

# IGNITE THE SPARK

DISCOVER WHAT LIGHTS YOU UP AND

YOUR NATURAL ABILITY TO ACHIEVE IT

**Getting Ready**



**heartspark**

Start here. Go anywhere!

# Ignite the Spark

## Getting Ready

### Introduction

“Most Americans do not know what their strengths are,” declares management guru Peter Drucker. “When you ask them, they look at you with a blank stare, or they respond in terms of subject knowledge, which is the wrong answer.”

This course will teach you how to uncover the natural patterns of thought and action that have laced themselves through your past successes, and learn how an awareness of those patterns can bring you even more success in the future. Working with Susan Clark and Brianna Booth of **heartspark**, LLC, you'll set goals for career success and global contribution, and will experience how, by embracing your intrinsic success patterns, you can leverage your efforts in the future. By focusing only on the successes, the experience is uplifting, self affirming and fun.

### What You'll Learn

Most of all, you will be able to answer Drucker's question, “What are your strengths?” in a way that's personally meaningful and productive for you, so that you become grounded in confidence whether you are in a job interview or are making a life-altering decision.

This course will help you learn more about who you are by understanding your natural patterns of success and defining exactly what you want. Most of us are much clearer on what we don't want. Often, we proceed through life like a pinball game, bouncing from one situation and realizing, “That's not what I want,” to another and knowing, “that's not what I want either.” This isn't a very efficient method, and tends to be a bit painful. A more pleasant way is to define what you do want and create a more direct path to accomplish it confidently and efficiently – and in a way that gives you energy. Ignite the Spark will guide you through that process, following the positive energy. And in that vein, right from the start, we're going to ask that everything you say and write be positive because this method is about growing your gifts, not troubleshooting your weaknesses.

### Success Practices

Through this course, we'll be exploring the first four of the 10 success practices that are the foundation of **heartspark's** Ignition Series. We offer all 10 of them here so you can see them in context:

1. be who you are
2. know what you want
3. imagine & pretend
4. save room for more
5. think positive & feel good
6. slow down & be quiet
7. choose friends wisely
8. believe & expect
9. give it back
10. say “thank you”





**Susan Clark**

### Who's Who?

I'm Susan Clark. **Ignite the Spark's** playbooks are written from my perspective. It's my "voice" and my story you'll hear when reading them. I founded **heartspark** in 1997, not long after John Chapman, the creator of what we now refer to as the success patterning process, showed me how to uncover my own success patterns.

Through **heartspark's** Ignition Series we've shown hundreds of people their natural ability to do what they first thought to be impossible. Welcome to the family, so to speak. Feel free to call or email me with any questions you may have about registration, payment, technical issues, college credits, other courses **heartspark** offers or anything else for that matter. I care about it all.



**Brianna Booth**

Brianna Booth will be your main contact person through **Ignite the Spark**. She has a knack for creatively opening minds to new perspectives by asking insightful questions and helping people feel safe in their journey of positive self-discovery. While we will both be reviewing your playbook responses, she will be the one making sure you have the course content on time and as promised and the person you will be submitting your assignments to each week.

### What to Do Now

Most everything you need for this course will be sent to you via email or made available through the **heartspark** website, [www.heartspark.com](http://www.heartspark.com). You will receive advance warning when the few additional materials are needed so you will have time to gather them before they factor into the learning process. To begin the first session you need to do three things:

1. Locate an 8½ by 11-inch spiral notebook or a 3-ring binder with at least 20 sheets of notebook paper. If you will be printing out the playbooks rather than working directly from a laptop or desktop computer, you may want to go with the binder option so you can keep the text and all of your written notes in one place.
2. Arrange for a partner who has the time, energy and commitment to you to act as an insightful mirror on your behalf through the duration of the course. "What's an insightful mirror?" you may ask. Simply someone who will listen to you, sometimes take notes on what they hear, ask thought-provoking questions (some of which we supply) and care enough to help you discover your success patterns. No special skills required, just caring and patience. It may feel a bit lopsided to have it be all about you, so the course instructions are written with the assumption that you are offering the same to your partner. It's up to the two of you to decide if that's how you want to proceed.
3. Schedule a weekly meeting time with your partner. The **Ignite the Spark** text is divided into five chapters. As you may have noticed, we refer to them as playbooks. You will receive a weekly email with a link to the next playbook by noon Pacific Time on five consecutive Tuesdays. **Your written response to the exercises and assignments in each playbook is due no later than the following Sunday at 5 p.m.**

Allow between two and four hours for each meeting. Time estimates will come with each playbook and are based on the assumption that both partners are participating. Keep in mind they are only estimates; you may choose to spend more or less time on any given exercise.

You may be wondering what happens if you aren't able to complete the assignment within a given week. Maybe you have a vacation planned or end up with the flu. We understand those things happen. Just keep in mind that the next weekly playbook will arrive on Tuesday, so you will need to catch up quickly.

### It Takes Two

Why is a partner so important? Much of the *Ignite the Spark* process is learning to see the patterns of our action that are so natural to us, we hardly notice. Having a partner to help us see those patterns and identify them with us is invaluable to our discovery and understanding of our patterns. You may choose a partner that you know well or have just met. Each has its benefits. Someone who knows you well can offer knowledge of their past experiences with you, while someone you have met more recently can offer insightful first impressions.

While it is possible to complete this course on your own, we don't recommend it. Here's why: Past experience shows that due to basic human resistance to seeing the best in ourselves and to believing in our natural ability to get what we want, having a partner to listen to what is said and act as our short-term memory improves results dramatically. Therefore, the playbooks are designed so that most of the reflection and writing required are done with the help of a partner. Besides, it's so much more fun and the motivation is stronger when you commit to meeting with a friend!

### Decide now if you would rather:

- Have the focus all on you.
- Reciprocate the process for your partner even though he or she will not be submitting responses to or receiving feedback from us. The exercises alone are still valuable and insightful.
- Encourage your partner to take advantage of the special partner discount *heartspark* offers. **For only \$150, your partner can reap the benefit of his or her own playbooks, feedback from the instructors and eligibility to continue on with other programs in the Ignition Series.** Have your partner contact me or visit [www.heartspark.com/distance.php](http://www.heartspark.com/distance.php) for a registration form.

### Where to Meet

Find or create a quiet space for you and your partner to meet. The distractions of a coffee shop, busy household or office will inhibit your ability to sink in to meaningful answers about who you are and what you want.



## How to Get the Most Value

Over the years, we've learned there are certain behaviors that significantly enhance the benefit of the process, but don't always come naturally to us. Here are some tips for getting the most value from this course. Once you have found your partner, read through the tips together and make a commitment to remind each other of them whenever you find it necessary.

- **Give advice only to yourself.** Think about this for a minute. It's easier than it sounds. When working with your partner, come from a place of curiosity rather than knowing, which can be quite a challenge for those of us with life experience that we want to share.
- **Instead, focus on your listening and questioning skills.** Become what we refer to as an "evocateer." Assume your partner has the answer and it's your job to playfully and artfully bring it out.
- **Share what you are thinking, feeling and wanting.** "Think out loud" as much as possible. That will enable your partner — and us — to better support you and leverage your efforts to get the most from the process.
- **Respect and consider other viewpoints.** Much of the benefit in this course is derived from your answers to your partner's questions. Give sincere consideration to whatever question is asked, even if it sounds "off the wall" or unanswerable. Don't judge yourself or your partner.
- **Honor confidences with confidentiality.** This goes without saying. When someone is sharing their wildest hopes and dreams with you, you need to keep them to yourself. Create a safe space to dream big.
- **Be fully present – for yourself and your partner.** Some of the assignments take considerable energy and focus. Take breaks when you need to. Pay attention to your energy level and your ability to focus.
- **Be boastful and selfish.** This has been the one that has proven to be most challenging to people. Many of us have been taught not to brag about our accomplishments, but it's very difficult to uncover success patterns if you aren't willing to talk about your successes and your role in them! This process not only encourages, but requires you to practice your boasting skills.
- **Even if you don't buy it, try it.** We've been teaching this course for over 10 years. Each exercise is designed intentionally, and you never know what you may find! Sometimes the things you discount at first provide the greatest ultimate value.

## We're looking forward to getting started!



*The real voyage of discovery consists not in seeking new landscapes but in having new eyes.*

~ Marcel Proust (1871-1922), French Novelist, Essayist & Critic



**Ignite the Spark** is the first course in **heartspark's** Ignition Series.

For more information on **Relax into Success**, the next program in the series, visit [www.heartspark.com](http://www.heartspark.com).

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