

From the authors of the #1 international best-seller *Create Love*

JILL DOUKA MBA, PCC

NIKOLAS OURANOS

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### 3 Keys:

30 Days to Make Your Dreams a Reality  
With the Support Of Life Coaching

# HOW TO CREATE YOUR LIFE

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BETTER LIFE DAY PUBLICATIONS

# HOW TO CREATE YOUR LIFE

## **3 Keys:**

30 Days to Make Your Dreams a Reality  
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Jill Douka, MBA, PCC  
Nikolas Ouranos



*Dedicated to you, my friend, who  
do your best every day and want to  
Create the Life You Desire.*

*To Marilena, Joy and Aggelos.*

*Thank you.*

*To my Sky. I love you very much.*

**Jill Douka**

*To your growth and your victories.*

*To Jill, whom I love too much.*

*To Marilena and to Pantohara, who  
teach what the smile of love is like.*

**Nikolas Ouranos**

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# HOW TO CREATE YOUR LIFE

## **3 Keys:**

30 Days to Make Your Dreams a Reality  
With the Support of Life Coaching



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# Jill's Story

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I have been a hard worker ever since I was young. I started classical ballet when I was three years old, so discipline and hard work were a part of my everyday schedule. As a result, I was able to achieve what I wanted, most of the time. I succeeded in every goal I attempted. When my ballet teacher told me that I would never be a dancer, my first thought was, *Go ahead, say whatever you want.*

When my teacher at the dance academy where I studied told me, “I don’t know if you’re going to pass your graduate exam, Jill,” I closed my eyes and envisioned myself doing a triple pirouette. I did exactly that in my graduate exam, and I passed with a 7.8/10!

Unfortunately, with all the good that came with dancing, anorexia and her friend bulimia came too. I was “overweight”—120 pounds and 67.1 inches tall—and I couldn’t find another way to handle it. I knew I was doing something wrong when I would eat two packs of Walkers cookies (those Scottish ones that are pure butter) and then throw them up afterward. After that, I wouldn’t eat for a couple of days (god bless diet colas). When I was a teenager, I was desperate to understand what was happening.

My mother was, among other things, an author. Every time we would take her books to the bookstore, Mr. Christakis, the distributor, would say, “Pick whatever you want, Jill.”

One day, I picked the book *The Only Diet There Is* by Sondra Ray. That was my first contact with the field of personal growth.

The book was about the power of the brain, and the fact that the energy around us takes the form our brain gives it. It made a lot of sense to me. She was talking about visualizations (which I had done with the pirouettes) and affirmations. So I started writing down affirmations. A lot of them. Five pages every day. And I started feeling better, day by day. Most importantly, I felt calmer around food.

As the years passed, I started loving my body. Then the bulimia and the anorexia stopped altogether. Now that I'm aware of the seriousness of this disease, I know that I should have definitely consulted a specialized doctor. But the information in that small book was my first trip toward personal growth. How could I possibly imagine that years later, Sondra Ray would become my teacher? And not only that, but that she would write a testimonial for our book *Create Love*, which she considers one of the best in its genre! The universe has a great sense of humor.

Life was going well. I went from being a choreographer and a dance teacher to studying events management and working the Olympic Games, in both Athens and Turin.

My duties were extremely important, as I was supervising hundreds of people, and my salary was proportionate to the responsibility. I was in a good relationship, and everything was PERFECT. I was happy. Wasn't I?

When I thought about my future, about going from company to company, about negotiating a higher salary, about getting married and having a family with my current partner, I realized I wasn't actually happy at all.

I wanted to learn about business management, so I added to my already full schedule, and enrolled to get an MBA.

That was when I began doing breathwork: a technique that releases negative experiences through breathing. The first negative experience that my teacher Lucy and I worked on was the fact that my sister had left eight months prior to become a nun. I had taken it personally, (my poor ego) and stopped speaking to her.

I hadn't spoken to her in eight months. So we worked on that during our first session. It was a Friday, and I called her that same night. I said to her: "Can I book tickets to come see you this weekend?" She replied: "Of course. I'll be waiting for you." That's how we solved my first big issue. If I hadn't worked on that and identified it as my own issue, maybe we still wouldn't be talking.

After beginning my work with Lucy, some repressed memories came back to me. When I was young, I was physically abused by my brother. Up until that point, I had thought it was normal behavior for your brother to hit you. That was why I never told anyone.

Lucy asked me: "Jill, has anyone ever hit you?" And I responded: "Yes, but I stopped it every time." The minute those words left my mouth, I realized that it was serious. We worked hard on me forgiving my brother. I wrote many letters of forgiveness, and I realized that it was partly because of the way he had interpreted what love meant as a child. When I worked up the nerve to talk to him about it, he told me that he didn't remember any of the things I was describing. I was furious. I had to work extremely hard again to forgive him.

With Lucy we watched *The Secret*. It seemed so simple, understandable, and real.

Then I bought Jack Canfield's book, *The Success Principles*, and read it constantly. My first copy is literally worn out. He is a phenomenon. He has written over 250 books and sold over 500 million copies in 40 languages. (Ten years later, Jack would also include my success story in this book.)

I decided to attend life coaching classes with Jack Canfield's team.

It was a big step for me, since the price for four sessions was my entire salary. However, something inside me told me that it would be worth it. That was when the goal of creating my own business was first formed.

My coach asked me what I had to do to create my own business. Without overthinking the amount, I told her I needed €25,000.

When she asked me where I could get that amount of money, I responded angrily. I told her that I couldn't save that much money any time soon with my current job, and I never borrowed money on principle. I was thinking: *Is this what I gave an entire salary for?* Upon finishing my session, she told me, "Keep your eyes open. Maybe you'll find the money soon."

During my MBA studies, my business professor asked me if I knew any business owner who was under 40 years old, with a company that had more than 10 employees and an annual turnover greater than €100,000. The Sir Stelios Haji-ioannou's award for entrepreneurs was available, if they could meet that criteria.

I told her that it was nearly impossible to meet those requirements in Greece and it was true; none of the candidates at the time met all the requirements.

A week later, I was at a job interview for a startup business. As soon as I saw how young the owner was, I cheekily asked him how many employees he had, and what his turnover was for the previous year. He met the requirements for the award!

I told him about the €50,000 cash prize, but the deadline was the next day. He told me that he had to open a new shop in six days, he had been working sixteen-hour days for the past month, and there was no way he could manage to apply for it.

He suggested I write the proposal and use the money for my salary, the budget, and the training of the new HR department, which I would be managing. I couldn't believe my ears!

When it was announced that we had won the entrepreneur award, I made myself a promise. I would tell as many people as I could about coaching, the tool that had helped me make my dream come true. That is what I have been doing ever since.

After my studies in life coaching, I learned that it's vital for every life coach to also have his or her own life coach. That is what I do. Without my work in life coaching I would never have met Nikolas, my husband. Without my work in life coaching, I would not have my daughter, Joy. Without my work in life coaching, I would not have been able to handle the fact that I miscarried my 10-week-old baby, which we conceived after a year of in vitro fertilizations.

Without my work in life coaching, I would not have been able to grow my business and support thousands of people all around the globe.

Without my work in life coaching, we would not have written *Create Love*, and dozens of couples would not have gotten married, and many children would not have been born.

I believe that these reasons are enough to make me passionate about life coaching and the results it can bring. What do you think?

# Nikolas' Story

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Why should you live a life that has been “chosen” for you by others?

Maybe, hidden deep inside of you, is the ability to find the strength to take responsibility and start planning, then succeeding and enjoying, the life you have chosen for yourself.

In both cases, you have to learn and to grow, but the difference in the quality of your emotions will be tremendous.

It is time to tell you my story, and to confide some things about my own life to you.

I had a happy childhood. The first memory I have is of my father in the backyard of my childhood home. This was a place where my sister and I learned how to ride bikes, where we played ball with the older kids in the neighborhood, and where we enjoyed the treats my mom and grandma made.

I was branded a good student in kindergarten. My first poetry reading was excellent. How could I imagine that much later, I would become a public speaker?

I stood out in elementary school, but that wasn't necessarily a good thing. My hyperactivity, my long limbs, my distinct ears, and some of my clumsy actions were the cause of what we now call “bullying” by other kids.



And I, not knowing how to defend myself properly, kept aiming higher and higher in order to prove myself through my infantile soul.

My highlights included excellent performances, both academically and in extra-curricular activities. I co-starred in the school play, tied for first place at my school's IQ contest, and received an award for the best student essay out of all the schools in the Palaio Faliro district.

But I did have my strange, bewildering moments. One night in the '80s, I went to my first party, and I came home at 11:20 instead of 11:00 like I had promised. I guess I had lost track of time listening to "Amadeus Amadeus" and "Touch Me" by Samantha Fox. When I got home my dad was furious.

Sports appeared in my life unexpectedly. First, it was soccer in the academies of Panionios, and after some time, because I was tall enough, I started playing basketball on my neighborhood team. The training sessions were tough, but the insults were even tougher on our fragile feelings.

I made sure to do everything with great passion, verging on over-the-top. I was the captain on every school team, and the life of the party, always participating in everything.

Just as I couldn't imagine being a public speaker, I couldn't imagine being a relationship coach either, and advocating for people to create the relationship of their dreams. Nothing foreshadowed this.

One time I was at the beach in Kavouri, playing volleyball with two sisters who were vacationing in Athens with their parents, and as always, my dad started a conversation with them without even knowing them.

That's what my dad does to this day: he begins chitchatting with strangers! Yes, that's right. I owe my communication gifts to my father, just like I owe my mother for my militant will to make a better life.

Even to this day, they still get confused sometimes. They have a hard time understanding the path I choose and serve. My mission. My profession. The demands of my new lifestyle.

My television appearances help for a couple of days, but after the effect wears off, they ask me again when I am going to get a "real job." I love them, I understand their viewpoint, and I am so proud of them!

It's just not easy.

Let's go back though, to the beach in Vouliagmeni. I had my first love when I was 13. Unrequited, as usual. The girl I wanted did not want me.

That kept happening. As time passed, history repeated itself. Girls just didn't want me. They wouldn't dance to the blues with me.

After many years, I realized that it was because of our big height difference. Up until then, I took it personally and it was not the best for my self-esteem. I'm sure you also took things personally in your life, not considering that everyone else was just doing the best they could.

I had my first sexual partner when I was twenty-one. The very next day, she informed me that she wanted to date other people. I was shocked.

My life was in full progress. Things were happening. I was in college, studying economics, and I had my first job in a multinational enterprise as an executive in sales and marketing. Happiness seemed to be forming, but it wasn't there yet.

I worked hard, but I always expected more from other people. The end result kept getting worse, and I was getting buried.

When I managed to fit all my “negative” lessons into one year of my life (divorce, bankruptcy, getting fired, panic attacks), I felt dumbfounded. I couldn't grasp how there was not a single aspect of my life I felt proud of.

I had gotten comfortable and expected everything from other people. I was living and acting unconsciously. I was full of rage, disappointment, and on the verge of having a breakdown.

While previously I hadn't wanted to listen to anyone or anything, I no longer had a choice. After a suggestion from a good friend of mine, coaching came into my life.

I started taking 100% responsibility for my life, and its outcomes. I took baby steps and showed the necessary diligence and discipline in order to move forward.

I faced life itself as a lesson, so that I wouldn't define experiences and people as “positive” and “negative.”

I worked on curing myself of my old beliefs, shedding my “skin,” and changing my philosophy, my intentions, and my goals.

Not only did I dare to dream, but also planned methodically each of my next steps and broke all the “ceilings” that I had previously rushed to put over myself.

My experiences so far have shown me that I manage all of my greatest wins by making good alliances, and all of my big losses by making bad ones.

Someone might say: "What's the point? Everything is a lesson." I would agree, of course, but also add that we end up learning more from our biggest failures and traumas.

In the end, the important answers are hidden inside of us; they exist and are idle within us. They are waiting for us to take responsibility and action.

For us to experience true love and its meaning, we must first look within ourselves, and then at our choices, in order to Create Our Life.



# How to Create Your Life and Life Coaching

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A sound mind develops in a sound body, as our Ancient Greek ancestors would say.

Wellbeing was one of their first concerns. The improvement of the quality of their lives, the development of inner peace, and the feeling of completion were concepts that were discussed and developed.

Today, how and where do we learn how to train our mind and our body?

How lacking our education is! For many years, we read some wonderful things in school and college (and now I barely remember any of it).

Where did we learn how to communicate? Where did we learn how to understand our feelings? Where did we learn how to handle our feelings in a healthy way? Where did we learn how to set goals? Where did we learn how to love ourselves? Where did we learn when our Ego is talking and when our Higher Self is talking?

The fairytales we grew up with, where the princess is always saved by the handsome prince... *Hello!* Does that actually happen in real life?

These stories always end with “And they lived happily ever after.” In truth, only dead people stop facing challenges in their lives.

The constant blame we put on others because of our own inadequacy is unbelievable!

You belong in the 5% of the population (yes, we’re that few) that is doing something to change their lives. You are reading this book, *How to Create Your Life*, and we suggest you get a beautiful notebook that inspires you, and do the practices.

We have to change all of the above and simply learn everything that is important to our happiness.

Right now, it’s important to make a decision: The decision to commit to a better lifestyle. In 30 days, if you complete all the exercises, you can take your life to the next level.

We (human beings) are programmed to do the best, to improve, and to develop. We need new experiences, joy, happiness, as well as feedback in our lives. We are programmed for more.

You are unique. There is no other person in the world who sees things the way you do.

If you work using the methods you will learn in this book and do your exercises, you’ll do your best every day. We have not been put on this Earth to pay loans and change cars every seven years. You deserve an amazing life and it’s important to stop every negative thought that pops into your head and focus.

Focus on how to be your best self. Today. Let's stop existing and start living. Living better.

We are the only ones who can create the lives we want and we can't do it tomorrow. It's important to start today. Get a great new notebook, take 30 minutes every day, study, and do your exercises. In 30 days, you will notice the difference!

We will learn in a simple way, but that does not mean that it's going to be easy to apply these strategies to our lives. Discipline, work, and life coaching are required.

But together, we can do it!

### **What is life coaching?**

*Life Coaching*, as it's defined on the International Coach Federation website, and in my own words, is the process through which the coach asks powerful questions, which lead to the client (coachee) feeling inspired, and then developing and achieving the goals they have set in their personal and professional life.

Without meaning to sound like Portokalos from the film *My Big Fat Greek Wedding*, who said that everything originates from Ancient Greece, the method of life coaching is based on the Socratic Method. The interlocutor, answering these questions, reached an outcome – actually, according to Socrates – by himself. The method was called maieutic, because just like a midwife (which was the profession of Fainareti, Socrates' mother) brings a newborn into the world, Socrates or each interlocutor “brought” out the truth from within.



It is extremely interesting to note how the word *alithia* (meaning “truth”), derives etymologically from the privative prefix *a* and the word *litho*, which means being oblivious.

**Therefore, with coaching, we can find what’s missing.**

The International Coach Federation is the biggest organization for professional coaches globally, with over 30,000 members in 140 countries.

If someone wants to be credentialed or certified as a coach by the International Coach Federation, they have to take tests and work on coaching for a certain number of hours.

ICF also accredits schools where people study how to become life coaches. The school for which I am the course director, Global Academy of Coaching, has been credentialed by the ICF as an ACSTH program, which means that our graduates can be certified by the ICF, after they practice life coaching.

Unfortunately, life coaching is not regulated by an advanced organization. This means that anyone who wants to say they are a life coach can do it without having studied it. That’s how people who have no idea what life coaching is declare themselves life coaches.

Honestly, the nerve of people claiming to be life coaches when they have not studied it astounds me. Would you say, “I’m a doctor” without having studied medicine? No, because the lawsuits from the Medical Association would leave you forever broke. But you’re claiming to be a life coach just because they can’t sue you?

If you haven't dedicated time to studying, learning, and getting a degree, how much do you respect your clients? And yourself?

That is why we need to be careful. We must do our research before we trust someone, to know that he or she is a certified life coach.

### **Who is life coaching for?**

Life coaching is for people who are mentally healthy. People who don't have any deep psychological issues. People who have been diagnosed with illnesses such as depression, addiction, mania, neurosis, schizophrenia, somatization disorders, hysteria or any other mental disorder must consult their doctor before seeking out any other form of support.



# The Basic Principles of Life Coaching

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1. The solutions to all your problems are inside you.

That's the logic of life coaching: the solutions to all your problems are inside you!

Let me share a story . The Olympian Gods were very agitated with humans because the humans had everything—health, happiness, and success—yet they were discontented and didn't find their lives meaningful. So Zeus convened a meeting with the gods and told them that he had decided to hide happiness from the people. All the gods were very happy with this decision.

Dionysus suggested hiding happiness in the wine. The idea was rejected, because then people would have to drink wine in order to be happy.

Poseidon suggested hiding happiness in the sea. Zeus did not like that idea, since sailors would be the only ones to find it.

Athena suggested hiding it somewhere no one would ever look: hiding it within the people themselves. And that's what happened.

Just like in this story, the logic of coaching is based on the fact that all the solutions to our problems, and the key to being happy, are inside us.

That is why a coach never shares his opinion. Because we know what's good for us better than anyone else does. Through coaching we learn about ourselves, trust ourselves, find solutions to all our problems, and take 100% responsibility for our lives.

In coaching, we believe that you have all the answers inside you. A properly trained coach will never tell you what to do. You will figure it out by yourself, through your coach's purposeful questions. That's why it's such a successful method! How many times did your mom tell you to take a jacket with you and you didn't, even though you knew it was cold outside?

That happens because we always follow our own thoughts, even when they are "wrong." Coaching isn't psychotherapy, but it is aimed at mentally and intellectually healthy people who want to take their lives to the next level.

## 2. A life coach doesn't give advice.

I have been asked to give advice during a session many times. Some people have even begged me! And my Ego would love for me to act smart and share my opinion.

This is crucial. If a life coach shares his opinion, then he will turn into a counselor, and he'll no longer be coaching. Furthermore, he is going to deprive the client, the coachee, of his right to find the only right solution for him, which is hidden within him.

So, a life coach never gives advice. Ever!

### 3. Life coaching is focused on the future.

Since we're focusing on setting objectives, life coaching focuses on the client, or coachee's, future. It's like getting into our car and setting the destination on the GPS. We see where we want to go, but the first thing the GPS does is locate where we are at that exact moment.

The same thing applies in life coaching: in order to figure out where we want to go, it's important to see what is happening, and where we are at this moment.

There have been many occasions during sessions that required talking about the past. There are tools (such as NLP, EFT [Emotional Freedom Technique], and others) we can use to disentangle issues from the past that are bothering us. A life coach with experience and knowledge can help with that. However, 90% of the work in life coaching is about today and the future.

### 4. Life coaching is a process based on trust.

Anything said to the life coach (unless otherwise stipulated by law) is completely confidential. That's why nobody knows who my successful clients are or what problems they are confronting. All the names and challenges faced by people described in *How to Create Your Life* have been changed to protect their privacy.



First Key:  
**The GOAL**





# What is the route to your dreams?

*As you set out for Ithaka  
hope the voyage is a long one,  
full of adventure, full of discovery.  
Laistrygonians and Cyclops,  
angry Poseidon—don't be afraid of them:  
you'll never find things like that on your way  
as long as you keep your thoughts raised high,  
as long as a rare excitement  
stirs your spirit and your body.*

C.P. Cavafy



What is it that keeps us away from change and therefore prevents us from living the life we want to live? Ultimately, what's the thing that holds us back from our dreams?

What kind of life do we want to live? What *are* our dreams and where do we want to be in six months?

In order to achieve our dreams, we need to become different people. Here's what I mean by that.

The dream is somewhere ahead of us, and here, standing still, is who we are today.

In order to get closer to the dream, we need to move toward it. That means we have to travel a certain distance. It's important to build, if we want to make the dream a reality.

Think of the dream as a villa, as a new house. Would you ever take old bricks from an abandoned house to build the new one? No, you would not.

Therefore, we build using new bricks. This means we develop new skills, assimilate new knowledge, find new inspirations, and make new mistakes. Building on new experiences is of the utmost importance, but doing that requires a lot of work. Way too much work.

So what does this void that exists between us and our dreams need to be filled with?

We can fill it by becoming different people. And we do that by developing new skills, accumulating new knowledge, and finding new inspiration.

All of that translates to work. Work on personal development, and on our lives.

Work means doing things in a different way. It means stepping outside your comfort zone.

Most of us want to see results. We say "I want to achieve this" and then give up, not even thinking about the steps required. We don't realize how much we have to work in order to achieve what we want.

What are the chances you might wake up one morning and decide to run a marathon on a whim? You wouldn't do it, right? Because you have to train for it first.

So why do you want to be with the perfect man or woman when you haven't worked on yourself first—when you are not “perfect” either? Why do you want a higher salary when you have not become a better employee? You have not attended a seminar, gone through training, or acquired new knowledge. What's holding you back from becoming a better person?

The thing holding us back is our dear E-G-O.

Ego doesn't want change. Ego is the voice inside of all of us, the child that doesn't want us to step outside our comfort zone, because it's too afraid of change. It's okay to be afraid of change. Just know, the part of us that says, “You don't need to work hard because you are fine where you are now” is called the Ego.

In order to get from where I am to where I want to go, I have to experience the journey.

The journey is always blank. We don't know how we are going to get there. You might be using a map, or a GPS. You may see your destination on the GPS, but you don't know if there's been an accident at the next light that might delay you. You have a rough estimate, and you know how you are going to get there, but you don't know what's going to happen along the way.

The exact same thing applies in life. There's this void: You don't know what it's going to be like, you don't know how to do it, and it's a big decision. You can't know the outcome. For example, if you decide to move, to leave your country, and you can't find a job. Or if you get into a new relationship, or have a child, or invest a large amount of money in your studies.

You don't know what the outcome will be, and you're unsure of the route. Therefore, in this void, in this journey full of uncertainty, the Ego is screaming: "Why do you want to move to a new house? Are you insane? You're fine here!" "How can you be with this guy? He has no money. He has a kid! You won't be able to go out whenever you want." "All that money for a certification? Why would you do that?" The Ego is screaming, and it's saying *Stay away from change*.

But I want to tell you something. We listen to the Ego, and we say: "Yes, I'll stay idle, I will not take this huge step. I will not say 'no' to a job where I feel like they're taking advantage of me. I won't look for a different job. I will not end an unsatisfying relationship." *I won't, I won't, I won't*. But what happens then?

If you don't take action, and you keep listening to your Ego, the universe will take action for you. The ultimate goal is to keep becoming a better person. Our goal in life is to grow more and more each day. We are put on this Earth to pass tests and to see the ways in which we can develop our higher self. Therefore, if you sit back and "chill," the universe is going to end up kicking your butt, and taking you way out of your comfort zone.

I would know; I've gotten kicked like that many times, and so have many of my coachees.

We've all been kicked by the universe.

If you don't fall into this void by yourself, the universe will come up from behind and kick you into it.

Getting fired. It's a huge kick by the universe. Unbearable loneliness. Pain. You're broke. If you don't get out of a relationship where neither of you are happy, and you both have known it for a long time, what's going to happen?

Your partner will either cheat on you, or break up with you. Things that are going to prevent you from moving on are going to happen.

Eventually, you will be forced to make changes in your life, and become a better person because of your experiences. The universe will push you if you don't decide to jump into the void by yourself.

You are currently at point A, and you want to get to point B. What's in between them? A cliff. A void. You don't know how to get over there. And that's where the great adventure is. You might be saying to yourself, "Oh no, I don't know how to get there," "Who should I ask who's already made it?", "Which books should I read?", "What seminar should I attend to become better at this or develop this more?", and "Should I get life coaching for support?"

It's the void. The one where you have to find the tools and strategies to get to your dream.

The big Ego is in fact what's keeping us from making our dreams a reality. The big Ego is a part of us, it's the fear we have within us. It's okay to be scared. What I want you to take away from this chapter is that it's also okay to take the step into the void.

I want to share two personal stories with you. Nikolas and I had just published *Create Love*. The goal was to reach one million souls and get them to "Create Love," to teach them how to love themselves first, and how to create healthy relationships.

Nikolas told me that in order to share our message with one million people, we needed to have a book tour. I told him: "We published our book [*Create Love*] by ourselves. People with publishing houses go on book tours.

What kind of book tour can we do?” He answered: “We can do it. We’re going to take a suitcase full of books and go from town to town, getting people to listen to us.” My Ego immediately started screaming: “He’s insane!” and “No way!” and “There’s no way that I, a world-famous speaker, am getting into a car and going from town to town to talk about *Create Love*.”

Anyone who knows Nikolas knows that it’s extremely difficult to say no to him. So I said, “Okay, let’s try it.”

Our first stop on the tour was in Larissa, then in Volos, and later in Pelasgia. It went well in Larissa. I’ll never forget how we sold five books there, right away. “This is perfect!” we said. “We sold five books, excellent!”

Then we got to Volos, where we had paid to have 100 printed invitations, and I saw all of them at the registers. They hadn’t handed out the invitations. We went downstairs, where there was one person waiting, and another reading an unrelated history book.

We were four people presenting *Create Love* to an audience of one.

Nikolas and I looked at each other, and then we went outside, where it was cold and drizzling. The public store in Volos is on a lively main street, full of cafes and shops. We handed out the invitations to anyone we found drinking coffee, and invited them to come.

We ended up handing out only fifteen invitations since we had to return and start presenting our book to the huge crowd of two. We had grabbed the gentleman with the history book, who didn’t stop reading it. He was sitting in front of us and reading his book while we were presenting *Create Love*. You can imagine how we felt.

The next town was Pelasgia, a wonderful village where we had 80 people, because my cousin was the mayor. The sales were great and the welcome was amazing, as was the love we got. They gave us spanakopita and crosses to keep us blessed by God. That book tour started it all, and in three years we have been to over 45 places in Greece, Cyprus, Belgium, France, Singapore, and Malaysia.

What if we hadn't taken this step? What if I hadn't listened to Nikolas and instead said, "No. I'll stay here and sell the books from my home."? First of all, you would probably not know who I am, since most of you learned who I was from the book *Create Love*. Secondly, we wouldn't have been able to express what we wanted to, and our message wouldn't have been spread. *Create Love* wouldn't have been the cause behind so many marriages and births. I want you to think about that. Think about how much we would have been held back.

I would like to share another step into the void with you, also very personal. When I founded the Global Academy of Coaching, after much meditation, I knew I had to start the certification in Cyprus.

In retrospect, it made no sense at all, as we were living in Greece at the time. I told Nikolas: "Nikolas, we are going to Cyprus and we are starting the Global Academy of Coaching there."

Nikolas, being an adventurous man, said, "Great, let's go." So we took our three-month-old daughter Joy, put her on the plane, got to Cyprus, and in Pafos we stayed with my dear friend Alexia.

In Cyprus, they drive on the opposite side of the road than in Greece, and we were okay with that. We thought, *We'll figure it out, because there's no other option.*



We realized that Nicosia, which was where we were supposed to be, was not an hour away from Pafos as we'd thought, but an hour and forty minutes away. So we loaded all of our things into a lousy rental car.

It was dark as we headed to Nicosia. Nikolas was driving. We had all of our things, and as I was breastfeeding our precious daughter, milk was spilling out.

That was the biggest step into the void I have ever taken in my life. I was thinking, *Oh my God, what are we doing? We're going to get killed!* Anyone who has driven on the opposite side of the road than they are used to knows what I'm talking about. It's like every car is coming right at you. "I can't believe what we're doing!" I said. "And why did we drag Joy into this?"

I was stepping into the void; stepping outside of my comfort zone. As a result, the Global Academy of Coaching now has dozens of graduates who have changed their own lives, and are now supporting people who have the will to make their dreams come true.

What if we hadn't taken this incredible step into the void, not knowing where we were going?

How was I supposed to know that my students, my first amazing students, would be there to watch?

How was I supposed to know about all the wonderful things that would happen next, or that we would create an amazing group of people in Cyprus, and in Greece, who would help entire countries get into the mindset of personal growth? How was I supposed to know that this would happen? I didn't know.

I just felt like I had to do it. I trusted my instinct.