

**20 things to STOP and 12
to START doing in 2012**

2012

Martin Goodyer





***Make next year the end of the world as you knew it!
If you want more in every aspect of your life then this is a great place to start***



Martin Goodyer is one of the UK's leading behavioural change coaches. Having coached thousands of people across the globe for more than fifteen years, his knowledge of what works, and just as importantly, what doesn't work, is second to none.





STOP

STOP Blaming

Looking for a scapegoat or finding someone onto which to focus your anger or frustration is mightily unhelpful. When have you ever actually felt better by finding someone to blame? When has it ever helped solve the problem? In fact, putting the blame on someone is likely to make you even more angry or frustrated; now, not only have you got some 'thing' to be mad at; you've got 'someone' too! All the time you're looking for someone to blame you're wasting time that could have been spent moving away from the problem and trying to improve things.

STOP Making excuses and justifying your position

Sniveling and whining is one of the least attractive traits in a person. Even in children it's an unfortunate trait; the child that wails 'but it wasn't me' doesn't endear themselves to anyone. In an adult it's even less appealing. 'It's not my fault' is a useless contribution to any discussion; when you use it on yourself to justify why





you're in the position you're in, it's a complete waste of energy. The truth is that no one cares that you don't think it's your fault; because in reality, it is!

STOP Complaining and moaning

Let me ask you this; have you ever knowingly sought out a habitual moaner or complainer to offer them your support and help because their moaning and complaining appeals to you? Do you enjoy spending your time with someone who prefers to focus on fault finding? I didn't think so. Nobody does. All complaining really is, is an acknowledgement that you recognise that something could be better, but that you're not prepared to do anything about it...except moan and complain. Build a bridge...and get over it; whatever 'it' is. Stop complaining and start doing something positive.

STOP Ignoring gut feelings

I've got news for you; nothing in nature is wasted. Everything natural has a purpose and a role; and you my friend are as much a part of nature as the plant in my study or the grass growing in my garden. That means natural occurrences like 'gut feelings' have a purpose. They are a

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4





means of communication so you had better pay them some attention! There is no direct link between your conscious mind and the workings of your body; all the nerve signals are buffered by that pink and grey stuff in your brain where all your emotions are created. So when your 'other than conscious' brain has an important message for you, it lets you know by generating a feeling. You feel nauseous when your body needs to expel poison, you feel tired when it needs to rest, and you feel intuition when it's recognised something that you need to be paying attention to. Let your consciousness sort out what to do with the intuition but give yourself at least a fighting chance of making use of your natural resources by at least allowing yourself to raise your awareness and start asking questions.

STOP Avoiding feedback

They say no news is good news. They, whoever 'they' are, are wrong. No news means you don't know what's going on. Knowledge is potential power. Specific knowledge about how the world views you and your actions can be incredibly powerful for you. Imagine you want to throw a stone at a target in the middle of a





pond; you throw the first stone and can see that it falls short. So what do you do? You alter your throw to make the next stone go further. This time it's slightly to the right. So what do you do? Alter your throw of course; and you keep on doing that until you hit the target. But what if you didn't know where the first stone had landed? What if there was no splash to tell you you're coming up short? Without feedback there's no way you're going to reach your target as quickly. Without feedback you could be throwing stones forever and wondering why they never hit home.

STOP Leaning your ladder against the wrong wall

Before scrambling up the greasy pole of supposed success it's a good idea to see what's at the top. How many times have you thought you wanted something, only to find that when you've got it, it doesn't quite measure up to your expectations? It could be a promotion you were chasing or a potential partner or some material thing you 'desperately' want; it could be anything, but it might as well be nothing if it isn't really your genuine hearts desire. Think before you start climbing and make





sure that ladder of yours is up against a wall you really want to climb.

STOP Running scared

Get over yourself, you may be special but you're not that different from everyone else. Just like you, everyone else is also scared. They fear being like the rabbit caught in the headlights just as much as you do. They may not show it but they do. Do you know what the biggest fear top people in business have? I'll tell you; it's the fear of 'being found out'. They get the idea that what they do is easy or that really they're not as good as other people think they are, and genuinely harbour a fear that one day someone will notice. It's complete rubbish of course. In most cases they are very good at what they do, and only think they're job is easy because they are so competent; but the fear is real even though it's unfounded. So get over yourself; be honest about what you can do and what you can't do yet; then do something about it.

STOP Seeking approval

Everyone has self esteem issues at some time or other; it's natural to feel good when things are going well and less good





when the world seems to be going to hell in a hand basket. One ineffective way of dealing with low self esteem is to seek approval by saying yes to things that you really don't want to agree to, but somehow feel obligated: "Of course I'll stay late again tonight"... "I'd be delighted to babysit again this weekend"... "Oh no, let me get those"... "Don't you worry, I'll take care of this"...and so it goes. It's great to agree to those things if you really want to do them, but plain stupid if you don't. The only approval you really need is from you, not somebody else. So give yourself approval to be kind, caring, supportive and whatever else will be helpful by doing what you need to do to take you forward, not what you think you 'have' to do because you don't want to say no.

STOP Being ambivalent

Make a decision because dithering is a bore. It's irritating enough if a person can't decide where they want to have dinner or what movie to watch; "Oh I don't know...you decide" is guaranteed to drive whoever you are with nuts! So imagine then how irritated your unconscious gets with you when you can't get yourself motivated enough to make a decision





about the important things in your life. After all, if you don't care, why should anyone else? One thing for certain; you don't live in a vacuum, so if you don't have a plan for your life then you can be sure someone will have one for you; and if you let that happen through your own ambivalence, don't start crying about it when it doesn't give you the kind of life you think you want or believe you deserve. You have no one to blame but yourself; so you get some emotion going and make a darned decision!

STOP Settling for things you don't really want

"I'll make do" is the rallying call of the permanently unfulfilled. Let me ask you a question: How many lives do you get to lead in that body of yours? If the answer was anything other than 'just one' then we are definitely not on the same page! All of us; you, me, the richest person in the world and the guy sitting in the cold right now outside of a railway station begging for a cup of tea, all have only one body and one life for it to live in. The clock is ticking for all of us, and one thing is for sure; one day it will stop ticking for each of us. When that day comes it will be too late





to wish that we'd tried that little bit harder, taken that little bit more risk, pushed that little bit more or asked for what we really wanted. The rich person needs to be asking for whatever is still missing in his or her life, and the guy sat in the cold needs to be asking for a job and a place to stay not a quid for his next smoke or cup of tea. Get focused on what you really want and don't ever settle for less.

STOP Worrying about things that don't matter

If you are one of those people that can handle major issues but explodes over trivia then it's time to grow up. You can continue to act like a child tossing a dummy out of the pram for as long as you like, just don't expect to make any serious progress in your life while you're doing it. Of course 'everyone' loses it once in a while, apparently. Well, be that as it may, it doesn't change the fact that focusing your attention on the trivial will inevitably be at the expense of something much more important. Some people would far rather be seen to be 'right' than successful. Don't become one of them. Focus on things that are important and forget the rest; it's just not worthy of your attention.





STOP Limiting your vision

My granny (God bless her departed soul) was from the Valley's in Wales. Not long ago people from her home town thought of a trip to Cardiff as being a big adventure. Less than 30 miles away, it might as well have been on the far side of the universe. If all you see and experience is the same old, same old, then your expectations will be limited by your limited vision. The less you know about, the less you know. It's as simple as that. So if you are not stretching your vision on a daily basis, if you're not pushing the boundaries of what you know and looking further than you've ever seen before; then the only person whose future you're limiting is your own. If you don't know what to look for then you'll never be able to spot it when it shows up.

STOP Listening to nay-sayers

There is no shortage of people who want you to stay just where you are on the great scheme of things. There are those who will feel threatened by any success you have, feel diminished by any growth in stature you achieve, or feel fearful of losing you to 'other people' if they can't themselves measure up to whatever new





heights you have aspired to. From your point of view it doesn't matter if they are telling you 'all the reasons why something isn't possible' because they care about you, they're envious of you or reminded of their own inadequacies by you. All that matters is that you politely, but firmly, ignore them. Your job is to focus on what's facing you and not the demons that may be facing them.

STOP Hanging onto negative beliefs

Just because you've not done it yet doesn't mean you won't do it one day. The past does not equal the future. It never has. If it did we'd still be living in caves, chasing wild beasts for food and ignorant of the difference a round thing with a hole in it could make. Every belief you have has been shaped by the past and not the future. It therefore follows that every belief has the potential to be turned on its head. The world isn't flat, it's not the centre of the universe and the labels you hung on yourself are only relevant to the year ahead of you choose to make them so. Your beliefs didn't choose you, you chose them. So now make a new choice; one that pushes you forward rather than holding you back.





STOP Acting like it's not possible

It's not just what you say that counts; it's what you do. Actions truly do speak louder than words. If you've ever made a resolution and then not kept it, made a plan and not stuck to it or made a commitment and then not honoured it, then you are acting like the future you profess to desire isn't possible. It is. You were wrong. How can I be so sure? Because someone somewhere is doing precisely what you had in mind to achieve for yourself, aren't they? When you start being honest with yourself you recognise why someone else is living the life you desire rather than you. It's because they're the one's acting like it's possible; and you're not.

STOP Wasting time wondering what other people think of you

Young people think people are always watching them. Middle aged people don't care if anyone's watching them or not. By the time a person reaches their final years they realise that no one was ever watching them because they were all too busy watching themselves... and wondering what other people might be





thinking about them. Enlightenment comes to us all, eventually. The trouble with this is that by the time we're that old it's too late to make use of the time we had: That most precious of all resources has ticked away and with it our chance to make best use of it. If a man in a gorilla suit can walk across the screen during a basketball game and most people don't notice, (as has been demonstrated), then you can be pretty sure that most of the time no one is noticing you.

STOP Being vague about your goals

When you don't know where you're going then direction doesn't matter; where ever you arrive you can say, OK this will do. It's not a good plan but as long as your aspirations are low then it won't disappoint. Yet when you do have a goal and you try hard to get there, it's pretty irritating if when you arrive you've got close but not quite there. That's what happens when you are wooly about your goals. 'I want to run my own business' is a terrible goal if what you really want is a great quality of life and loads of money. You can achieve that goal by setting up a shop on line and then scrape by just making a living, if you're lucky. If there is no clarity about





what you want and what you'll do with it when you get it, then your poor little brain hasn't got any patterns to match against; it won't know when an opportunity comes by, because you won't have programmed it to search for that pattern.

STOP Relying on 'Hail Mary's'

In sport, particularly in the USA, when all looks to be lost, the team might use a 'Hail Mary' play as a last resort. Without much hope of actual success they will launch the ball down the other end of the pitch and pray for a sporting miracle. That kind of miracle rarely happens. Outside of sport, people follow the same pattern of play. They may start out with a good plan and have rehearsed well, but when it all starts to go wrong they can in blind panic call for a 'Hail Mary', and as a result do something very stupid. Relationships have ground to a sudden and jarring halt, careers have hit the rocks and businesses have crashed and burned; all because of some panic driven 'Hail Mary' play. If you are relying on the lottery, a long-shot bet at the start of the season, for it to snow on Christmas day or for your boss and bosses boss to both not notice your





missed targets, then you're relying on a 'hail Mary'. Stop it!

STOP Pretending you can do it alone

Did you blend your own toothpaste this morning? Toast your own corn flakes? Milk the cow yourself? Did you construct your own car and lay the tarmac you drove to work on? No! Of course not; we are reliant on other people to do things so that we can all benefit from the skills of each other. That's the way our world works. Why then when it comes to your future success do you imagine that you are going to be able to do it all on your own? You have more chance of constructing a twenty first century version of 'The Good Life' on your own than you do of making a genuine success of your life without the support of other people. Here's the thing; the bigger the team, the more it can achieve. You can't do it alone as well as you might with a team; you can spend your life trying and have some great 'war stories' to bore everyone with. If however you truly want to make next year one to remember then start designing your dream team now.





STOP Putting things off

One day, and neither you nor I know when that will be; you won't have the option of putting something off until tomorrow. If you aren't chunking things into four simple categories then start now; when something needs doing you can defer it, delegate it, dump it or just do it. Defer it (because you genuinely don't have the time right now) by scheduling it for a specific time when you can. Delegate it to someone who can do it for you. Dump it because it really doesn't need doing any way. Or just get on and do it! People who complain about 'how busy they are' are the people who put things off the most. If they just deferred, delegated, dumped or just did what they needed to do rather than spend time telling people how much they have to do, then they'd get more done. Some things are more important than others. There's little advantage in pretending you didn't have enough time to learn that new language, read that book, do that course or start that new internet business, if at the same time you know precisely what's going on in 'Albert Square', 'The Rovers Return' or 'Holby'. You do have the time; it may just be that up until now, you didn't want to use it.





START

START Taking 100% responsibility for yourself and your life

No one owes you a living or a great life, but that doesn't mean you don't deserve one. Decide what you want and why you want it; figure out where you are now in relation to that end goal and what's got you to this point. Then recognise what it is that's keeping you here and what you need to do to start your new journey toward your new destination. The choices are yours. They always have been. The economy, your personal circumstances and even the weather can make it easier or harder; but they are never the final determinant. When it comes to that there is only one; and that's you. Take a deep breath, and accept the responsibility because it **is** yours.

START Opening your eyes to reality and from a new point of view

Start with your end in mind. There is nothing more powerful than the human mind. Everything you see around you that is the construction of mankind first began as an idea in the mind of another person.





From the Great Pyramids to tiniest computer chip; they all started as a thought in someone's head. Every movement you've made, every word you have ever uttered and sight you've seen was first a thought. You are just as powerful a thinker as any other person. The only difference between where you are right now and the great thinkers throughout history is that they allowed themselves to think new thoughts. Most people limit themselves by not even trying to think creatively; yet to change that all they need do is ask themselves better questions; "If something isn't working then what would?"..."If the answer had been thought of already, what might it have been?""If I had already achieved what I wanted, what it would it look like, sound like and feel like?" Better questions will give you better options. So start asking them.

START Identifying your true values and living by them

It's not the kind of question you'll get asked down the pub. "Hello mate, so how are your values today then, nice and clear?" No. Values tend to be something most people don't think about. That's





because on the whole they assume theirs will be pretty much the same as anyone else's. After all, don't most people want the same kind of things? The truth is that they don't. They see things very differently, and what makes their view different are the values they hold dearest. The person who values truth and loyalty above all else will see things one way; whereas the person who values freedom of expression and personal fulfillment will interpret the same events very differently. To map out a successful future it's imperative you know what you're going to be facing and what 'matters' most to you. When it comes down to it, the two most important factors of success are energy and enthusiasm. Without them no one succeeds; and without living by your values it's difficult to be energetic and enthusiastic in the face of difficulties, and that's exactly when you need to be that way most. Think of what fills you with enthusiasm. Use your imagination to become energized; and raise your awareness of those things that you value most.

START Developing your own plan

If I asked you to join me on a walking tour from here to China, first of all you'd think





I'd gone barmy, but then you'd also soon realise that it's not the kind of thing we could agree to do, and then just do it. It would need careful planning. China is a long way away. There are seas to navigate and foreign territory to negotiate. In fact before long you'd also realise that while we would need a detailed plan to start us off, we'd also need more of an outline plan after that. You'd note that the further away from here we thought about, the less likely it would be that we could plan in detail. It would be necessary for us to get closer before confirming that roads on a map still existed and were passable, or that some local war wasn't taking place just where we'd hoped to settle for the night. Your life plan is very similar. You need to know your equivalent of China, for without it there's no direction. But then you need to come back to a detailed look at where you are now and where it's possible for you to get to in the next year, what the milestones will be like along the way and what you need to put in place before you begin your journey. So start your plan now; write down something to represent the destination and then start planning to head in that direction.





START Sorting your priorities and accepting that you can't do everything at once

There is never a shortage of opportunities but there's always a limit to how much of that opportunity you can successfully make use of. Life is like being in a sweetie shop stuffed to the gunnels with tempting delights. You may not be able to afford all of them right now, but even if you could, stuffing yourself with everything on offer would soon make you sick to the stomach. There's also little point in staying outside the sweet shop with your nose pressed against the window just wishing you could have some. You are much more likely to get a taste of what you want by going right on in there, having a good look at what's on offer, how much it costs and what, on balance, appears to you to be the best choice for when you come back fully prepared and ready to buy. You'll know what you want, how much it's going to cost you and what you need to do so that you can afford it. Next year is your new sweetie shop; take a good look at what might be on offer, and figure out from all of the choices available the one or two that most appeal to you. Then step back and recognise there will be a cost to achieving





them. Perhaps you will have to get creative in the way you earn, or brave in the way you build relationships, or maybe you'll need to be determined in changing the way you go about your daily living. Whatever it is just be clear, figure out what matters most to you and then get on with doing whatever's necessary.

START Putting together your own 'team' and choosing your peer group

In more ways than you realise, you are a reflection of the things you regularly do and the people you regularly spend time with. Notice how easy it is for you to change your own behaviour when you find yourself with a group of people acting in ways in which you don't normally feel comfortable. We see it all around us; the particular language patterns of a group all cheering for the same team at a football match, the 'out-of-character' behaviour of people caught up in a demonstration, or the spontaneous singing people find themselves joining in with for no other reason than everyone else is singing too. Other people affect us. Therefore it makes sense to choose who you spend your time with care. Is your peer group made up of people you admire? Does it contain





people from whom you can learn? Are you habitually spending time with people who share your values and support you? If you are not then I heartily recommend you start thinking about the people you'd like to be friends with, and then take some action to get to know them. Think of them as your team; and like any good team seek to support them as much as you want them to support you. Just like in a team, review with care the players already on the 'field' with you and be prepared to substitute those who don't add any value to your goals. That doesn't mean you have to be callous or uncaring, just that it's a mistake to keep doing things that don't work. No team coach has ever won awards for sticking with players who can't perform; it's not good for the coach, the team or the players themselves. Commit to taking action now; write down the players you want on your team. Start with the stars and then work your way through until you're confident that with this team, you can accomplish all you desire.

START Finding things about which can be certain

In a world full of challenges and uncertainty, it's vital that we have some

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24





'certainties' to hang onto for support. If everything we think about is 'up in the air' then it's easy to become overwhelmed. When faced with complete uncertainty, people have a tendency to either panic or fall into a state of inertia. They then do nothing to help themselves. It's therefore essential that you find things to be certain about. However, to be effective those certainties must be 'internally driven'. In other words, they must come from inside of you. Even though you may be sure the sun will rise tomorrow, you can't actually be certain; simply because it's ultimately outside of your control. Yet you can be certain about things that are within your control because they are a part of you. If a person loses all their material goods but knows with absolute certainty that the wherewithal to make money and replace them comes from their own skill and determination, then the loss is a set back and not a disaster. I have a friend whose house was demolished in a freak weather event. He lost all his possessions and was literally left with just the clothes he stood up in, and to make matters worse was not covered for 'an act of God' on his insurance. His response was inspirational; his initial feeling was that of relief because





neither he nor his wife had been at home, closely followed by wry amusement as he interpreted the event as; “Natures way of telling me I need new furniture!” Within weeks he had transferred his business to a new location and was well on his way to rebuilding his life. Like him, you have things inside you about which you can be certain. There are things you know how to do well, ways in which to deal with things about which you feel confident, and approaches that you have learned that can be relied on in the future. So now identify what these things are and build up your certainty because the more you have inside, the less you’ll look for on the outside.

START Seeking activities that stimulate and excite you

All uncertainty need not be negative. It would be pretty boring if every movie you watched was completely predictable. The whole point of being entertained is to be surprised by some aspect of what you’re experiencing. When you breathe a little more quickly, your heart beats faster and there’s a prickle of excitement, then you just feel more alive. If achieving your future goals is a dredge and a bore then





you are less likely to keep on going when things get tough; it's therefore crucial that you add some excitement and make the journey as entertaining as you possibly can. It's no coincidence that those who laugh readily, take risks, see problems as challenges, and who relish the adrenaline rush being put under pressure are more successful than those who don't. When people talk about having a balanced life, the balance they are really referring to is that of stability and risk, control and freefall, certainty and stimulation. So start planning activities, actions or events you can become a part of that stretch you in a way that generates uncertainty, risk and just a little bit of healthy fear!

START Recognising 'who' you really are and be proud of yourself

Have you ever noticed that a 'poorly' person will start to perk up after visiting the doctor and being told what's wrong with them? They haven't actually had any treatment yet, but merely the attachment of a label is enough to start the process of becoming reenergized. Such is the power of an identity. Labels aren't a bad thing at all. They help us define our expectations of ourselves and the expectations other





people have of us. Call yourself an 'explorer' and you'll be expected to do some exploring. Label yourself as an entrepreneur and you'll feel the need to start up a business or two. Whatever you decide you 'are', you will become. 'Whoever' you declare yourself to be will define how you act. This means that you need to think about next year not only in terms of what you hope to achieve, but the kind of person you wish to be while achieving it. If the next twelve months are to be the best of your life then it is essential you decide on the identity of the person who'll be experiencing them. You don't need to share it with anyone at first; just try it on for size and see how it feels. I remember when I decided to expand my career and qualify as a psychologist; it felt strange at first to think of myself in those terms. It took some getting used to. But only by persevering do we start to accept that this is who we really are. Once that happens we begin to act and think like it was always so. We get on with being who we say we are and achieve just what we'd expect from anyone like that. So before reading any further, think of 'who' you need to be. What label must be attached to you if your goals are to stand a hope of





being achieved? So, what is your identity going to be?

START Giving love without needing to have it returned

It's a rule of the universe; if you want to get something back then you have to give it away first. The more you give freely, the more freely things come back to you. The more you hold on, hang back or try and balance what you give with what you expect to receive, the less you'll actually get. Just take a look at anyone who is really successful; and by that I don't just mean rich. There are plenty of rich people who are anything but successful. One of the best known and wealthiest men on the planet can't hold down a relationship and feels starved of genuine affection. Plenty of well-off or well-known people hate themselves for either being too fat, too thin, too this or too that. Then there are tales a plenty of the seemingly successful who end up dead in a hotel room from an overdose. These people are not successful; they are in pain or dead! Success is having a life you love and loving the life you have; something that's alien to those people. You on the other hand have every chance of becoming the





successful person you'd like to be **if** you adopt the mindset of giving good feelings first without any proviso or need to have them returned. A smile, a word of praise, taking the time to notice or focusing on what someone else is saying rather than what you are saying in your own head, are all ways in which you can begin to adopt the 'giving love first' mindset. It probably won't surprise you that the time when it yields the very best results are those occasions when you feel less like doing it; the least likely the gift, the more likely the abundant return. So take a moment now and decide how you want to start.

START Looking for ways to grow and develop every aspect of yourself

Nothing in nature plateaus. As you and I are both part of nature, this applies to us too. If a pool of water ceases to flow it becomes stale and stagnant. It follows that we can't plateau either; we have to grow or face the alternative; suffer a period of becoming stagnant before withering away and dying. I can't speak for you but given that choice I always go for growth! Growing doesn't mean going back to school or learning a new language, (although don't let me put you off if either





of these are a genuine consideration); growth simply means expanding yourself in some aspect of your being. You might decide to know more, experience more, listen more, experiment more or simply read more. The key is the word 'more'. Whatever you do must be more than you did before. If you have an interest in something already then develop more of an interest. If you are already on a path of learning then get more on that path and learn more. When a person is growing you can see them becoming more confident and self-assured with each step they take. Before too long a person who gets used to growth being part of their routine, no longer even thinks about it. They would think it strange not to seek out ways to self-develop at every opportunity. That's why successful people appear to have a lust for life. It's why those we think about as role models probably have lots of strings to their bows and are good at more than one thing. You can be that way too. Just identify now those areas you'd like to do more in and begin. Remember, no one ever became an expert at anything overnight; they get that way by consistently doing more and getting better at doing more.





START Contributing to something that is bigger than yourself and your own wellbeing

Some people already have contribution as a big part of their life. If that's you then you already know how good it feels to do something that isn't just for you or just about your own needs. There is a very special feeling that goes with the knowledge that some action you've taken is helping someone else. It really doesn't matter what your contribution is. If you feel so inclined then go and run for charity, shake a tin or fund raise in your own way. If that's not a good fit for you then do something that is. It may be helping out at a shelter, supporting a youth group or putting your skills to work for your community. It really isn't important what you do but it is vital that you do it in a way that makes it a genuine and honest contribution. That's not the same as making a donation because you feel obliged, taking on a fund raising stunt because you welcome the profile, or some other self serving activity that does some good. The point about contributing to something bigger than your own needs is that you get to experience the feeling that





goes with it. That feeling can't be replicated; it feels amazing. It's the feeling that you need when you're feeling down and things aren't going quite as well as you'd hoped. It's the feeling that sustains you when the universe is making you be patient before yielding up the rewards you've earned. It's a feeling each of deserves and a necessary part of any journey to success. The question you must now ask is: What are you going to do now to get that feeling for yourself?





**Good luck in 2012
and every year to
come!**

Martin Goodyer

