

To provide encouragement and inspiration in a loving format that assists my soul companions and me to awaken to the memory and Truth of who we are in the shortest possible time with the greatest ease.

JANUARY 2011 ISSUE FORTY



Encountering Life Issues with Soul Wisdom

BUSINESS AS UNUSUAL

As the new year offers an opportunity to reevaluate old strategies, it seems like a great time to evaluate how you are doing business. The traditional capitalistic method of enterprise is *all the gain is mine*. We have watched it in the early part of last century as monopolies overrode small community-minded enterprises. The mid-20th century then offered a new opportunity for small businesses as anti-trust laws diminished the stranglehold of the big megalithic companies. We are now back to the increase of monopolies again in the natural cycle of opportunistic business practices.

Where do we stand, as evolving spiritual beings who would like to make a buck while we're here? Do you have to be competitive to make a living? How does the energy of competition play into your personal beliefs? Isn't there a way to be entrepreneurial and yet not be aggressive, competitive and only profit motivated? As we begin to see ourselves as part of a whole, and others as aspects of ourselves, what does it mean to compete? Who are we getting the best of? Our other half? There is a business philosophy whose evident purpose is also its name~ Win/Win. It does not mean to sacrifice or to be a do-gooder at your own expense, it means offering a method of business where everyone involved wins. As you could imagine, the results create loyalty, trust, repeat business, referrals and increased confidence and end up netting you more in the long run than the tried and true *get it all for me now* method.

Can you assess your business this year and determine if you are gaining at someone else's expense or if someone is using you to their greater profit? Business enterprise is about sharing or there would be no middle men, so unless you want to involve yourself in every aspect of your service or product, sharing the wealth with those who assist the end result seems natural and fair. Are you taking more than you give? Are you giving more than you ask for in return, creating resentment and fewer resources for weathering financial storms?

In the win/win philosophy, everyone gets something they need or want. The key is to be creative. How can you find out what your clients want, what do you want and what do you have that someone else needs and you might need what they have or do? It is a big barter system. Getting to know people is part of the plan. You have to know what they need in order to make the deal. In getting to know them, you enrich your experience. Enriching your experience makes you enjoy your work more and it makes you a more enjoyable person to work with.

What if you needed to get something from point A to point B, but didn't have the right transportation? Who could you enlist to assist you? Someone with a large vehicle, right? Now how do you figure what they might need that would not only encourage them to do it for you, but they would really love the interchange and

have great feelings about doing business with you? You treat them like a genuine individual. You connect with them. How is their business? What are their weaknesses? Marketing? It just so happens you put out a local brochure promoting local artists that lists many community-minded sponsors. Could you offer a spot in that brochure for the use of their vehicle? Do you see their eyes widen and a problem is solved for both parties?

Win, win. Everyone comes out a winner. The idea is that in every interchange, everyone can get something out of it. And in doing so, you create good will, referrals and loyalty.

In every business exchange where each one has gained, you have made a friend, you have created longer lasting relationships, you feel better about yourself. At the end of the day, you sleep better. There does not have to be competition in capitalism. Know that there will always be as many businesses that stay afloat as people who need or want them. So recognize that *you* are what makes yours unique and you won't ever be everything to everyone, but you can be the best you can to the people you service. Be genuinely happy for someone in a business like yours when they have a great experience because as sure as the sun rises and sets, it will be you who is experiencing that great windfall next. Let your natural kind and caring self into your business, you may find it is just the lift it needed. It isn't necessary to be all business, you can add your *heart* to it.

-Julie Hutslar



NEW TOOLS FOR OUR WORK TOGETHER:

SKYPE *This year I have added Skype as an option for our Core Belief Restructuring calls. Please look for me under julie.hutslar in the Skype directory.*

RECORDED CALLS *With the handy dandy use of my new SmartPen, I have the ability to record our calls (at least my portion of it) and email the file to you.*

EMAILING THE DOCUMENT *The SmartPen also allows me to email you an exact copy of the document on which I am taking notes about your session with the ability to place your cursor on certain words and hear what we were discussing at that time. The future is now!*



“Your confusion of love and sacrifice is so profound that you cannot conceive of love without sacrifice. And it is this you must look upon~ sacrifice is attack, not love.”

“All anger is nothing more than an attempt to make someone feel guilty.”

“And let all your relations be made holy for you.”

-A Course
in Miracles



A Moment of Clarity (2010) Julie Hutslar



STAYING PRESENT

Anthony DeMello always has great ideas for embracing the life richly lived and one of his easiest ideas is one he calls Narrating the Moment. He says that while you are doing the most basic of tasks, that if you narrate to yourself exactly what you are doing, you keep your mind and body in the same tense, the *present*.

Remaining in the present is how you find joy, keeping your mind on the task at hand is how you do a great job, staying present is when you hear your guidance. And being in the present moment is how you are able to open your heart up and love. All of the qualities you seek that help you reach your highest potential are found in the present. No wonder the ego would guide us ceaselessly on a wild goose chase through the alleyways of the past and glorious fields of the future.

Try singing to yourself all the details of your present moment, rhyme, be silly, be joyful, be serious, but be present. *My fingers are a typin' all these many words, and my ears are a hearin' tons of feeding birds.* Go ahead, it's fun and it keeps your power right here and accessible.



"It really is and must be the inner wars of personal transformation which lead us to that place of peace. It is at this inner and sacred place that the individual ego is transformed by its meeting with the Soul. And it is the Soul that is the place wherein dwells the Master within each of us."

– Alan Oken

"What I do today is important because I am exchanging day of my life for it."

1. Plan ahead for this year's retreats at *Spirit Vision Retreat Center*. The May 26-30 *Spring Retreat* offers a deeper venue for releasing what limits your highest potential. Beginning and Continuing *Youth Retreats* for ages 10-15 are scheduled for this summer. (Beginning~ June 26-30, Continuing~ July 11-15). The August 3-7 *Summer Retreat* takes a steeper step into facing fears, embracing resistance and eliminating inner saboteurs. For more info: www.jrbutslar.com/public/retreatspage.htm
2. If you haven't already watched Julie's new You Tube guided visualization, don't miss it. She leads you into your very own Open Heart Space. An excellent tool for challenging relationships. www.youtube.com/watch?v=X_unB9vpvE0
3. Give some consideration to your own spiritual journey and check out the new You Tube with information and pictures on the Spiritual Vision Quest program. www.youtube.com/watch?v=_HhsQzMLWz8



RESOURCES

1. *Walking on Water* by Anthony DeMello merges eastern and western philosophies in a truthful and simple way, full of stories, tales, legends and parables.



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