two Masai warriors holding spears, looking



down at me through the glass.

The next thing I knew, I was in Kathmandu in Nepal, getting my permit to go trekking in the Himalayas, and the next thing, I was in India, holding hands with Mother Teresa. I could tell you 1,000 stories about my life, but every single one of these experiences transformed me.

What I would have to say about them in terms of this effortless success that we're talking about is that these experiences really set my life on a trajectory of following my soul's passion, which has been to discover and articulate the spiritual essence of all human experience.

I want to say this again because I've really just gotten in touch with this in preparation for this interview—the discovery that my soul's passion is to discover and articulate the spiritual essence of all human experience.

Every time I share these stories, even now in this interview with all of you, I'm not even telling you the details, yet I'm fulfilling my life purpose. To me, that really fits my definition of success, and this was effortless. These experiences were effortless.

One experience carried me to the next. I didn't have to think about these things. Life simply unfolded for me because I said yes to everything. I have the feeling that what we're doing right now probably fits everyone's definition of success—to be part of this moment right now, sharing with one another.

Here I am, sharing some of my deepest thoughts about passion with you. You, in turn, are all sharing your openness with me, your receptivity, your consciousness, and I love that. Maya Angelou, the famous, marvelous woman and poet said in one of her poems: "Nobody, but nobody can make it out here alone," and here we are together, doing everything we can in this moment to find greater meaning in life.

I love what the Bushmen say about this. They say that there are two kinds of hunger—there's a physical hunger



and then there's what they call the "great" hunger, the hunger for meaning. Isn't this what all of us are doing right now—sharing together so we can all find greater meaning in our lives?

I would call this an effortless success for all of us. All we had to do was pick up the telephone, and here we are, connected through the great grace of the divine and the divine's organizers in *Healthy Wealthy nWise*, Chris Attwood and Janet Attwood. It's so marvelous. It's such a mystery, isn't it?

**Bobbi DePorter:** It is, and I got that when you were talking about effortless success and articulating your own passion, knowing when you're living it and what you're doing brings peace. That was what you were coming from too, is success, so that it all comes together.

**Jennifer Hawthorne:** You know, Bobbi, the times when I have been most miserable in my life, the times when I have really experienced a lot of suffering are the times when I have ignored that inner calling—the times when I have tried to make something else happen—and I have just simply not paid attention or not remembered what I was put on this earth to do, which as I've already described to you, was so incredibly and easily revealed to me when I was a child.

**Bobbi DePorter:** We get trapped too in "what we should" or thinking of other people's opinions in some ways or as you said in the beginning—people are defining success in different ways. We're trying to please somebody else.

**Jennifer Hawthorne:** I know lots of people are already successful and very much in touch with their own passion, but for those of you who are looking for a way to reflect on this more deeply, I would say to absolutely take a look at your childhood and reflect on the things that you were drawn to as a child because they will reveal so much to you. That, in turn, will connect you to an effortless success.

**Bobbi DePorter:** I just had a picture of my sister when you said to go back to your childhood. She always wanted to be a doctor and



her life took her in so many ways, she didn't do it until she was 50, but all of a sudden she was back to her passion that she knew as a child and didn't take action. You hear that so often where people are so passionate about something, but they want to please somebody or go in a different direction or just don't give it value.

Jennifer Hawthorne: That's right. One of my sisters had a passion for animals when we were children, actually quite to my mother's distress, because we would find a baby alligator in a bucket in her bedroom! To this day, she says that one of the great regrets of her life was that she did not go to veterinary school.

To have followed that passion would have undoubtedly brought her greater satisfaction and happiness than what she's doing now, which is wonderful work as a special ed teacher, but not what was really shown to her as a child. I think we can all learn lessons from that and remember, as you said about your sister, that it's never too late. I really believe that.

Bobbi DePorter: *The Soul of Success* suggests that inner experience is a better barometer of success than external measures, like wealth, salary, acclaim or achievements. Is there a relationship between inner experience and these external measures?

Jennifer Hawthorne: There's definitely a relationship, but let me first say that I don't think that inner experience is a better barometer of success; it's just a different one. I think that one of the most important points to bring into this discussion is that outer, or traditional, success, as we tend to think of it—the money, achievements, status, power—this kind of success we know now is absolutely no guarantee of happiness.

I think one of the best examples of that, that I have ever heard, came from Lynne Twist, who described in her book, *The Soul of Money*, her experience of talking with top women executives of Microsoft Corporation. Here's what she said. First of all, she described these women.



She said that their average age was 36 years old, their average net worth was about \$10 million. She said that they rarely saw their families, and for most of them, their lives completely centered around their computers. Most of them took very little time to enjoy their material possessions, even though they certainly had anything they could possibly want.

They experienced very little satisfaction from their money. In fact, most of them said that they used their wealth largely to buy more childcare services and more home care services, which ultimately enabled them to work longer and harder. They kept hoping that some day, their success would bring them freedom, but by their own admission, they were not living the lives they wanted, and as a result, they felt that they were not free.

So yes, there's absolutely a relationship between inner experience and external measures, but I think that the degree of happiness that we experience, as it relates to the external circumstances of our lives, is always going to be determined by how true we're being to ourselves.

**Bobbi DePorter:** And that inner experience is something that we can control, and the outer experience is not something that we always can control.

**Jennifer Hawthorne:** So often, we work from the outer experience and try to fit our inner experience into that, when truly, if we take the time to get out of the conditioning, to stop listening to the outer voices, but to listen only to our own, silent voice within—that can really make the difference in that shifting of the external circumstances.

**Bobbi DePorter:** I like your word “some day.” With so many people, it's: “I'll be doing this and then some day, it'll move to something that brings me happiness.” But that some day is not today. In your book, you explore the role that 30 principles, not generally associated with success, play in achieving success.

They include things like compassion, self love, intuition, forgiveness and accountability. I love the list. Every one





of them you say and reflect on. Will you talk to us about how such principles relate to the success one experiences in life?

Jennifer Hawthorne: Yes, I'd love to, because this is a real passion of mine. I feel that in Western culture, we spend so much time and effort in doing things to be successful that we often forget about the simplicity of just being. As I gathered stories from women for my book, *The Soul of Success*, I really began to see that if we just allow ourselves to be different, we can experience greater success than we've ever experienced before by doing things.

I don't have a problem with traditional success. I don't have a problem with techniques like time management and goal setting, which I think can be very valuable tools for us. But the point is that I feel there are deeper values within us that have the potential to make the kinds of changes in our lives that we care about, and that sometimes can even save our lives.

There's a beautiful example of that in the story I received from Ginny Walden, one of the women in my book, that I really want to share with you. It is so powerful and it's had such an impact on my life.

Ginny found herself in the hospital one night. She had been diagnosed with stage-three advanced breast cancer and believe me, it was such a shock because Ginny had been so healthy all her life. She had been extraordinarily healthy.

As a teen, she had almost made the US Olympic swim team. She was so talented in that area and she was a great athlete. Although she didn't make the Olympics, she continued all her life to swim with a passion, to coach swimming, to eat well, to have lots of fresh air, exercise, sunshine, and she was just the picture of good health.

So when she was diagnosed with breast cancer, it was such a shock. She went through all the traditional therapies. She adopted a lot of alternative therapies as well, and finally as a last resort, the doctors



recommended that she do this very risky treatment called stem-cell rescue, that many of our listeners may be familiar with.

It's where stem cells are extracted from the bones in the body and frozen while the body is exposed to large doses of chemotherapy, which hopefully kill all the cancer cells. Then, the stem cells are re-introduced into the body. Theoretically, if all goes well, by the tenth day, everything kicks back in and is working normally.

Well, Ginny was on her ninth day and her blood cell count was so low that she had to be admitted to the hospital, where they put this big sign on the door that essentially meant "do not breathe on me, or I will probably die." She was really in bad shape.

As she stood in front of the mirror looking at herself, she saw her bald head, the dark circles under her eyes, her emaciated frame, and friends had always said to her: "Ginny, you need to love yourself unconditionally," but she said she had never had a role model for that.

Her parents had been very hard on her. She really didn't know what unconditional love meant, but as she stood there at the sink, looking at herself in the mirror, she said that suddenly, from deep within her belly, there arose this feeling of compassion for herself that came all the way up to her eyes.

She started to cry and suddenly started to massage herself, to touch her body the way a mother would bathe an infant, and the whole time, she talked to herself and said "I love you" to her body, and "I care about you, I love you so much."

After she had massaged her whole body like that, she got into bed, she said she felt really great after doing that, and she went to sleep pretty good. She said the next morning, the nurses came in, drew her blood as always, and then a short time later, the doctor came in and suddenly threw up his hands and started yelling.



All the nurses in the ward came running to see what had happened. Ginny said, “They probably thought I had died,” but he said, “Yesterday, her blood counts were 600. Today they’re 7,700. They are normal!” They thought that there must be some mistake or that she had a fever, but two days later, she was still completely normal and they allowed her to go home.

Now it’s about eight years later, and Ginny is still cancer free. I have to say, to me, this is the power of self love. Self love is when we do something for ourselves, whether it’s exercising at the gym or eating well, or whatever it is. But we don’t do it from the level of the mind, thinking that we should or that we’re obligated to do it; we do it as an act of self love.

Ginny’s story went to deep into my heart and psyche that when I got home from Hawaii two years ago, when I had met Ginny and was given her story, I asked myself if I could do the same thing. I was dealing with the recurrence of a little basal-cell carcinoma that had reappeared on the side of my nose.

Like Ginny, I had done everything to try to heal this, and in desperation and feeling like a failure, I finally broke down and made an appointment for a biopsy because I knew that it was growing and I needed to have it tended to. One morning, I said, “Can I love myself the way Ginny Walden did?”

Even though Ginny’s happened in such a spontaneous way and mine was introduced from the level of the mind, I really began to pour love into my body and do the same thing that Ginny did. I said, “I love you,” I touched the side of my nose and said, “I love you. What can I do for you?”

And within moments, the answer came to me, what I needed to do. I’ll just tell you that within 10 days, I was able to cancel my appointment for my biopsy because my cancer was gone. To me, this is the power of self love. You mentioned that I have 27 principles in *The Soul of Success* like self love—they’re all on the level of



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different ways of being, rather than doing more.

I feel like we just know how to do everything. We have every book that could ever be written to tell us how to be successful on the level of doing, but now, let's be quieter. Let's adopt some of these more feminine principles of success—things that have to do with receiving more, being gentler to ourselves, being more open to be able to hear the voice within us.

Honestly, I feel that all of the answers are in us if we just allow ourselves to be quiet enough to hear them. That's how I feel that these principles of being can relate to one's experience of success in life.

**Bobbi DePorter:** You said, "What can I do for you?" That's really nice when we say it to others or to hear it, but to say it to yourself, I think that we would be more likely to help others all the time rather than thinking it's okay to say it to yourself.

**Jennifer Hawthorne:** So often, we run to other people for answers also. Believe me, I'm so guilty of this myself, but I feel as though I'm learning over time. As I hear a story, like the story of Ginny Walden that I shared with you in short form, I take inspiration.

When I hear a story like that, I feel that it's not necessarily that I'm given a "how to," but somehow, the energy, the vibration of what Ginny did for herself gets imprinted in me, and that can somehow operate in my life, for my circumstances, for my own success, for my own passion, and take me to a much more glorious place.

**Bobbi DePorter:** It resonates with you as well. Sometimes it's reminding us of the message that we know and it hits us in a very different way that makes all the difference.

**Jennifer Hawthorne:** Yes.

**Bobbi DePorter:** We talk about self acceptance and you also talk about the power of acceptance. What do you mean by this and



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how does it help someone achieve success?

Jennifer Hawthorne: Acceptance was another of the 27 principles that I explored, and I have to say that it's such a critical thing for me personally that I'm really glad that you've asked about it because I mentioned earlier that my definition of success is to be at peace, no matter what the circumstances of my life are.

I take Gandhi's words deeply into my heart. One of the most famous things that Gandhi said was, "There is no way to peace; peace is the way." I have discovered that acceptance—of other people, situations, politics—is such a basic key to the experience of success, regardless of what your own definition of success is.

I think that it's one of the most significant things we can do to allow the divine to work through us, and to allow our passion to be expressed. When we accept, it means that we have stopped focusing on others, we've stopped blaming, we've stopped criticizing, we've stopped judging, and we've come to realize that there are literally millions of different people on this planet, different energies and different expressions in this universe.

And when we stop paying so much attention to them and how wrong they are because they don't agree with the way we experience life, then we just free up so much energy to give ourselves and to give to the things that we're passionate about. Why would we even want everybody to be the same? How boring this life would be if we agreed with everybody and if everybody saw the world exactly the same way we do.

Another angle on this, I think that is really serving me well right now, is one of the principles that Stephen Shapiro talks about in his new book, which is one of the best books I've read in a long time. It's called *Goal-Free Living*.

I know the concept of goal-free living is contrary to those of us who have been immersed in a world of orientation toward traditional success. We've been taught, to such a



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great degree, that success is so dependent on setting goals, but I love the way Shapiro talks about goal-free living and the spontaneity it allows for life.

He really doesn't say that we should never have goals in life, but one of the secrets that he talks about in his book is operating beautifully in my life right now. He says: "Want what you have." I love that because it brings me into the present.

It means that when I can fully accept my circumstances, when I can fully accept where I live—in other words, not complain about the cold winters in the Midwest, where I live—and when I can fully accept what I do for a living, when I can fully accept the changing form of my relationships, when I can fully accept everything that exists right now in my life, that means that I am not looking to some future moment or some external thing—that I might have one day, as you were talking about, Bobbi—to base my happiness on.

In this acceptance, I feel that the ground is laid for something even greater than what I have to be able to manifest because now it can arise from contentment rather than the experience of agitation or dissatisfaction that's really what we're experiencing when we're always looking to the future or looking to something else that we think is going to make us happy.

Bobbi DePorter: You probably also gave some room for something to come in.

Jennifer Hawthorne: It frees up a lot of energy. When we talk about acceptance, I'm not talking about agreeing with everybody at all. Of course we can be true to ourselves and still be accepting of people with whom we disagree. I read something so beautiful along these lines today.

For those of you who are involved in 12-step or recovery programs of any kind, you may be familiar with the organization called Al-Anon, which is designed for people who have family members who are alcoholics or substance abusers. In some of the literature, there's a





little book called *Courage to Change*.

I was so struck that in today's reading, the writer said how fortunate it was that he understood the power of acceptance, because if he had not understood that, then he would never have gotten together with his sponsor. People in 12-step programs are invited to have a sponsor, someone who can mentor them in this beautiful program.

He said that his sponsor's political views are so abhorrent to him that if he had not been able to accept that they could disagree in the area of politics, he would have missed out on something so exquisite in his life, which was this beautiful mentoring relationship that his sponsor was bringing to him.

No, we don't have to agree with others to accept them. To me, acceptance simply means that we no longer allow the differences that we perceive between ourselves and others to be a hindrance to us and to our own personal growth.

Bobbi DePorter: You said something about being true to ourselves, and I know that comes up—I've seen it come up so often, and I'm sure it's come up a few times for me. When we disagree, depending on the subject, the level or the depth of that disagreement, how do you be true to yourself and accept? It seems that I see this place where people feel that they have to distance, because if they do accept, then they're not true to themselves.

Jennifer Hawthorne: That's a beautiful question. I'm practicing this myself these days. I recently wrote a letter to one of my sisters down in Louisiana, apologizing for some of the things that I had done to her in my life. I was the big sister, and sometimes I was not always the kindest person to her, especially when we were growing up.

I said that I wish we were closer, but I feel that we have so many differences in the way we view the world that it just doesn't seem possible. My sister called me after she got that letter and said, "You know, Jennifer, it just



doesn't matter. It doesn't matter because we're family and we have the love of family and we have the support of family."

I have to say, I was so touched by that. What I'm finding in my own life is that more and more, as I get truer to myself, as I become more in touch with what's true for me, what comes into my environment are the things that support me, the things that are in alignment with me, the people who are in alignment with the way I view the world.

The others just seem to fall away. It's so much the nature of life to change and this is one of the changes I'm experiencing, but if I do get into a conversation perhaps, with someone who says something that I really don't agree with, I find myself saying something like this: "Well, I don't agree with you, but I completely accept that that is your viewpoint. It's different from mine, but I know there's room in this world for many different viewpoints, and let's just agree to disagree on this one."

I think that something very beautiful happens when you're no longer pushing against something. When you become attached to a position on anything, even though you know that it's the right position, even though you know your political view is the right one, there's always going to be someone to push against you.

There's always going to be somebody and something to push against you. The minute you drop the struggle and realize that your viewpoint is your own, but somebody else's viewpoint is his or her own too, then again, we get back to what I said a few minutes ago.

We just free up so much energy to allow for what's really true for us to come pouring through. It has to happen. Sometimes I am just amazed at the things I allow myself to put attention on, and then when I realize that, I drop it and life changes quickly. That's the power we have.

Bobbi DePorter:

And just let it flow through you. I was thinking about how some different situations are more distant, so yes, I can



accept that. It's out there in the world; it really doesn't come across my personal path very often. Then I look at things that are really close to me, or very personal, or where somebody's different opinion is taking a project in a different direction.

I'm seeing a needle of the degree of distance. I can be very accepting of something that's happening in another company—it's not mine and it's not affecting me—but when it gets personal for me and right in my face, I think it ups the ante a bit. Any tips in getting into that state and letting that flow through?

Jennifer Hawthorne: Here's what comes up for me: it is just a practice, and we could even call it a spiritual practice, to practice accepting what comes up in our environment and to practice being true to ourselves. I think that so often, what causes the discomfort in us, particularly when it's that up close and personal, "in your face" situation, we're so afraid that we won't be loved.

We're so afraid that we won't be liked by the other person if we express what's true for us. In that situation, we find ourselves so unbelievably vulnerable. We can even find ourselves getting very raw.

By the time I had finished working on *The Soul of Success* and had gone so deeply with the women in my book and all these principles like self love, acceptance, self acceptance and self expression like Deva Premal, I was absolutely raw and so vulnerable as I felt my own life influenced by the sharing of those women's stories.

I could feel the energy of them and I knew that I was being changed by them. It was not something that I felt I had even asked for. I didn't go into that process wanting to become more open, raw and vulnerable, but what I discovered at the end of that process was that being vulnerable is an exquisite place to be.

I'm not afraid to cry in front of somebody, even in a situation in which someone might say, "Oh, this is a professional situation and you shouldn't do that." I feel



that expressing what's in my heart at any given time is one of the most powerful things that I have ever known, and the more I do it, the more practiced I become, the easier it becomes.

What I observe, Bobbi, is that people respond to that. When I'm in my heart and coming from a place of what is so true for me, even if they don't agree with it, the universe is moved by that level of truth, and the power struggle will stop. It literally feels to me like the ability to move mountains. I strongly encourage everybody to practice that if you're not already.

**Bobbi DePorter:** It can take some courage in the beginning. What you talk about is a place of freedom to be yourself. It's so true. When you were talking, I was seeing how those changes would happen. It's not A plus B plus C to make a change, it's just on another level and makes a very powerful movement.

**Jennifer Hawthorne:** It does take a lot of courage, but I think the question we all need to ask ourselves is "What would happen if this person didn't love me anymore?" What really would happen? The only thing that is truly important in that situation is: "Can I continue to love myself? Can I be there for myself as I speak my truth?" That's the thing we have to look at.

**Bobbi DePorter:** That goes back to your powerful message, the story with Ginny and the compassion for self and how that's so key. Would you give people three specific things they can do in the coming weeks to begin the process of creating effortless success in their lives?

**Jennifer Hawthorne:** I would love to do that, and I would like to do it from the level of mind, body and spirit because I feel that the greatest clarity about our own lives can arise when we learn how to take care of ourselves. Taking care of ourselves has to be on every level—mind, body and spirit—because that's what makes up the whole individual.

Let's start with the level of the body. If you want to take



one step in the direction of effortless success this week, see if you can discover something that would allow you to start taking better care of your body. The first thing that comes to my mind is sleep—get more sleep—because as a culture, we are sleep deprived.

For any of you who wake up in the morning to an alarm clock, I have to remind you that you're not getting enough sleep. When we are rested, that is when we have clarity of the mind, and that is when passion can be permitted to flow through us. It's very hard to feel passionate about anything when we're tired and exhausted.

Try going to bed early—just one night. See what happens if you get more sleep. Also, along those lines of the body, I do have to throw out something I'm passionate about, and that is yoga. I know you hear a lot of speakers in this Passions Series talk about yoga and I have to add my own two cents to this.

I feel that if you were to do one thing this week in the direction of effortless success, it could be, if you're not already doing yoga, to investigate yoga classes in your area—a beginner's yoga class that could fit into your schedule—because I guarantee, the balance, strength and flexibility that yoga brings to the body absolutely translates into balance, strength and flexibility in life.

On the level of the mind, come up with your own definition of success this week, if you can. Really reflect on it and see if you can be crystal clear about what success means to you. That's a concrete step you could take this week. If you need help or if you'd like a structure on which to really reflect on what success means, by all means, take Janet Attwood's "Passion Test."

No, she did not ask me to say this, but if you go the *Healthy Wealthy nWise* website, you will find how to access Janet's "Passion Test" and it will be worth every cent because it is a beautiful structure that can get you reflecting on the things that are meaningful for you, the things you really care about in life.



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The other area of course is the area of spirit. If you wanted to take one step in the direction of effortless success this week, related to spirit, then start reflecting on your life and especially on what matters to your heart. When we talk about spirit, it's really experienced through the heart of a human being.

If you don't already meditate, I would say to try sitting quietly, even for a few minutes during the week, and just feel the silence within you. Another thing you might do if you really want a structure for a spiritual practice is to look into one of the 12-step programs that I mentioned. I find the 12-step programs to be one of the most beautiful spiritual practices that I've done in over 30 years of conscious, spiritual practice.

Just look for one that might fit you. I know many of you might say, "I don't have an addiction of any kind and 12-steps are for addicts." Well, the truth is that most of us have some kind of an addiction. I've struggled with workaholism. If you don't, then you're probably in relationship with somebody who does.

This can be a beautiful structure for spiritual practice. You'll be amazed at how committed you have to become to yourself to do one of these programs. I think that's more than three things, but those are just some of my thoughts on concrete things you could do this week. I hope there's something there for everybody to take away.

Bobbi DePorter:

There's a lot of power in doing them and making that commitment to take the step, agreeing with yourself and showing compassion to yourself and saying, "I'm going to do it."

Jennifer Hawthorne:

It doesn't have to take a lot of time. One of the most important themes in *The Soul of Success* was when I talked about these principles of being rather than doing. I feel that we're so overloaded in our society that we're not looking for things that are going to take a lot of time.

You can reflect when you're driving to work. Don't turn





the radio on; use that time to reflect on your own life. When you're standing in line at the post office, use that time to think about "What does my heart really care about?" How long can it take to look up a yoga class?

Take a few minutes to notice the silence. You can do that while you're standing in line too—you don't even have to close your eyes. When I give these suggestions, I give them with a tremendous sensitivity to things that we can do to put us in a direction that really doesn't have to take up a lot of time or involve effort, because we're looking for effortless success—that's what we're talking about—so we don't want to require any effort in that process.

Bobbi DePorter: Then you have the motivation to do it and you're right there in the moment. I love the one about the car. It's so habit forming just to turn on the news and hear somebody talking. There's a difference when you say, "I don't have to do this," push a button and it's silent in the car.

*Healthy Wealthy nWise* believes strongly in the power of intention. What is your current biggest project, and what intention would you like all of us at *Healthy Wealthy nWise* to hold for you?

Jennifer Hawthorne: I deeply appreciate that. In December [2005], I would say that I came to a natural completion of what was about a three-year period in my life, where I wrote two books; did a lot of traveling and promoting of the books; established two websites, including my Soul of Success online community.

Instead of jumping into another project, for the first time in my life, I am happy to report that I am being still. I have to say, it is a new experience for me to look at a calendar that has maybe one appointment scheduled for the entire week. What I really wanted to do was allow for enough spaciousness in my traditionally very busy and overbooked life, to see what would happen.

What has emerged for me is a process of letting go, that is one of the most beautiful things I have ever



experienced. I'm finding myself letting go of old possessions, books, furniture, old relationships, old forms of relationships. I find myself letting go of old beliefs and conditioning that are no longer serving me, and I'm even letting go of the identity that I've had for so long as a speaker and writer.

I have been so identified as that, when I'm so much more than that. So I gratefully accept and receive everyone's intention and support for just being in this quietness and stillness, as long as it takes to really be able to hear the wisdom of my soul as it guides me into the next phase of my life, and I thank you so deeply for that.

Bobbi DePorter: What single idea would you like to leave us with?

Jennifer Hawthorne: I think that one of the most important things I've learned in life is that it really does go in cycles. There are always going to be peaks and there are always going to be valleys, as trite as that may sound. The one thing we can count on in life, as I said earlier, is that it is always going to change.

To me, if we look to the externals in life to base our happiness on, we're always going to be disappointed. The greatest thing we can do for ourselves is to find the place within us that does not change. That is the place of silence that I've mentioned a couple of times. It's the place within us that allows us to know that we are eternal, infinite beings.

It's what some people call source, some call God, higher power, soul, consciousness, self—regardless of what you call it—I feel that when we know this place of silence within us, then we also know that this business of living that we seem to work so hard at is nothing more than expression of divine consciousness.

For all our talk about what we can do to be happy or successful, truly we are not the doer. As one of my favorite spiritual teachers, Ramesh Balsekar, says, "We are not the doer, but we have to act as if we are." So I think that my final words to everyone would be just relax,



be still and watch what unfolds.

Your role and your passion will always be revealed to you effortlessly if you just allow that to take place, not worry about it too much, and then it's just up to you to enjoy.

Bobbi DePorter: I love that you talk about the silence and that when we're silent, those clues become more aware to us and we can act on them. You're talking about defining success for ourselves, which we can find in that silence, and accept it on our own terms.

It has been wonderful talking with you, Jennifer. It's a treat both learning from you and listening and getting inspired and moved from you—and getting to know you better. I really enjoyed that I was able to do this, so thank you.

Jennifer Hawthorne: Thank you, Bobbi.

Janet Attwood: Thank you, Bobbi. I wanted to repeat your website one more time. [www.QLN.com](http://www.QLN.com). Jennifer, that was so special and it went so deeply. Here I am sitting here after four days on a stage with millions of people, running around with a camera for my film, and I loved it when you said, "And get more sleep," because I didn't even realize that I was not centered until the minute I started talking, so thank you. As you talked, your insights were so deep and profound that I truly feel transformed and more grounded. I just love you so much

Jennifer Hawthorne: Thank you so much, Janet, and thank you to *Healthy Wealthy nWise* for sponsoring this. Everyone connected here and I really feel your light and love, and my love goes out to you.

Janet Attwood: Thanks, Jennifer. You can get more of Jennifer, and I know you want to, by going to:  
[www.HealthyWealthynWise.com/soulofsuccess](http://www.HealthyWealthynWise.com/soulofsuccess).

May 1<sup>st</sup> marks the third anniversary of the first issue of *Healthy Wealthy nWise*. The magazine has grown from nothing, with almost no capital, to one of the leading



**Speaker and Award-Winning Author  
Jennifer Hawthorne**

resources for personal growth, health and wealth creation on the Internet, with over 100,000 subscribers.

With 1,000 to 1,500 participants twice a month, this Passions Series is now the largest regular conference call series of its kind. So we have all of you to thank for the magazine's success, and Jennifer, thanks for the great plug—that was so sweet of you.

On March 7<sup>th</sup>, we'll have a very special call with the four co-founders of *Healthy Wealthy nWise*—Liz and Ric Thompson, Chris Attwood and myself. The four of us were recently in Puerto Vallarta, Mexico, doing strategic planning and we created the magazine's new tagline, which you're the first to hear.

"When the story of your life is written, how will you feel about it?" *Healthy Wealthy nWise* invites you to live the story of your dreams, so I hope you'll be with us when we talk more. On March 7<sup>th</sup>, we'll tell you the story of *Healthy Wealthy nWise* and it will be so much fun, so please join us.

Then on March 21<sup>st</sup>, we interview Bob Scheinfeld, grandson of the founder of Manpower, Inc., whose program "Busting Loose from the Money Game" is a major paradigm shift and will completely turn your world upside down about money. I know Chris came home just screaming about it, telling everyone, "You've got to take this course!"

We have a confirmation for our April 4<sup>th</sup> interview. We just got it this morning, we're really excited. It's with Robert Kiyosaki, the number-one New York Times best-selling author of *Rich Dad, Poor Dad*. There are other great interviews coming up, so be sure you don't miss any of them.