

**BRIDGING  
THE GAP**  
*Including,*  
***The Greatness Success Formula***

Chapter VIII from the book  
***Embracing Greatness:  
A Guide for Living the Life You Love***  
by Sophia Ellen Falke  
[www.EmbracingGreatness.com](http://www.EmbracingGreatness.com)

## CHAPTER VIII. BRIDGING THE GAP

“The purpose of life for man is growth...  
Nothing that is possible in spirit is impossible in flesh and blood.  
Nothing that man can imagine is impossible of realization.  
Man is formed for growth, and he is under the necessity of growing.  
It is essential to his happiness that he should continuously advance.”  
– Wallace D. Wattles

### From Where You Are to Where You Want to Be

There’s the life you’d love and the life you’re living. Sometimes I meet people who are already living the life they love. However, most people I speak to still have a yearning for something “more,” even if they already have a comfortable life. And there are those who feel totally adrift with no hope of bridging the gap between the life they’re living and the life they’d love.

If you’ve been doing the exercises in the earlier chapters of *Embracing Greatness*, you’re getting in touch with the life you would love to live. Yet, there’s still a gap between where you are and where your heart calls you.

I’ve already mentioned how much of my life was on autopilot, although on the surface it looked good. What I’ve come to realize is that I had connected with a Greatness Success Formula that made it possible for me to achieve certain goals, regardless of outside conditions that said my dream wasn’t possible, practical, or pertinent.

Looking back, I realize that the first demonstration of the success principle came in ninth grade, where I had been “tracked” for college-entrance classes. About halfway through the year, my mother told me we didn’t have enough money to send me to a four-year college. My brother was starting his undergraduate program, but he was living at home, and tuition and fees were low. I was to go through a two-year associate’s degree program after high school, as my sister had, and study secretarial science. The cost would be about the same as my brother’s bachelor’s degree – even though the two-year program was a couple of hours away and involved dorm fees.

I generally did what my parents told me to do, so in tenth grade, I switched to secretarial practice classes even though I didn’t want to be a secretary. My mother’s belief was, “If you can type and take shorthand, you’ll always be able to find a job.” Because I had originally been college tracked, the school left me in the English, history, and other general courses with the college-entrance kids. I kept taking German because my father and my mother’s parents were from Germany, but I stopped math after finishing algebra in ninth grade and never picked up science.

I yearned for something other than “secretary” but didn’t know what that might be. Mom’s plan was simple: get a job, get married, have children, and stay home to raise them. None of that made my heart sing, yet I was going to follow “the plan” because that’s just what one did. Plus, I felt a bit like a fish out of water with my fellow students in the college-entrance classes.

My father was an exterminator by trade. He may or may not have had the equivalent of our high school education (he immigrated to the United States when he was around seventeen years old), and didn't associate with the "yacht club" set, even though he owned his own successful small business. My college-entrance classes were filled with kids whose parents were professors or the "movers and groovers" in town.

Added to that was my father had begun drinking heavily when I entered high school. When he was drunk, he would tell me how stupid I was. And because of his alcohol-induced blackouts, he would regularly call me a liar when I did things he had given permission for. Let's just say my self-esteem was low. Plus I had always been a shy kid, so it never dawned on me I could strive to be anything other than what I was told I "should" be.

Yet I carried a discontent for something "more." However, I had no idea what that more was, and I felt too insecure to approach any of my teachers. By then I believed what my father said when he called me stupid; so I thought if I shared my desire to go to college, my teachers would laugh at me. The truth was that my college-track classes were honors classes, I had almost straight A's on my report cards, and I had been inducted into the National Honor Society. That's not to brag. It's simply to illustrate the disconnect we can have between our perceptions and limiting beliefs – and the truth of who we truly are.

Where are you experiencing a disconnect between your limiting beliefs and perceptions and the truth of how magnificent you are? Where are you allowing others' expectations to govern your life? And are you finally uncomfortable enough with the "same ol'" way of living that you're ready to leave behind "Old World" consciousness and venture out to the terra incognita of boundless possibility?

You're reading this book, and you've made it this far. If you've been doing the exercises, you're getting in touch with your dreams. So what are you going to do about it? Are you ready to move forward and bridge the gap between where you are and where you want to be?

## **It's Your Time!**

I was at a workshop where the leader shared actuarial tables of life expectancy on the screen. We were asked to find ourselves on the table and subtract our current age from our life expectancy. We were then to journal what we would do with the time between our current ages and projected dying. The exercise was pointless for me because I've witnessed so many people younger than I am who are already making, or have made, their transitions. It's not what we're going to do in the future that's important. It's "What am I thinking, saying, and doing in this moment?" and "Is what I'm thinking, saying, and doing bringing me closer to my dream?" Every moment is precious, and it's our job to make those moments worth savoring.

„„everyone wants to know that his or her life makes a difference – that we all count for something.”  
– Maria Nemeth, Ph.D.

This is your time! It's your time to create the life you love in every moment. So let's bridge the gap between where you are and the life you would love living.

## **The Greatness Success Formula**

Throughout this book, I've presented the steps necessary to bring your dreams into physical reality. You know much of this intuitively. However, just as you need a form when you pour concrete to make a sidewalk, you also need a form to frame your dream. Otherwise, just as cement will spread in unintended directions if it doesn't have a frame, so will your attempts to create and live the life you love.

### **The Formula**

- I**    **Inspiration** (*The Inspired, Intuitive Idea*)  
    **Anchored in S.M.A.R.T. Goals**
- + P**    **Passion and Purpose**
- B**    **Barriers** (*Limiting Beliefs & Outer Conditions*)
- + A**    **Action**
- +W**    **Willing to Receive**
- = S**    **SUCCESS** (*Living the Life You Love*)

Remember my Alaska story in the Preface and Chapter II? Without realizing it, I was following this Greatness Success Formula.

### **Inspiration**

Inspiration often results from longing and discontent. In my Alaska experience, the inspiration came from a deep, painful discontent with my job. And pain is often the catalyst and inspiration to seek something different, something coherent with our Inner Truth. Ideas begin to percolate, and eventually, certain ones take on more energy than others. They evolve from "That's silly" to "Maybe I can."

Is pain necessary to experience inspiration and vibrant, exciting new ideas? No. I've met many people who are on a creative trajectory that is born of curiosity and an internal fire to ever evolve in all areas of their life. Like Phil, a man I know who has a loving family, thriving business, vibrant health, and the ability to do what he wants when he wants. I was attending an intensive offered by one of my mentors when I first met him. The seminar was aimed at creating happiness and abundance in all areas of your life. A lot of us attending were coaches and consultants. Phil wasn't.

After learning a little about his life, I asked why he was there. I was expecting an answer with at least a little frustration and discontent. Not at all, so I asked him, "Your life seems fulfilled already. Why are you investing your time and money to attend this event?" "I just thought it would be fun to try new areas of creativity," he responded. In his case, it was to write children's books. He had already successfully published two. "It sounds like you're pretty self-directed and

focused already. What prompted you to invest in this seminar?" I probed. "Well, coming here the first time gave me the confidence to try the crazy idea of writing children's books. It was so different from my professional life, I thought I was being silly," he said. "I'm here again to see what other 'silly' things I can do." In his case, he had a yearning to explore and create.

So if you think you need to be in pain for this formula to work, you don't. The truth is that it works for any creative endeavor.

In the case of my Alaska experience, my inspiration came from both my discontent and my love of travel and adventure. To make that dream a reality, I created a S.M.A.R.T. goal as an anchor and guide. If you've worked in administration or project management, you're probably familiar with this concept.

**S.M.A.R.T.** stands for Specific, Measurable, Achievable, Relevant, and Time-Based.

**Specific:**

The goal must be clear and unambiguous. If it's vague or too general, you'll have difficulty attracting the resources and support you need. Your energy and focus will be scattered. There will be too much room for confusion and uncertainty. And mental mischief will have far too much leeway to insert itself and undermine realizing your dream. To help with specificity, you'll want to answer the basic 5 "W" questions:

- What do you want to accomplish?
- Why are you embarking on this journey?
- Who do you want on your team, who do you want to support you, who would you love to share this adventure with?
- Where will this happen?
- Which resources and requirements apply?

**Measurable:**

How will you know you've achieved your goal? How do you know how far you've come and how far you still need to go? How can you tell if you're off course? Some questions to answer include: How much? How many? Where?

Having a measurable goal gives you valuable feedback regarding if and when you need to make a course correction. It also gives you milestones for celebrating your progress and accomplishments. This provides the exhilaration of achievement that inspires and motivates you to continue your journey. Having a measure also tells you when you've reached your goal. What you measure grows. It sends a message to your subconscious that you're serious.

**Achievable:**

A goal should be within your capacity to believe you can achieve it, while still being a stretch. To go to a ghetto school and tell children whose parents are unemployed and for whom life is a daily struggle that they can become lawyers or doctors – or president of the United States – would generally be met with skepticism and disbelief. However, to tell the same group of children they could become paralegals, medical technicians or president of the student council might resonate, even though it was outside their current experience and structure of knowing.

When you identify goals based on your dreams and inner urgings, you'll be able to recognize new and creative ways you can make them come true. You develop the attitudes, abilities, skills and financial capacity to reach them.

**Relevant:**

The goal must be relevant to your dream. If your dream is to own your own catering business, a goal of running five half marathons in the next six months, while admirable, isn't relevant to your goal and won't attract the types of human, material, emotional, and financial resources and support you need. If the goal isn't relevant to your dream, it will become a distraction and obstacle to achieving your dream. Having a relevant goal increases your passion and commitment to bringing your vision into physical reality. Ask yourself, "Is this goal worthwhile? Is it coherent with my Inner Truth? Will it take me in the direction of my dream?"

**Time-Based:**

A S.M.A.R.T. goal has target dates and times. Committing to a completion date or time makes setting priorities easier, helps you stay focused, and prevents unrelated interests or "urgent-but-not-essential" distractions from overtaking your day-to-day activities. Having time-based goals also creates a sense of urgency and allows you to set interim objectives and target dates. It also helps you answer the question, "What can I do in five minutes that will bring me closer to my goal?"

Did my Alaska trip fulfill this first part of the formula? Oh yeah. In the movie *South Pacific*, Bloody Mary sings, "You gotta have a dream. If you don't have a dream, how you gonna have a dream come true?" I had the dream: experience Alaska and share the grand adventure with my mother.

And I fulfilled each of the S.M.A.R.T. goal criteria. My dream was to experience Alaska. The goal of reaching the Arctic Circle where it crossed the oil pipeline haul road north of Fairbanks was Specific. It was Measurable. I'd either be standing at the Arctic Circle or I wouldn't. It was Achievable, yet a stretch. It was about 11,000 miles round trip from Tucson to the Arctic Circle, and it was a camping trip – not your usual outing. The goal was Relevant to my Inner Truth of being an adventurer, experiencing beauty and new places, and being a loving daughter. And it was Time based. I knew I wanted to be back in Tucson by Labor Day because my mother had purchased her return airline ticket for that day. Interim, Time-based and Measurable, objectives were based on the final date. I knew I needed to be in Prince Rupert, British Columbia, by a certain date to catch the inland ferry to Skagway, Alaska. I needed to reach the Arctic Circle by a certain date so I would have time to drive the 6,000 miles home.

**Purpose and Passion**

Purpose takes root in, and emerges from, your inspiration. Passion is the energy and emotion that gives you the drive, courage, and conviction needed to take your Inspiration from the visionary realm, where inspiration resides, into physical reality.

Why is it important to demonstrate your dream in the "relative world" of the physical senses? Have you ever met someone who says they're an author, that they have a "book within them"?

How do you know it's true? Can you see what they've written? Feel it? If someone says they're a great singer, how do you know it's true if you've never heard them sing? How do you know someone is a great cook if you've never smelled or tasted something they've created?

Purpose and Passion take you from creative thought to creative expression. Mom and I reached the Arctic Circle, not just because I was inspired to make the journey. I could have visualized and meditated about the trip for months or years. But without the energy and urgency to actually embark on the adventure, I might still be sitting in my Tucson apartment dreaming about it.

Another reason Purpose and Passion are essential is that they raise your vibration to attract and match all the resources you need to bring your dream and the life you love into being. I was amazed how many people came forward to help me. Some of them were in my life briefly, but they played essential roles in clearing the way so I would reach my dream. Looking back, I'm not surprised. I shared my dream with anyone who would listen. The months of preparation for my trip were as exciting and fulfilling as the actual trip. I had fun, and so did everyone around me. It was contagious.

Purpose and Passion also fuel your commitment and drive to achieving your dream. When you wake up in the morning, you're filled with a feeling of excitement and expectancy, or an inner peace and a sense of knowing that you're being guided by a higher intelligence.

### **Eliminate Barriers**

You must be willing to remove or overcome Barriers that stand between you and the life you would love. That might seem obvious, yet many people turn back when faced with challenges. Barriers can be internal, such as limiting self-talk, fears, and worries. And barriers can be external – people who doubt or try to block you, the economy, lack of resources, a physical or mental challenge, societal roles or expectations. The list is endless. However, you have a choice. Will you allow your internal mental mischief or external conditions defeat you? Or will you choose to be victorious as you follow the powerful pull of your dreams?

How can you eliminate barriers? Many of them will fall away simply because you've followed the first steps of the Greatness Success Formula. Your clarity, purpose, and passion – derived from the strength and focus of your inspiration – will help you break through internal barriers of self-doubt, fear, and feelings of insecurity. They will draw to you the necessary resources to overcome external challenges such as subterfuge from others or conditions such as a depressed economy, illness, death, natural disasters, or failed equipment.

There are countless “things” that can go wrong. However, every barrier will dissipate or you will find another, better path because of your higher consciousness and vibration. In every challenge, you will find a gift. You may learn new tools that help you achieve and maintain the life you love, make new relationships, gain deeper understanding, or recognize opportunities that you would not otherwise have seen. You will also eliminate and overcome barriers by taking Action, as described below.

For my Alaska adventure, I purchased a new three-quarter-ton GMC pickup truck to carry the fully self-contained camper I had purchased for the trip. The broker through whom I purchased the truck went bankrupt right after I gave him the money. Arizona Department of Motor Vehicles swooped in and confiscated all titles and documents of sale (Obstacle). Fortunately, the money I paid the broker made it to the dealership of origin just before the bankruptcy. However, the DMV didn't want to issue my plates until their investigation was over. That meant no Alaska trip (Barrier). However, my guardian angel, in the form of a very special DMV clerk, issued me a temporary registration and documentation so I could take my truck across the U.S.-Canadian border (Barrier dissolved).

## **Action**

“And the day came when the risk to remain tight in a bud  
was more painful than the risk it took to blossom.”

– *Anais Nin*

You must take Action! Too many dreams go unfulfilled because people get caught up in the dream without ever anchoring it in a goal, or they aren't passionate enough about bringing their inspiration into physical reality, or they succumb to the barriers that arise.

Action includes using your mental and physical muscles. This is an essential step because dreaming without action is just wishful thinking. And wallowing in discontent and yearning will just give you ulcers, dysfunctional relationships, addictions, an unfulfilled life, and general malaise.

Action with your mental and emotional muscles entails doing the internal work necessary to create the life you love. For example, strengthen your internal belief, faith, and resolve by daring to dream, then by anchoring your dream in your cellular memory by creating your life statement AS IF it has already happened. Remember the letter I was required to write, dated eighteen months in the future. It planted a seed in my cells so that as opportunities arose, subconsciously I “remembered” that this was the life I was meant to live. Those seeds grew into inspiration, determination, possibility faith, and decisions that created the life I love.

Internal work also includes prayer, meditation, and affirmations. When you're demonstrating the life you love, you need help from a higher/inner power greater than yourself. Through prayer, you name your desires. Meditation is how you can receive inspiration, guidance, and strength to claim your vision. Affirmations (positive statements affirming your dream “as if” it has already happened) are a powerful way to proclaim your dream. Name it. Claim it. Proclaim it.

Action is also putting feet on your dream – making the calls, signing up for the classes, taking the exam, writing the letters, looking for your dream home with a real estate agent, taking pen to paper (or fingers to keyboard) and putting the words down on paper that will become your book, doing what makes you uncomfortable, jumping off the cliff (I mean that more as a metaphor, but you get the point). It's not enough to believe you can. You must take the physical action. This tells the Universe that you're serious.

To get to Alaska, I didn't sit around my apartment waiting for Providence to knock on my door. I stepped out in possibility-based faith and took the actions in physical reality that needed to be taken as they revealed themselves to me. My moving forward in this way created an open pathway for Providence to rush to me "all manner of unforeseen incidents and meetings, and material assistance."

Remember Goethe's couplet: "Whatever you can do, or dream you can, begin it. Boldness has genius, power and magic in it."

### **Be Willing to Receive**

I'm still in awe, but no longer surprised, by how many people stepped forward to help me achieve my Alaska dream and how many unexpected blessings showered upon me. The people who helped became part of my dream. I tend to be independent and think I need to do most things on my own. But I never would have made it to the Arctic Circle if I hadn't been open and willing to receive the support and assistance of others – as well as the inspiration, insights, and guidance from God.

All the resources and support you need to create the life you love is waiting for you to be willing to allow, accept, and receive. The cartoon character Pogo said, "We have met the enemy, and he is us." Don't be your own enemy. Become your own best friend by loving yourself and seeing yourself worthy enough to receive the vast and unlimited abundance of the Universe.

### **Success**

What is success? The Merriam-Webster dictionary defines success as: "the fact of getting or achieving wealth, respect, or fame; the correct or desired result of an attempt." Dr. Maria Nemeth, founder of the Academy for Coaching Excellence, defines it as "doing what you said you would do with clarity, focus, ease, and grace." Poet and author Maya Angelou says "Success is liking yourself, liking what you do, and liking how you do it." And Wallace D. Wattles wrote that "...success is attainment, without regard to the things attained. ...the cause of success must be in the individual." I say, "Success is living the life you love." What's your definition?

### **The Mr. Young Difference**

I began this chapter with the story of wanting to go to college but being told we couldn't afford a four-year university. Not only did I go to the State University of New York at Albany straight from high school, five years after I graduated with my Bachelor's degree, I attended Cornell University and later received a Master's degree in Industrial and Labor Relations.

What changed? Did our financial circumstances change? No. Did some mysterious benefactor show up at our door with the money? No. Did I receive a full scholarship? No. What happened? Mr. Young happened. Mr. Young was my high school guidance counselor. When I was in the eleventh grade, Mr. Young asked me if I had ever thought of going to college. Forgetting that I was "stupid," I said, "Yes, but my parents told me we don't have enough money." To this day I have no idea what Mr. Young's first name was, but he changed my life – both by his question,

“Have you ever thought about going to college?” and his response when I told him we didn’t have the money. “The State of New York offers college loans. I think you’d be eligible.”

My discontent and yearning had been heard even though I never said a word. Filled with hope, I went home and told my father I wanted to go to college. He responded, “We don’t have the money. You have to go to a two-year school, like your sister.” “But Mr. Young says we can get a student loan from the State of New York,” I said. My father only grunted and looked away. I figured that was it. No university for me. However, Mr. Young had given me the validation and support I yearned for, and I had planted the seed of my dream (Inspiration/Idea) by speaking with my father. When Dad came home from work the next evening, he told me he had looked into student loans, and I could go to a four-year college.

That’s when purpose and passion kicked in. Although most universities required four years of high school math and at least two years of science, I had at least fulfilled the foreign language and grade point average requirements. I discovered that two New York State Universities would accept my secretarial practice classes in lieu of science if I applied for business teacher training. All I needed was to take tenth-grade plane geometry. So in my senior year, I sat with sophomores, who thought I had flunked the class twice and was there in a last-ditch effort to pass. I didn’t care. I had overcome the barriers of “not enough money” and “not enough science and math.”

I applied and was accepted to Albany State University. Three and a half years later, I graduated with my Bachelor’s degree in English Education (I had changed my major as soon as I entered college). My father died soon after, and I moved back home so my mother wouldn’t be alone. I discovered that there weren’t any teaching jobs in Ithaca. All that I could find was Senior Administrative Secretary at Cornell University. (What was that about not wanting to be a secretary?)

After working my way up to higher-level administrative positions over the next five years at Cornell, I hit a wall. As I applied for management positions, I was told I couldn’t have the higher-level jobs because I didn’t have a Master’s degree. This was during the Women’s Liberation Movement. Although I had no proof, I believed I was facing sex discrimination and thought, “Two can play this game. I’ll just get my Master’s degree.”

Here’s where the Formula for Success really kicked into high gear.

*Inspiration:*

My Inspired Idea was clear: Master’s degree. I made my decision early in the year and set about finding a major that I would enjoy and had good prospects of professional employment when I graduated. After reviewing the many programs at Cornell, I decided on the School of Industrial and Labor Relations. My S.M.A.R.T. goals were easy. Specific: Master’s Degree. Measurable: I’d know when I had it. Achievable: I never doubted I could do it. Relevant: I wanted to grow professionally. Time-Based: I would begin school in September of the same year.

*Passion and Purpose:*

I made the decision to attend graduate school in early spring with the full intention of starting the same fall. I hadn't even taken the graduate record examinations (GRE), yet I never doubted that Cornell would accept me. So in March, I went to my boss and announced, "Irving, I just want you to know that I'll be leaving in August so I can attend graduate school this fall." Irving was a little surprised, "That's great. But I didn't realize you'd even applied." I explained that I hadn't, but I would be taking the GREs that month and would apply as soon as I had my results. Irving gave me a quizzical look, but only said, "I'll miss you." I could tell he doubted that I'd be leaving that year because he knew the "rules" – you had to apply to college the fall before you wanted to attend.

*Barriers:*

The main barriers I faced were an average grade point average from undergraduate school, an average score on my GREs, and applying only a few months prior to when I wanted to enter. That might not have been a big deal somewhere else. However, I was applying to one of the best industrial and labor relations schools in the country at an Ivy League university.

*Action:*

But I was so clear and definite in my purpose, I discounted the "rules" (aka outer conditions). I took the GREs in March, received my results in mid-April, immediately submitted my application for that September, and was accepted in May.

*Willing to Receive:*

Throughout this process, I assumed my Inspiration would become reality, and I was willing to receive. And because I had been so plugged into the power of the Greatness Success Formula, I attracted even more good in the form of a full fellowship, which I was offered by the first week of June.

*Success:*

I did it. There were some hiccups along the way and some distractions; but throughout my journey to receiving a Master's degree, following the Greatness Success Formula brought me to the achievement of my dream.

## **She Bridged the Gap**

I've shared these stories from my life so that you can see why I *know* these principles work. This isn't theory. I've seen these principles work over and over and over again.

### **Roberta**

When I lived in Tucson I met Roberta, a remarkable African-American woman who was a shining example of using the Greatness Success Formula to bridge the gap between the life she was supposed to live and the life she hungered for. Roberta was hired to help set up a new human-resources department at the hospital where I worked as Marketing Director. I was impressed by her calm, heart-centered approach to everything she did. She identified what needed to be completed, found the resources necessary to accomplish her department's goals,

and was a consummate student and teacher. Over the years we were together at the hospital, she and I forged a friendship that has lasted several decades.

The Roberta I initially met was a successful professional and mother. She went on to serve in the state legislature and work as an influencer and liaison in state government. Although now retired, she is still a highly respected member of her community. As I got to know Roberta, I learned of her humble beginnings, her lifetime of overcoming adversity, and her continuous involvement and growth.

Roberta was named after her father, Robert. Neither of Roberta's parents was able to care for her, so Roberta was raised by her fraternal grandparents, who did their best to give her a good home, even though they didn't have much money. Roberta had a dream of becoming a nurse. Her grandparents couldn't support that dream on several fronts. First was not being able to provide the transportation to the city where entrance exams were held. Second was the lack of money to pay for nursing school, even if she was able to take the exam and be accepted. And third was that becoming a nurse was outside what her grandparents thought was possible for someone in their circumstances.

Roberta's "Mr. Young" was the mother of a classmate. Roberta still remembers Mrs. Johnson (her "Mr. Young") sitting on the couch in her grandparents' living room, so short that her feet didn't touch the floor. Mrs. Johnson was driving her daughter to take the nursing school exam and offered to take Roberta. At first, Roberta's grandparents resisted because there would be no money for school even if Roberta passed the exam. But, in the end, they relented.

Roberta's Inspiration was clear – she wanted a better life, a life filled with promise and purpose as a nurse. It was anchored in a S.M.A.R.T. goal – nursing school. And she was Passionate. It was the energy and vibration of her passion that attracted all the resources she needed to overcome the Barriers of financial lack and expectations of what she "should" do because of the conditions of her outer circumstances. She attracted Mrs. Johnson to provide the needed transportation. Once she passed the nursing school entrance exam, she attracted the scholarship funding to complete the program.

Roberta got married, had two children, divorced, raised her children as a single mother, grew professionally, and was elected to state office. Throughout her life, Roberta continued to grow in emotional well-being, spiritual unfoldment, professional achievement, and service to her community. She could easily have accepted the outer conditions of her early years and lived a condition-based existence. Instead, she chose a possibility-led and inspired life.

## **Bridging Your Gap**

I could fill volumes with Greatness Success Formula stories like Roberta's. She is just one of the incredible people I've been privileged to meet over the years. I'm excited that I get to meet *you* through this book. Even though we haven't yet met in person, I know how amazing you are. I see the greatness that resides within you, yearning to be demonstrated in the world.

I'm excited for you. You have a desire in your soul that shows up as an idea, an inspiration, or a "what if?" thought. You might not yet have identified and acknowledged the life you'd love to live. But it's there, ready and waiting to be uncovered.

What's your Inspiration (your Inspired, Intuitive Idea)? Do you want to be in a loving, committed, supportive relationship? Do you want to travel the globe? Do you want to cater unique specialty desserts? Do you want to be CEO of a Fortune 100 organization? Do you want to retire from your "day job" and have fun, profitable side activities? The Inspiration is in you.

I recently met Joyce, a woman in her early thirties who is two credits short of a bachelor's degree, has served in the United States Navy, and is now searching for "what's next." I asked her, "What would you love?" She responded, "I'm so scattered, I have no idea – and that's what's so frustrating." So I rephrased the question, "What would you love if you didn't believe it was impossible, impractical, or irrational?"

By inviting her to step away from condition-based thinking and enter the realm of possibility-led inspiration, she was able to connect with a yearning that she hadn't allowed herself to acknowledge. "I'd like to go to Argentina and Chile. Then I'd like to see Ireland and Scotland. Oh, and France and Spain. And..." Another woman interrupted her to ask, "So you want to travel the world?" Joyce paused for a moment and said, "Yes, but I don't want to have to pay for it." I laughed and said, "Sounds like you do have a dream – you'd like to travel the world on other people's money. Right?" She nodded. "See what you can get in touch with when you set aside what you think is rational or practical or fits what other people think you should do?" I asked. Joyce laughed, and acknowledged that our conversation gave her a new sense of hope and purpose.

Does Joyce's dream seem extravagant or impossible because of her circumstances? If you say yes, I invite you to look beyond outer conditions. I can think of many possibilities that would make Joyce's dream come true. It's Joyce's decision whether or not to follow her dream. If she does, I'm confident she'll be able to raise her vibration to attract all the resources (ideas, people, finances, opportunities, etc.) needed to live the life she would love.

How about you? What would you love? What's your Inspiration – your Inspired, Intuitive Idea? Are you ready to put the Greatness Success Formula to work in your life?

"Always remember that what all people  
are seeking for is increase."  
– Wallace D. Wattles

"...thoughts are things,' and powerful things at  
that, when mixed with purpose, persistence  
and a burning desire for their translation into  
riches or other material objects."  
– Napoleon Hill



## **ABOUT THE AUTHOR**

*Sophia Ellen Falke is Author of Embracing Greatness: A Guide for Living the Life You Love and contributing author to international best sellers 354 Moments of Grace and 365 Life Shifts.*

*As a Life Mastery and Business Consultant, she works with individuals, groups, and businesses, providing guidance to creating the life, relationships, and business you would love. Go to [www.EmbracingGreatness.com](http://www.EmbracingGreatness.com) to order her books or find out how to hire Sophia to speak to your organization, offer her seminars, or to coach/consult with you.*