

EPISODE 357

Build Amazing Relationships, Set Bigger Goals, & Create An Extraordinary Mind – With Guest Vishen Lakhiani

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Shawn Stevenson: Welcome to The Model Health Show.

This is fitness and nutrition expert Shawn Stevenson and I'm so grateful for you tuning in with me today. I just got back from Portugal. Alright, Portugal– wow, what an incredible experience.

And this is something I definitely don't take for granted. I'm coming from a place where I didn't even get on an airplane until I was 25 years old.

I grew up in a bit of a bubble and so every opportunity I get to get out and explore and to see more of the world, I definitely jump on it.

And this event was a speaking engagement for an event called A-Fest, and this was put on by an organization called Mindvalley and they put on some of the most epic events in the universe, not just in the world, but in the universe.

I don't know what else is out there, but I'm pretty sure that A-Fest is on top of the game.

But you know, this is something that for me and what I always want to implore you to understand and to believe is that your level of exposure determines your level of success.

And so taking every opportunity you can to change your environment, to expose yourself to new things, and again, this was definitely one of the most incredible experiences. Portugal is such a beautiful place, I've seen a lot of really cool places, but it's probably the most beautiful environment or scenery that I've seen thus far.

And there was a little bit of a language barrier. A lot of other countries I've traveled to, I generally find myself in like the English speaking area, but at this particular place, we were, even at the hotel–

By the way, they had wonderful spring water bottled in glass—what? You don't get that here in the States. I was sitting in the room, but I was running low on water and I was like, I asked the housekeeper on the way to my room, I was like, "Excuse me, can I get a couple of bottles of water for my room?"

And she straight looked at me like I had a squid on my face or something. I don't know why I said that, probably because I was just researching cuttlefish this morning with my son, which is super weird, they're super creepy by the way, but they're cool as well.

But anyway, so she looked at me like I had a squid on my face and I was like, "Water," and then you know, I resorted to like hand motions and I don't know how, and I said, "Aqua" it was the only thing I could think of, she was like, "Oh, aqua!" So I guess it translated and I got that water.

So despite that and this small language barrier, it was an incredible experience and multiple nights and days of cool experiences and just the event itself was just top notch.

And while I was there, I did an interview for you with the founder of Mindvalley. And the reason that I went to this event in the first place, a few years back, I saw a talk from Lisa Nichols, who's been on The Model Health Show, it is one of our biggest episodes, and one of the most popular and empowering episodes.

And I saw her do this talk at this event called A-Fest. And then I saw Vishen speak in the video after that, and I was like, "Whatever this guy is on, I want some of that. And if I'm ever invited to come to this event, I'm going, hands down."

And so that is why things lined up and the universe presented itself and that's why I hopped on a plane and got myself over there.

And so very, very excited to share this with you, because he's such an incredible individual, such an incredible thinker and really just a powerful, insightful individual and I think that you're really, really going to enjoy this.

Now when I just got back to the studio, I just brought my team some goodies. And for myself, I had a little something something as well.

Our culture is very much bent on this like trying to take something in order to get something, right. In order to sleep better, we want to find out what to take; in order to have more energy, we want to find out what to take. In order to lower our blood pressure, we want to find out what to take.

But the reality is all these things are really dictated by our lifestyle factors primarily. But then in that five to ten percent range, there are certain things that can assist in us getting those results that we want.

And so knowing that our culture is really leaning on things like these 5-Hour Energies, these little shots of things that you pick up at your local “someleven” alright, not 7-Eleven, “someleven” or a QuickTrip or whatever the case might be, and so people can try to stay awake when they really, their body is like just pushing them and prompting them to go to sleep because they're sleep deprived.

But knowing this, the very best companies out there are trying to leverage that behavior, but instead, sneak and instill the good things in in place of that.

So we got a company like Four Sigmatic, so people are drinking this pesticide, bacteria, fungi, molded coffee, right, and they decided, "We're going to get organic, high-quality coffee and infuse it with storied, clinically proven, beneficial medicinal mushrooms."

But they also know that, "Hey, people are doing these energy shots, so let's try and do something about that." And so The University of Malaya found that the medicinal mushroom Lion's Mane has been found to have a neuroprotective and neuro-regenerative effect, so this literally means protecting and helping to regenerate brain cells.

Listen, I know for a fact 5-Hour Energy cannot do that, all right? But Lion's Mane can.

And so what they did was they created these mushroom-focused shots that feature Lion's Mane mushroom plus a little bit of natural caffeine as well coming from Goyasa and it just tastes really nice, it's got a little pineapple snap to it, but again, it's replacing something that we see in popular culture with negative side effects and ingredients with something of higher quality. And so definitely check that out.

And just in general, every single day I'm utilizing Four Sigmatic mushroom products, whether it's the mushroom blend, the mushroom coffees, the mushroom elixirs, because they're doing a dual extraction of the mushrooms, so I think this really needs to be known and needs to be made clear because there's a lot of—

I literally, I was on a flight and even in the little booklet there was like an ad for medicinal mushrooms and these different products, even in beauty and health

care products, they are becoming more and more popular but they've been around for thousands of years.

And so the thing that I want you to understand is that if you're not doing a dual extraction which is an alcohol extraction and in hot water extraction, you're not getting all of the beneficial compounds out of the mushroom in the first place, and 99 percent of companies don't do that— Four Sigmatic does, and it makes it super easy to get all these wonderful benefits.

Alright, so Lion's Mane for the neuroprotective, neuro regenerative effects. We've Chaga go for the antioxidant effects as well as cancer protection. We've got Reishi for improved sleep and this was in the Journal of Biology Pharmacology and Behavior found that Reishi can improve sleep latency, meaning fall asleep faster, improve overall sleep time and improve overall sleep efficiency.

So lots and lots of cool stuff to check out, pop over, check them out now, foursigmatic.com, that's F-O-U-R-S-I-G-M-A-T-I-C.com/model, you've got to hit that /model that's how you get 15 percent off, all right 15 percent off everything. Alright, so head over to check them out, foursigmatic.com/model.

Now let's get to the Apple podcast review of the week.

iTunes review: Another 5 star review titled "Wow" by Let's dance 015. "A family member referred me to this podcast and I am so glad she did. I listen while I'm walking to and from work. This isn't like any of the other health podcasts I've listened to; Shawn is funny and explains things in a way that is easy to understand."

Shawn Stevenson: Wow, that is so awesome Let's Dance, thank you so much for sharing that over on Apple podcasts. Thank you for hanging out with me and taking me with you. I appreciate it so much.

And listen, if you've yet to leave a review, please pop over to Apple podcasts, leave a review for the show or whatever platform you're listening on, whether it's Spotify, iHeartRadio, whatever the case.

If you're watching on YouTube, you're hanging around the studio with me, leave a comment let everybody know what you think of the episode. And so with that said, let's jump into our topic of the day and our special guest.

So in this episode, this is a conversation from Portugal with Vishen Lakhiani. And in this episode, he is going to talking about how to stop listening to outside voices and opinions instead of listening to your own internal voice.

And also the difference between a means goal and an ends goal and I think that's just going to trip you clean out. And this insight in and of itself is going to help you to better achieve the goals that you have for yourself.

And also some powerful insights about overcoming fears, because a lot of the stuff that we're not doing or not taking advantage of is due to fears holding us back.

And also, and this was super powerful for me talking about the myths of hustle and hard work. So I think you're going to enjoy that as well.

Now, Vishen Lakhiani is an entrepreneur, author, and activist on a mission to raise human consciousness.

He founded Mindvalley in 2003 with a goal of bringing together the world's top educators under one platform to usher in a new era for humanity that is more empowered, connected and collaborative than the status quo.

And under the Mindvalley umbrella, he's launched a variety of learning tools and platforms that have helped millions of people around the world to experience personal transformation.

From their award-winning events to their engaging master classes there is something for everyone at Mindvalley.

And most recently, Vishen's book, The New York Times bestseller "The Code of the Extraordinary Mind" was released to help you to uncover what's holding you back from succeeding, earning, loving, healing and growing to your fullest potential.

And now I'd like to introduce you to the incredible Vishen Lakhiani.

Shawn Stevenson: I like to welcome to The Model Health Show Vishen Lakhiani. What's up, man?

Vishen Lakhiani: My pleasure, Shawn.

Shawn Stevenson: My pleasure man, thank you for inviting me out, this has been amazing so far.

Vishen Lakhiani: Yes, we, I guess, to set the tone, we are in Algarve Portugal, this is the hotel that A-Fest is taking place in. We have 400 entrepreneurs here learning the art of social influence.

Shawn Stevenson: It's an important subject.

You really like turned it on its head as well, because when we think about that term, we tend to think about the folks that are pushing out content that is of a higher kind of vibration, and just kind of really instilling in us that we need to step up and to start putting out conscious, really intentional, valuable information. And so I just really wanted to thank you for that.

Vishen Lakhiani: Much like what you do with your podcast which is actually one of my favorite podcasts in the world. I listen to regularly. So it's quite an honor to be here on this show with you.

Shawn Stevenson: Thank you man, it's my pleasure, totally my pleasure. So listen, one of the things that I really picked up from your early on was, you picked up this idea that, and it just super permeated and got into me when I first heard it, this was a couple of years ago and I haven't shared this with you yet; but I think it was Jim Kwik who's a mutual friend and you might have been speaking at an event he was at, and I checked you out and I was just blown away at your story.

And you talked about how we kind of settle for these conventionally configured set of rules that determine our lives, and you fell into that early on. And you found yourself at Bill Gate's house— so can we talk about that story of how you got from there?

Vishen Lakhiani: Oh that story. Okay, so firstly, if you're watching us on video, you'll notice that I am Indian.

And if you grow up in an Indian immigrant family you either become a lawyer or a doctor or an engineer, or a family embarrassment. So there is this huge pressure in Indian families for the son to succeed.

So growing up, I was told that I had to be one of these things, and I decided to choose engineering.

So I studied hard, I got into one of the finest computer engineering schools in the world, the University of Michigan. I graduated and I got that incredible opportunity to work at Microsoft.

So it was 1998 and I was working at Microsoft, and by the way, back then in 1998, getting a job at Microsoft then was like getting a job at Apple today.

So I worked really hard to get there and finally when I was at Microsoft, I remember back then Bill Gates would invite all the new hires to his home for a

barbecue. Amazing guy, he would make the burgers, grill them, serve the burgers to us, we'd get the chance to actually interact with the man, at that point he was the richest man in the world, asking questions, he would welcome us, it was a wonderful opportunity. And Microsoft treated us all like gold.

But, deep inside I knew that I was in the wrong place. And I actually, couldn't talk to Bill Gates that day. All my other classmates from a new batch were surrounding him because I knew I had to quit.

I was around 11 weeks into the job when I decided to actually get myself fired, I was too chicken to actually turn in resignation because I'd worked so hard to get there.

My parents, my family was so proud, but I realized I wasn't chasing my goal, I became an engineer for culture, I became an engineer because that's what good Indian boys do.

I became an engineer because that's what the world said would give me value, and I hated what I was studying, I disliked my classes, I would fall asleep in my classes, it just wasn't my thing.

What I wanted to do was photography. What I wanted to do was act on stage, performing arts.

And so I quit Microsoft, I quit that dream job. And it was tough at first.

You know, my parents were like super worried, the only other job I could get was working for an NGO and not for profit. I was living below the poverty line in New York City, but I was doing what I loved, working in an NGO I got to travel the world, I got to take my photography, and that is what gave me joy.

And from there, what happens is often when you break the conventional part, your life takes a temporary dip, but because you're now operating with something that is aligned with your soul, that dip is truly temporary and very rapidly what happens is you gain an advantage over the masses out there.

According to Gallup, roughly 87 percent of people around the world dislike their jobs. And why does that happen?

Because so many of us do not set goals that come from a soul or come from within, we set goals based on culture, what I call the culture-scape, the tangled web of rituals, beliefs, ideas, that come from our priest, our mothers, our fathers, our preachers, our media, our politicians and they tell us who we are meant to be for these arbitrary words such as success or accomplished.

But so often, because we are following the outside voices we fail to listen to our own inner voice and this is why so many people wake up one day at the age of 40 going, "How the hell did I get here?"

So, by quitting my job, it was painful, I realized I had been living someone else's dreams, but I found my true calling, that was to become a meditation teacher.

And that eventually is what led to the life I have today where I feel very blessed, I get to put on festivals like this, I have a quarter million people studying classes on my platform, I have a team of 300 people and I get to do what I really love, which is to teach the personal growth ideas that I'm most excited about to the entire world.

Shawn Stevenson: Wow.

Vishen Lakhiani: But I would never be here if I was the guy who settled with that job at Microsoft, knowing deep down inside it didn't light me up.

Shawn Stevenson: Man, Bill Gates made a burger for you, first of all. And like just having that story as your background, and just all the mental things you had to overcome which I want to get into, but there's a couple of things that come up— number one, the immediate resistance when somebody hears that because everybody listening has a calling.

And like you mentioned, we got 87 percent of folks that dislike what they're doing, and then immediately the mind comes up and says, "Well I can't just quit, I can't do the thing that I'm really passionate about."

Vishen Lakhiani: So let's talk about that, right? American society is kind of messed up. Now, I'm picking on America because I practically consider myself American and my formative years were there.

Let me give an example why. America has five percent of the world's population, it has 70 percent of the world's lawyers. Why do so many Americans become lawyers?

Well, because in the 1980s and the 1990s and even today, you have shows like L.A. Law, like Ally McBeal, glorifying the legal position and so does millions of American graduates decide to become lawyers.

But here's the funny thing though— if you actually look at the data, close to 50 percent of lawyers are clinically depressed, especially women lawyers, 50 percent depression rate.

Why are so many American graduates becoming lawyers, working so hard to get into a good school, working so hard for the LSAT, to pass the LSAT, working so hard to make partner and then working so hard to prove themselves only to end up in a career where they are, they have a 50 percent chance of clinical depression.

I used to work in technology sales. My job was to sell software to lawyers. Do you know how we were told to sell to lawyers?

We were to talk to them about how frustrating it was running their firm to the point where they would break down in tears.

And then we would pitch them the software. That was what was going on, but the question is why were so many people becoming lawyers?

Because they confused two things in life; they confuse a means goal with an end goal. So, the means goal is a means to an end.

The end goal is really the end of it all, it is really the point of the goal itself.

Holding a baby in your arm knowing that you've just become a mom or a dad, that's an end goal, those feelings are hard to beat.

Waking up every day next to someone you love, that's an end goal.

Being able to travel around the world, like we were just outside staring at this beautiful cliff face in Portugal, that's an end goal, it was a freakin' amazing experience. But so many of us don't set goals for these things, instead, we set means goals.

A means goal is a goal that is a means to an end. I want to get good grades so I can get to a good school.

I want to get a good GPA so I can get to a good graduate school.

I want to do well in my LSAT so I can get accepted at a particular law firm. I want to work 120-hour weeks so I can make partner. Means goals always have a "so".

Now, we chase the means because we don't know better. But what if we had not the means goals and we went straight to the end goals?

So when I started thinking about my end goals, I realized being an engineer— why

did I think that that should even be something I should pursue? Because I thought that was the path to actually having enough money to live a good life.

But what did I really want?

What I really wanted was to be able to travel.

What I really wanted was to fall in love.

What I really wanted was to you be an artist, create great photographic art.

What I really wanted was to teach meditation.

Those were the things that excited me.

But in my mind, I had no idea all of those things were possible. I was following what society said– the step, by step, by step, by step, by step, plan to become what we call "successful in life".

But if you think about it, the people who are truly successful are not following these step by step by step plans. They are visionaries. They are creating their own world or their our own version of the world.

Michael Beckwith was just on stage and he said the statement, "You were not born to fit into the status quo; you were born to take a hammer and smash it up to smithereens."

Now, when you said end goals, you are really tapping into your soul to discover why you are here. And this changes everything.

Once you focus on the end goals, when you are in alignment, even though you may not see the how to get there, I guarantee you, what happens is when you start giving your mind these end goals and when you're in alignment, the right synchronicities and opportunities and the people come into your life to get you there.

And that's why this idea of knowing the separation between means goals and end goals is such a powerful concept.

Shawn Stevenson: Yeah, powerful, that's the key word because I don't think we really realize how powerful we are.

Because we're using our power for means goals, and everybody listening like we've been through stuff and when we have a particular goal of getting a certain job or taking care of a certain bill or whatever the case might be, we always find a way.

But we use our power for these small things and not for the end goals.

Vishen Lakhiani: Yes.

Shawn Stevenson: Yeah, that's remarkable. And in your book, so you have New York Times bestselling book "The Code of the Extraordinary Mind" you talk about these ten laws and one of them is I think it's "brules", breaking the "brules"?

Vishen Lakhiani: Right, questioning the "brules". So a "brule" is a word that means "bull**it rule". So when we think about the rules that we have been taught, the rules that run the world, some of these are useful, like wearing a safety belt when you're driving a car, but many of the rules that we learn are not necessarily true. They are what you would call bull**it.

Steve Jobs had a famous quote, he said, "Everything around you that we call life was created by people no smarter than you, and you can question things, you can change things, you can create your own thing. And once you understand that, you will never be the same again." Steve Jobs, of course, was the ultimate rule breaker that of us can question rules.

Do we really need to get married?
Do we really need a college degree?
Do you really need to be an entrepreneur?
Do you really need to be fixed to one city?

So many human beings are susceptible to suggestion when faced with a complex world, we look to other people for clues and we imitate.

Human beings radically simplify the world through imitation, it's called memetics and social contagion.

But you can unplug yourself from this habit of imitation by understanding that so many of the rules around you were made up by people generations ago and those rules no longer apply in this increasingly complex, diversified, beautiful, ever-changing world.

Now, the difference between an ordinary person and an extraordinary person or what we may call a visionary is that the extraordinary person is pushing the bounds of what is possible.

They are not following the status quo, they are channeling, they are figuring out what is it that they want to give back to the world and making their own rules and it's a simple way to help you get there.

So I spoke about end goals, right. End goals fall into three buckets.

The first bucket is experiences. I asked people to do this exercise, I asked them to make a list of all the experiences they want in the world.

Standing on the edge of the Grand Canyon is a perfect example. Being able to rent a motorcycle and drive across South America is a great example. Becoming a mom or a dad, right– you have kids?

Shawn Stevenson: Yeah.

Vishen Lakhiani: Great, I mean, what beats that? Now that's the first set of end goals.

The second question you want to ask yourself though is to be the man or woman who has these experiences, how do I need to grow?

So great, you want to bike across South America– maybe how you need to grow is to learn how to bike and learn Spanish.

You want to be able to travel the world and take photographs– maybe what you need to do is learn photography and figure out how to create a passive income stream so you can travel.

Now, when you have these two lists there's a third list and the third list is if you were the man or woman who has all of these experiences, who has grown in this way, how would you then give that to the world?

And that is your contribution list, that's where you might say that, "As I'm doing all of these things, I want to be the best parent I can, spend an hour every day with my kid."

"I want to volunteer for a charity."

"I want to write a book or create a blog or start a podcast that inspires and serves the world."

You see, happiness can come from experiences but fulfillment comes from giving. So I believe that we are souls having a human experience. And I believe us as souls, we want three things.

We want to truly live life on Earth and absorb the most incredible human experiences from love, to creation, to travel, to adventure.

And the second thing we want to do as souls is to grow into the best version of ourselves, souls crave growth. You are here to grow.

And the third thing, as souls, to recognize that we are here collectively with millions of other souls and that we are here to serve each other and to support each other.

So the 3 most important questions I believe have a far more complete view for goal setting than traditional western goal setting which I believe is downright dangerous, because your goals don't come from you, they come from the voices around you.

Shawn Stevenson: Man, this is so good, so powerful. I just thought about this study skills class that I took in middle school, this was the closest thing in all my years of school, also colleagues school as well about goal setting, only thing.

Even in my university courses, there was nothing about success. There was nothing to teaching you how to be successful.

And in the context of goal setting, it was just very rudimentary and it was taking, it takes yourself out of the equation in a sense.

And just starting to ask these questions, to think about those three buckets and asking, "What are my personal goals, what does that actually look like?" It's just, it can be scary though,

Vishen Lakhiani: Yeah.

Shawn Stevenson: To be honest like that, to be radically honest, why don't we get honest and actually when we're talking about setting goals, set things that actually feel good to us or that take us outside of the paradigm of that box that you're talking about.

Vishen Lakhiani: Why don't we set goals that actually feel good to us? Because most people are afraid.

You see, we're conditioned to fear certain things, but if you think about the world today, we're safer than we've ever been.

Elon Musk shared this really amazing story. So Elon Musk was interviewed on the Neil deGrasse Tyson podcast and he spoke about how when he was in college he decided to see if he could live on a dollar a day. A dollar a day.

And he found that in America you can. He was born in South Africa, he moved to America, for a dollar a day you can buy, you know, you can buy instant ramen, Wal-Mart, you can survive.

And I think he was living in a dormitory so he didn't have to pay for that. And he said that by doing that exercise, he realized that he was safe and by realizing he was ultimately safe and he could survive, it gave him the courage to do all the epic things he did, from Space X to Tesla, to Pay Pal.

And one of the most remarkable things that we can teach ourself is to remove fear by understanding that we're ultimately safe. Now there are two ways to do this.

So one way is, I just did a podcast with Ken Honda, he is Japan's most prolific writer, he's written 140 books.

And Ken Honda said, "You know, if you want to have a good attitude towards money, remember and remind yourself that you don't need it."

I'm like, "Well what do you mean, surely Ken, we got to find a place to stay?" He's like, "No, no, no."

So he recommended we do this. He said, "Find 50 friends, 52 friends," and he said, so this is a mental exercise, Ken said, "Can you think of 52 people who might let you sleep on their couch?"

And I'm like, "Yeah, probably." And he goes, "Well yeah, so if you have 52 people who will let you sleep on their couch, you can be completely broke, sleep in someone's couch, and then the next week you move to a different friend, and the next week you move to a different friend, and then after 52 weeks or one year, you go back to friend number one and you go, 'Hey, it's been a while since we've seen each other.'"

And Ken said, when he realized that he could basically all he needs to survive was 52 good people, he realized their money wasn't a necessity, and by realizing that he changed his relationship with money.

And today he's incredibly successful. But the lesson there is the same— fear is an illusion, we're going to be okay.

So how do we remove fear? The first thing is you want to set self fueled goals.

Okay, so we were talking about goal setting, we spoke about experiences growth, contribution.

Here's another level— within your experiences, within your growth, within your contribution you want to set self fueled goals.

Self fueled goals are goals which are so basic, you can activate them instantly. So what are goals that you could set, where if you were homeless on the streets of New York, and you knew no one and you had not a dollar to your name, you could activate that goal, achieve that goal instantly?

So my three self fueled goals are very simple– the first one is I'm always surrounded by love; that's a self fueled goal.

Even I have no one in my life, I know that love comes from within, and I can love myself, I can truly love and appreciate myself. I can be homeless in the streets of New York with nobody knowing that I exist, I can still love myself, so being surrounded by love is a self fueled goal.

When you understand that you can generate it from within.

Another self fueled goal is, why am I always learning and growing. Now, think about that, how is that self fueled?

If you could be homeless in New York you still have a right to go to the New York public library, check out a book and study.

You may be sitting on the street, but you still get to learn. You can learn and grow every single day, no excuse. Now the third thing is, why am I always living in awe.

That is myself, that is my goal, I want to always be living in awe.

You can be homeless in the streets of New York, you have every right to walk through Central Park and admire the beauty of that space, it's public property.

So by having self-fueled goals, you create that feeling of safety. When you create that feeling of safety, you know you're good.

And when you remove the fear, that's when everything else, all the other superpowers in your life start elevating, and that's when you start accelerating towards everything else, it's what Elon Musk did.

It's what I do with my three self fueled goals. I always remind myself that if I lost everything and everyone and I was homeless in the streets of New York where I used to live, I'd be okay.

So it may sound counter-intuitive to be truly accomplished, set goals truly small, but that actually is how it works.

And when you set these self fueled goals and you wake up every day and you're grateful for it, you magnify your spiritual potential to move you towards your other goals.

But now, of course, you need big goals, you need big goals so you don't end up stagnating.

Now, when you set big goals there's a rule for that, and this rule actually comes from Google. Google has something called OKR, right, Objectives and Key Results, they have everyone in their company set OKRs, but here is the Google rule that Larry Page, the founder implemented, it says this: 50 percent of your goals must have a 50 percent chance of failure. 50 percent your goals, 50 percent chance of failure.

So every year I have five goals for myself but at least one or two of those five must have a 50 percent chance of failure or I'm not thinking big enough.

And for my life goals, I have maybe ten, pretty much like half of them have a 50 percent chance of failure.

Now when you actually think like that, you remove the fear of failure, so we do that with every department in Mindvalley and then with every individual in Mindvalley and then I do it with myself.

So we take on bold things knowing that we can fail, but the failure is okay.

So the Google rule is how you set big goals, and by the way, Google's actual rate of failure according to the book In The Plex is 40 percent.

I mean Google created Gmail, they created YouTube, but they also failed, there was Google Buzz, there was Google plus, all of which failed but they also created the android phone and so many other incredible things.

So by setting a rule that 50 percent of your goals must have a 50 percent chance of failure, you now tackled the top level of goal setting which is baldness.

So you see, goal setting as we learn in the modern western world is bull**it.

Instead, you want to set goals for experiences, growth and contribution, you want to set low-level instant goals, self fueled goals that you can instantly activate, but you also want to set like Google-style goals, bold goals with a 50 percent chance of failure.

It's counterintuitive but when you think like that, you unlock magic in your life.

Shawn Stevenson: You know what, I haven't shared this with you either, but your name, Vishen is very close to vision.

And that's the thing I admired most about you, is your vision and you've brought so many things to life, it's just out of this world and to hear you sharing the things that you've done internally to get yourself there, it really does work.

I just want people to just take that in, and start to have the courage because I've never heard anybody say to set those bare minimum goals like that.

It just makes complete sense because it creates a level of certainty and from that place of certainty, we can start to press into the uncertainty. It's just so logical, that's brilliant.

Shawn Stevenson: I hope you're enjoying this conversation with Mindvally founder Vishen Lakhiani, and we'll be right back, right after this quick break.

I don't know about you, but when I was growing up I was obsessed with juice. I am talking about the juice boxes, Capri Suns, do you remember when Capri Suns came out?

The complication of getting that straw into that little plastic bag and shooting it all over you oneself as a child?

Everybody had to experience it. But the Capri Sun was delicious,

All right, I went from there to you know getting a little bit more fancy and having "Tropical punch." I became a big fan like Hawaiian Punch and that was my thing, I wasn't a big fan of sodas, I was getting the juice.

But here's the thing– it wasn't really juice.

If you would read the package, it would literally say zero person juice in the juice. It was trickery! Trickery.

And here's the thing– how can they create these flavors, there's this incredible technology of a gas chromatograph that you can synthesize and extract and find those flavors and create them artificially.

So what's the point in going and getting a real strawberry if you can create that flavor and that smell?

And so we really kind of found ourselves in a nutrition black hole because of that and providing these things to our kids and our society as if everything is normal, but it's not normal.

We know now that those fake juices were hurting us, hurting our metabolism. Introducing a tremendous amount of sugar, very processed sugar that can really cause massive issues, whether it's with our brain health, whether it's with our metabolism and our ability to burn fat.

As a matter of fact, the name "Tropical punch" where does that even come from? it's really like a punch to your pancreas, right, it's a nice uppercut.

And so today though, the game has changed. Now we have this updated knowledge and we have the ability to create a juice that's really special and something that's available no matter where you go, because it's been a low-temperature process to retain all of these vital nutrients and these wonderful, many of them red superfoods and delivering not just a similar flavor sensation, back in the day we get Crystal Light, don't forget about Crystal Light, but this is something that is actually going to add to your health and not take away.

My kids are also huge fans of the Red Juice formula as well, and this is why. One of the hallmark ingredients here in the Red Juice formula is Acai, you've heard of Acai, it's hot right now.

Ten times more antioxidants than just about any fruit that you can name, it's an antioxidant powerhouse that also assists your body in producing its own indigenous antioxidants which are really the most powerful forms of these things, it really help to keep us younger longer.

All right, we've got some cranberries in there, cranberry is a great for your digestion and for your bladder.

Pomegranate, again super hot right now, pomegranate is full of antioxidants as well and found to be beneficial, according to study after study for your cardiovascular health as well as strawberry, you've got some blueberry in there too; raspberry, great source of Vitamin C.

Vitamin C is great for your immune system, for generating, creating new tissues. Vitamin C is great for your skin.

And the list goes on and on, because we've also got some other super herbs in this formula too, Cordyceps, Rhodiola, Ginseng.

What am I talking about here? I'm talking about Red Juice from Organifi.

You need to get your hands on this Red Juice, it is amazing. It tastes good and also it is incredible for you.

This is kicking the whole concept of these barrel juices and juice boxes that I used to get messed up on when I was a kid right down the stairs. All right, this is the real deal.

Again, low-temperature processed to actually retain the nutrients so you're actually getting what is promoted to be in the Red Juice itself.

So pop over, check them out, it's organifi.com/model, you get 20 percent off of the red Juice right now, that's O-R-G-A-N-I-F-I.com/model for 20 percent off the Red Juice formula, The Green Juice, The Gold, everything that they carry.

But I highly, highly recommend getting your hands on the Red Juice. I like to have it in the afternoon, little pick me up to give a little bit of a jolt and supporting your energy, but coming from Earth grown nutrients, real food.

Alright, so again, pop over, check them out, organifi.com/model, for 20 percent off. And now back to the show.

And now back to our conversation with Mindvalley founder and New York Times best-selling author Vishen Lakhiani.

Vishen Lakhiani: Now the second ingredient is, so this is a great mental frame, right. The second thing that we're now looking at, that my next books are going to be about, is the internal spiritual core.

You can generate an internal spiritual core where you can actually shift reality.

And so now when you have these goals, synchronicities, opportunities, reality literally bends, I call it bending reality, to accelerate you towards the goals.

In the last 24 hours, and I'm not saying this to impress anyone, I'm saying this to impress upon people, how rapidly you can do this.

When you learn to tap into the spiritual core and transcend the idea of hustle and hard work and all the things that you know modern society teaches you, you can have a massive impact on the world without breaking yourself.

So in the last 24 hours, for example, Mindvalley hit eight million fans.

And at the same time, in that same 24 hours, our app was featured on Apple's app of the day.

In that same 24 hours, some of my team members came to me and showed me that they had started a Mindvalley schooling program, so now we actually have a school, a one month school happening in Croatia.

All of that was in the last 24 hours. In that same period of time, I'm here at the festival in Portugal with the Mindvalley wings projected in the giant cliff, right, and I'm not doing any of this.

I'm simply being in the space where I need to be, setting my intention on how I want to create ripples in the world and being able to assemble a large force of people who are able, who are incredibly talented, who think in the same way and are able to make this happen and I don't feel overwhelmed, I'm simply at play.

So when you learn this, you get to remove overwhelm, you get to multitask, this idea that you've got to focus on one thing only applies if you're operating at the basic level, that's where hard work and hustle matter.

When you go up to the next level you don't need hard work, you do not need hustle; rather you go within to unlock spiritual abilities to actually shift reality to move towards your goals.

Now this takes time. It takes work, it takes daily meditation and introspection and journaling that anyone can get there.

Shawn Stevenson: I want to talk about this and you've got a six-phase meditation?

Vishen Lakhiani: Right.

Shawn Stevenson: So I want to talk about that in a moment. But you just mentioned something that is incredibly powerful and I want to talk about this because this isn't just you, and it took me a long time to get this, and it's something that I've talked about repeatedly on the show is that I really do believe that our number one most influential factor on our health and our success in life is our relationships.

Like it's not even close and it's very difficult to wrap our minds around that because we're just like, "What about what I'm eating, and you know, my push-ups, nobody can do there for me." But it's the environment that's created. If there's a culture of that, it's just, it makes it automatic.

And so you have been somebody who has created amazing relationships, so I'd love for you to speak to that as well because you mentioned in your talk a little bit earlier how even centenarians and blue zones number one thing with longevity is relationships.

So why does this matter so much for you in your life?

Vishen Lakhiani: The age of individuality is over. There are no more lone cowboys in the world, there are no lone rangers.

We live in a world where we ourselves in an eight billion strong cellular being called a human colossus and we're all contributing to each other and healthy cells interact with other cells.

Study after study, after study, shows that the only thing that correlates with happiness .7 correlation, this is according to Ed Diener Harvard University, is the strength of your social connections, it means the more connected you are the better you function, the happier you are.

Other studies on teams, for example, show that the number one thing that creates a high performing team is the positive intelligence of the team, how much, what is the ratio of positive feelings versus negative feelings as that team is working together.

Again, the strength of social connections.

Studies on goal setting show that the happier you are and that often comes from the more connected you are, the more you move towards your goals.

And so one of the biggest goals that I set for myself has to do with connections because human beings do function best when we are deeply connected with other human beings.

So the reason I have A-Fest is because I get to meet really cool people over here like you, right?

And the reason I started Mindvalley University where a 1000 people come and take over a city for one month and we create programs for our kids and adult transformation programs is not just for the learning, but for the community.

So I like to deeply embed myself in intentional communities and I think this is true increasingly for people all across the world. Lifelong learning is a trend, but the next big trend is a lifelong connection.

Shawn Stevenson: Yeah, definitely, definitely. That's so powerful. Now, when it comes up for people, I want those type of relationships, but you know, I've got a history of these type of relationships and you know, I might feel like these are the types of people I continue to attract.

How do you get from there to you know, setting the intention of having great relationships and connection to people who helped uplift my health, my success. How do we get from there to there?

Vishen Lakhiani: I think what you've got to do is that you've got to start making this part of your three most important questions.

In your goal list, write down the experiences you want to have with unique individuals you might bring into your life.

Write down how you want to grow with other people, write down how you want to contribute.

So start with that intention and then remove the fear of losing the current people in your life.

Because as you grow, it is inevitable, you need to make friends at your level of growth. So as you grow, you're going to be connecting with people at that level of growth.

You can't be clinging on to naysayers or people who put you down or people who don't want to see you succeed— and this doesn't mean you disrespect them.

But it may mean that although you respect them, you may no longer need their validation. You may no longer need them to love you, you are self-sufficient.

And so it has to be a combination of removing the fear of letting go, even if it's a past relationship or it's some attachment you have to a family member, and at the same time setting bolder, bigger goals for the new type of people you want to bring into your life.

So I wrote down on my goal list, before I started this event called A-Fest, I wrote down these lines of my goal lists:

I want to be able to travel the world and stay in 5-star hotels.

I want to be connected to many amazing speakers and inspiring authors and have them as my friends.

I want to be on stage with some of the most inspiring people.

I want to get to know entrepreneurs from 50+ countries.

Within around one year, the idea for A-Fest came about and all of these goals, check, check, check, check, check came true.

And there's another lesson there. I didn't set a goal for A-Fest, like nobody writes down, "I want to start a transformational festival."

I wrote down more specific things and then this concept came up, this thing that didn't exist before, A-Fest that immediately checked off like five or six of my goals, it just emerged.

And so when you really do this concept of three most important questions and you break down your goals, you're given permission from your soul or your intuitive self to produce an idea that in one shot might take care of those goals.

I've seen that happen over and over and over again. A-Fest was birthed from my three most important questions.

Shawn Stevenson: This is so good and so simple. But how often are we actually having the audacity to write down those goals for relationships?

We tend to just think about it, like you know, "I really should, I should do this, I should do that," but to get very clear and intentional on that, that is so powerful.

So let's shift gears and talk a little about this 6-phase meditation because I think it's something really special.

Vishen Lakhiani: Yeah. So the 6-phase that I mentioned, the first part is knowing the right goals, right the three most important questions, and again, I go deep into this in my book *The Code of the Extraordinary Mind*.

The next level is how do you train that spiritual core. So I developed my own form of spiritual martial art, it's called *The 6 Phase Meditation* and it is rooted in spirituality and science.

It's called 6 Phase because most meditation programs are based on hermetic practices from the East, breathing, clearing your mind, they are wonderful, they give you health benefits, but we can go deeper.

So the 6 Phase doesn't actually involve anything about clearing your mind. It's

about rather using what's going on in your mind and aikiding those things, like Ninjaing those things to shift the world.

Now the first phase is compassion. You do a simple visualization where you imagine the kindness from your heart permeating to fill the entire world.

This comes from Zen loving, kindness meditation, being able to expand your levels of compassion is crucial if you want to be a spiritual warrior because you want to produce people who are Luke Skywalkers and not Darth Vaders. Expansion of compassion is a key thing.

Now the second phase is gratitude. Gratitude has been studied by science to have the highest correlation with human wellbeing, so you express gratitude for your personal life, your work life and this is the unique part—yourself.

Too many of us never express gratitude for how we look or little things about ourselves that we like because it's considered narcissism. Bull**it. We need to express gratitude for who we are, it makes us stronger.

And remember, we have set a layer of compassion, love for everyone and that prevents any form of narcissism.

Now the third face is forgiveness. Science is showing that when we let go of all ill will to everything that has happened in our pasts, including ill will to past versions of ourselves from mistakes we've made in the past, incredible things happen to our body.

University of [48:32] shows that improves your vertical jump, University in Israel shows that it increases your endurance, studies show that it increases your, it reduces back pain it increases heart health and so on.

Letting go actually has incredible health benefits.

So the first three phases are about changing your emotional state in the present – compassion, gratitude, forgiveness.

Now we come to phase four, five and six, and this is where we deviate from traditional meditation.

Traditional meditation is often about the present, phase four, five and six have you looking at the future because in our world, we are not here to just live in the present.

People like you, like me, like the people listening to you, we're here to create to mold to world to shift things, to leave a legacy and a mark. That requires thinking about the future.

So this is where I have an issue with many meditation programs, they are too rooted in introspection and what the world needs is not people who spend endless hours in introspection, but people who go into introspection and then use the gifts that introspection gives them to go forth and fu**ing change the world.

Phase four, five and six are about that. In phase four you visualize your life, three years in the future. What is it that you want to create?

In phase five, you visualize your day to day unfolding perfectly with the right practices, the right discipline so that three-year vision of the future can come forth.

And in phase six, this is where you might say a prayer or receive a blessing. This is where you might integrate the sixth phase with whatever it is your religious belief or practice, ask for a blessing from Jesus, pray to Allah, it doesn't matter, whatever you believe and I like to give a high five to the universe.

So when you layer these six things together you have a really powerful form of meditation, it's being picked up very heavily.

There was an article about it recently in Billboard magazine about how the R&B star Miguel says that he uses this before getting on stage for concerts, and I decided to make it free because I want to make this a gift to the world.

So you can google 6 phase, you'll find dozens of blog articles about it, you'll find versions of it all over YouTube and you can go to mindvalley.com/learn-meditation and get the course for free, just sign up you get the course for free and you can get it on the Mindvalley app which was just featured as App of the day, today on Apple.

Shawn Stevenson: Ah, it's so awesome man, thank you for that. And I love that.

You know what's so crazy is that, and I don't share this very often, but I've been doing a similar practice and it was inspired a little bit by Dr. Joe Dispenza, many years ago and just kind of you know having my own practice of gratitude and then shifting gears into a visualization of my day, and also the kind of broader outreach of you know, the next couple of years.

And I cannot tell you how many times and you've talked about this earlier as well on your talk, these things that happen, these synchronicities that are just beyond explanation, but we don't utilize this inner technology, so if you could just take a second and speak to that, because we hear the word meditation and then we hear these tactics, but it is just like, "Shouldn't I be doing..."

Vishen Lakhiani: Firstly, get rid of the word meditation. The Western world confuses meditation. Meditation one, one part of what I call transcendent practices, to transcend means to go beyond the physical within.

So meditation is just one of this larger group called transcendent practices, just like pilates is one piece of a larger group called exercise.

Now if you think that pilates is exercise you're limiting yourself. If you think that meditation is the way to go within, you're limiting yourself.

Because gratitude is another piece, compassion is another piece, forgiveness practice is another piece, create a visualization another piece, all of these are ways to transcend the physical and go within.

So the 6 Phase Meditation I used the word meditation only because as a cultural construct people to get it, but really, it's beyond meditation. It is stacking on 6 different transcendent practices that I believe are the most powerful for developing your inner core and that is love and kindness and compassion, gratitude, forgiveness, create a visualization or visualizing your future, segment intending or intending your perfect day and prayer.

Shawn Stevenson: Every single one of those things we've had on a top expert talking about, you know with love and kindness, Dr. Daniel Goleman was on talking about that.

With forgiveness, with the visualization of the perfect day we had Craig Ballantyne who wrote the book. And so this is something that anybody can do.

Vishen Lakhiani: And it takes 15 to 20 minutes. And the guided audio is up, all of you can download mindvalley's meditation app Omvana and 6 Phase comes with it.

Shawn Stevenson: How do you do it, man? How do you put all of it together like that, it's so beautiful, it's just remarkable because you got all of these—

Vishen Lakhiani: It came from my own personal practice. Remember, after I quit Silicon Valley, I became a meditation teacher for five years and I grew very

dissatisfied with the way meditation was so I decided to just experiment, so the 6 Phase came from a decade of teaching thousands of people and on experimenting on what I was able to generate and shift with the world. I would spend four or five days in chambers with my brain hooked up to machines and actually look at the EEG readings as I tested out these different techniques.

Shawn Stevenson: It's nuts.

Vishen Lakhiani: And that's why I approach this scientifically, remember although I quit engineering—

Shawn Stevenson: That was your background.

Vishen Lakhiani: I'm still a freckin' geek.

Shawn Stevenson: That's so cool, and you showed the room that you used to teach in, you started off with like 20 people, right now it's millions, you know, just taking those progressive steps.

And so this is really remarkable and I've got one more question for you, before I let you go.

We've got some other cool stuff to get into tonight, but before that, can you let everybody know again where they can pick up the meditation and also where can they get your book?

Vishen Lakhiani: So to get The 6 Phase Meditation, firstly google it, there is so much information on it.

You can google me, Vishen Lakhiani, or you can go to Vision.com V-I-S-H-E-N.com but actually I'll make it super simple— best way is to follow me on Instagram, @vishen. If you follow me on Instagram on my IGTV I have a recording, the latest recording of The 6 Phase, and if you follow me on Instagram I share tips on this every single day. So it's a great way to learn.

I love teaching on Instagram because I'm a writer and I'm obviously very into photography.

Shawn Stevenson: Perfect, perfect, and also your book, where can we get it?

Vishen Lakhiani: You can find it anywhere The Code of the Extraordinary Mind, search for it on Amazon, it's pretty much available anywhere. And the new version of the book comes out in January 2020.

Shawn Stevenson: Awesome, so is it this going to be paperback or just updated?

Vishen Lakhiani: It's going to be slightly updated and then in May 2020, my newer what book which is tentatively titled Superhuman network comes out. And that is about how to leverage spiritual mastery at work so you can magnify what you do 10 X.

Shawn Stevenson: We got to do this again, I'll have you back on, for sure.

So thank you, really, what you've done and put your intention into is just phenomenal. And I'm truly in awe of you, and the magic that you're creating.

So thank you so much for that, man, for having the courage to opt out to say, "No, thank you," to the hamburger from Bill Gates, and to jump into to what you are doing now.

This really takes some major, major courage, man, I just really appreciate that. And so final question is what is the model that you're here to set for other people with how you live your life personally?

Vishen Lakhiani: Well the first thing, there are several models that I'm experimenting with, but the model that most excites me right now, so as I've grown more confident with my ability to create ripples in reality, I wanted to see if I could do something really big.

And so what I want to contribute to is the creation of a singular Earth-centric society under an Earth flag.

I believe that nationalism is one of the greatest dangers we face as a planet because it makes us forget that we are truly, deeply connected.

It causes us to be in denial of some of the biggest existential threats to our environment such as global warming and it causes us to vote dumb people into power. So what I want to do is create a new, create a mimetic inoculation for the human race against nationalists, against like self, single-mindedness, I believe that one of the greatest lies we are born into is the lie that we belong to countries.

Earthlings, on one giant rock hurdling through space that I guess Buckminster Fuller called "Spaceship Earth".

I want to help us become a Spaceship Earth centric society.

I think it's crucial as we colonize other planets, so I'm working on an Earth flag and the goal is to get this out within 20 years to have this at the United Nations, to have this on the rockets which are colonizing Mars, to have this on the lawn of the White House and to be flying at the EU parliament.

Shawn Stevenson: So powerful man, thank you, thank you really. So now I'm just thinking so is it going to be Earthlings who are going to go against the Mars team, you know, I don't know. I just saw John Carter, have you seen that? John Carter?

Vishen Lakhiani: It's a horrible movie, I can't believe you brought it up.

Shawn Stevenson: It's on Netflix now. So yeah, and man, just again thank you so much for having the audacity to step out of your comfort zone, to keep plugging away, to keep serving and to keep inspiring so many people and your team, like this is the most welcome I've ever felt that any event, I've done stuff all over the world as well. And it's just, it's outspring of who you are and just thank you so much man for hanging out with me.

Vishen Lakhiani: Thanks man.

Shawn Stevenson: Awesome.

Vishen Lakhiani: Thanks for having me on the show.

Shawn Stevenson: Vishen, thank you.

Shawn Stevenson: Alright, I hope that you enjoyed this interview with Vishen Lakhiani.

And I hope that this sparked in you and inspired you to start thinking bigger than you ever have before.

Coming where he's come from and really demonstrating that we have so much potential in us, but the only thing holding us back is really our belief and our exposure, remember your level of exposure really determines your level of success.

And so I want you to be on fire to proactively get yourself in the environment of more of these things that lift you up and more people that really cultivate and pull the greatness out of you because you have your opportunity right now in front of you to create the life that you really want but it takes for you to really change your exposure.

And so taking every opportunity when it presents itself is the most important right now. And for me personally, even having this experience, I had my own vision expanded and I couldn't help it seeing the things that I was able to see and be a part of, wow I really can't even describe it with words but the two most epic events that I've been a part of it definitely has been A-Fest and our phenomenal life events.

The first year it was a phenomenal life cruise, we went to a bunch of different islands, it was myself along with Eric Thomas the number one motivational speaker in the world and the rest of our incredible team, C.J. we've got a bunch of special guests.

The next year we went to Jamaica, and it was just again beyond words. This time for the next event that you are coming to when you're going to have an opportunity to be a part of is Phenomenal Life 2020 in Mexico, it's going down and I want you to take action right now to be a part of this, and come and hang out with us, and really get yourself around people who really uplift you and hold you accountable and to get the education.

Of course, we're going to have some incredible talks and presentations from some absolute game changers but also just the engagement and time to hang out and have fun and to do cool activities and to party all right, it's just such a powerful event, I'm so inspired and grateful to be a part of it.

Go right now to Phenomenal Life 2020, so Phenomenal Life and then the number 2020.com/modelhealth. Alright, so that's phenomenallife2020.com/modelhealth, get your ticket right now.

Okay, it's a few months away when this comes out, so you've got time to get yourself together, to put your excuses to the side, to get everything mapped out, get your tickets, get your travel and let's go and hang out in Mexico together.

All right, now listen, truly, your exposure means everything; your connections means everything. And even yesterday I was a part of something that I would not have seen had I not said yes to my vision and taken action to put myself in these different situations.

And even The Model Health Show existing in the first place was really sparked by me attending a live event. And so yesterday I was in a group text that was sent by Steve Weatherford, who's been on the show, Super Bowl champion, voted the NFL's fittest man, twice. Alright, twice.

And he sent out a group text and first of all, this is a group text that you want to

be a part of. He was just giving a shout out to the dads in his life who inspired him and he included me in the text along with ET, Eric Thomas, Ed Mylett, Jill Marion, Bedros Keuilian school in.

What kind of an incredible group text is that, and every one of us sent a video reply because he sent a video text and I'm just like, "Wow, how am I included in such greatness, it just really really inspired me and lifted me up."

And it's one of those group texts that you want to be a part of, not like the ones you get from like a high school friend who's like 45 years old sending you a link to try to check out their new hit single that they're trying to put out.

I mean, I want to support you and I want to see you win bro, but I don't want to hear your polka infused trap music right.

But there's those kind of group texts and then there's a group texts that are just immersed in greatness and exposure and every single one of us said in our thread, "If there's anything that we can do to support and uplift you, let me know, I've got your back." And that's what I want for you as well.

Come out and hang with people who are on the same accord as you, that same vibration and who've got your back and create these relationships and connections. PhenomenalLife 2020.com/modelhealth, pop over there, check it out asap, get your ticket.

All right, I hope that you enjoyed this episode and if you did, please share it out with everybody that you care about on social media, Instagram, Twitter, Facebook all the good stuff and of course, you can tag me.

And I appreciate you so much and I want you to know that there's an absolutely mind-blowing episodes coming your way and I want to make sure that you are ready for it, because this is going to blow you away.

So make sure to stay tuned, I appreciate you so much for tuning in today. Take care, have an amazing day I'll talk with you soon.

And for more after this show, make sure to head over to themodelhealthshow.com, that's where you can find all of the show notes, you can find transcriptions, videos for each episode, and if you've got a comment you can leave me a comment there as well.

And please make sure to head over to iTunes and leave us a rating to let everybody know that the show is awesome and I appreciate that so much.

And take care, I promise to keep giving you more powerful, empowering, great content to help you transform your life. Thanks for tuning in.