LEAD WITH YOUR HEART

A Doctor’s Rx for Personal & Professional Success

Excerpt

Farzanna Haffizulla, MD, FACP
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Summary
   The Secret Ingredient
   Change Your Thoughts, Change Your World
   For Those Already in the Know
   Use This Book Proactively

About the Author

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Publisher’s Note

When Dr. Farzanna Haffizulla places a stethoscope over her patients’ hearts, usually she is merely confirming and scientifically validating the information her intuition has already delivered about that person’s medical condition.

She is quick to add, however, that she fully believes in the importance of scientifically testing and evaluating every presenting symptom, sometimes using the latest state of the art diagnostic equipment. Farzanna is also a firm believer in employing medically approved protocols (drugs, surgery and other types of scientifically validated intervention) for every health-related issue when appropriate.

For Farzanna, this marriage of right and left brain function—our intuition with scientific validation—is not just a revolutionary new way to successfully practice medicine. It is also the key to insure optimal success in every area of our life.

“Your life purpose may appear in your visions or dreams,” says Farzanna, “but in order to make it all happen, you will need to establish a solid foundation that includes a good education, advanced training, and utilization of a significant number of ‘grounding tools’ that will support those goals and make them become a reality.”

For this highly accomplished woman who is the 2014-15 President of the American Medical Women’s Association (AMWA) and is already one of the country’s leading young professionals—flashy new cars, multi-million dollar homes, yachts and other expensive toys—are not the visuals that represent success. Rather, they are hugs of genuine gratitude from her four children, a home-cooked meal that includes fresh vegetables from her physician husband’s lovingly tended garden, and a chance for the family to play Cash Flow or another of their favorite board games that are both fun and educational.

In addition to her long list of accomplishments, Farzanna’s energy, drive, intelligence, intuition, common sense, enthusiasm, and magical way of approaching life as an adventure are a living testament to her formula for success.

As her publisher, it is my privilege to present Farzanna’s second book, a sequel to Harmony of the Spheres: A Working Mom’s Lessons of Love, Strength & Balance. In this book, Farzanna’s four children are older; her private medical practice has burgeoned to the point where she’s already considering “the next step”; her community activities now include a TV program and other media commitments; and her academic outreach has gone beyond the classroom into community symposia. All this, in addition to Farzanna’s ongoing commitment as a scientific primary board member for Schulman Institutional Review Board (IRB), and an Honors Organic Chemistry lecturer at American Heritage school for pre-med pre-professional tract students. Along with her new leadership position as
President of AMWA, other national responsibilities have added travel to her busy schedule. As the children grow older, Farzanna and her devoted husband, Jason Haffizulla, M.D., are also shouldering a heavier load of parenting duties (chauffeuring and/or supervision of karate, piano, basketball, Kumon, religious lessons, etc.).

How does she do it all? How could you possibly keep the same pace and maintain the same high level of success?

Responds Farzanna with a twinkle in her eye: “Read my new book!”

Have no doubt that here is a woman who has proven she’s tapped into the secret to ongoing success as a wife, mother, professional, entrepreneur, community and global leader.

—Carol Adler, President/CEO, Dandelion Books, LLC
Introduction

When I was a little girl, my father gave me a copy of Norman Vincent Peale's best-selling book, *The Power of Positive Thinking*. I soon discovered it was filled with quotable statements such as:

*Believe in yourself! Have faith in your abilities! Without a humble but reasonable confidence in your own powers you cannot be successful or happy.*

And:

*Change your thoughts and you change your world.*

Dr. Peale's words were charged with the same high energy and fire that were at the core of my being. I knew without a doubt that I truly wanted to be both successful and happy.

If I believed in myself, if I had faith in my abilities, could I really have and do and be everything I desired?

Why not? “Change your thoughts and you change your world.”

From that time forth, Dr. Peale became my mentor.
As I grew older I was able to refine exactly what success looked and felt like. Even though I wasn't aware of it at the time, I was already taking notes and making an outline for writing this book. First, however, like any good scientist, I had to prove my hypothesis.

In order to be an authentic prototype for success, I would have to become a model of success myself. If I didn't walk my talk—if I didn't represent success in every area of my life, how could I serve as an example for others? I felt safe in using myself as a role model because I knew that even though some people may view success differently, every version of success is guided by the same passions.

It wasn't long before I encountered my first and greatest stumbling block. I came to realize that my secret to success was so simple, down to earth and direct, it was hard to believe that everyone didn't already know what it was. It was even harder to believe they weren't already successful.

Yet knowing and doing are two different things, I argued.

True... but the doing was just as easy to implement as the knowing, was it not?

Maybe. Maybe not.

Here was another irony: the marketplace was filled with books on success, many of them best sellers. Were they helping people become successful?

Of course I know you can lead a horse to water but you can't force it to drink.
If these already published books by well-known authors weren’t doing their job, what made me think my book would be different?

**Because my book would be different.**

It wouldn’t tell people all about the *secret* of success (drum roll). **It would energetically deliver the magic ingredient of success, the *zing* that really makes it happen.**

Aha! Now I was onto something. My book would give people the taste, the hunger and the *drive* to be successful. With *passion*, it would sweep them off the couch, up into the air and away from that bowl of greasy potato chips. The television screen would go blank and out would come a pen and pad. Within seconds they’d be making their list of goals and drafting a plan.

I’d already learned from my own experiences that **passion is the catalyst**, the energizing force that propels us toward our manifest destiny *in spite of all obstacles.*

An “obstacle” is meant to teach us to examine and refine our vision. I live with the belief that everything happens for a good reason.

If your reality seems dark and desolate, maintain your strength and strong implicit faith that you will become what you envision yourself to be.
When you are passionate about your goals in life, and passionate about life itself, you will not allow anything to keep you from achieving success in every area of your life. You will be successful!

This is the energy I’m sending out to you, you, you, and yes, even YOU who may be slightly skeptical.

All you have to do is follow your heart—your powerhouse for passion—and you can’t go wrong. Your heart, that organ that pumps blood and other nutrients through your body 24/7, will never betray you or lead you astray.

Did you know that the more love you give, the more love you receive in return?

Do what you love, and do it with a passion. As if magically, optimal health, high levels of energy, super abundance and more joy and happiness than you ever dreamed could be possible will be delivered to you on a silver platter. And yes... you will soon discover that abundance and wealth are inevitable by-products. Stay in a high state of self-love, love for others, love for your work and your goals, and you will be amazed how exciting and richly rewarding your life will become.

Can you feel the energy?!! Allow yourself to flow with it. Soon this flow will feel so normal and natural, you won’t even have to think about making it happen.

Athletes call this heightened state “being in the zone.” It is also called “being in the vortex.” The swift moving current of this high frequency energy takes you where you want to go. All you have to do is stay in the flow. Soon you will become the flow itself.
Sit quietly, clear your mind and take deep rhythmic breaths. Feel the vibration of the earth and the universe around you. This powerful energy is just waiting for you to tap into it.

Stay open to possibilities. Watch and listen for signs. We are given so many opportunities to choose new and different options. Allow yourself to be flexible, open and free to create your own blueprint for success.

In this book I will lead you though the story of my own life journey, telling you how I've been able to make things happen in my life exactly as I envisioned, in spite of many obstacles. I will impart to you the same high energy that stokes my passion to become successful in every area of my life. I intend to bring you right along with me. We’re in this together.

In the first section of this book, I discuss the definition of success—what it feels and looks like. I then proceed to show you how to visualize, amplify and embrace your success by leading with your heart and allowing your intuition to be your guide. I discuss the importance of bridging science and non-science in order to achieve total self-fulfillment and success.

In the second section, I divide success into five different areas and discuss them separately:

1. Personal
2. Professional
3. Social & Community
4. Humanitarian – Charitable Giving & Sharing
5. Spiritual
In each of these areas, I share my own story and then I deliver several of the tips and techniques I've learned along the way.

A discussion of the power of intuition leads to further exploration of who you are and why you are here.

Next, the all-important question: how can you connect this passion to your life purpose so you can spend the rest of your life doing what you love and getting paid for it?

In the section about personal success, I also devote a chapter to revealing several speed bumps that served as my most important lessons. It has not been a smooth journey!

Some of my most poignant memories relate to the time during my first pregnancy when I was fulfilling my medical school and residency requirements. In those days, pregnant women were not excused from 24 to 36-hour rotational duty or from performing the same emergency medical procedures as every other non-pregnant resident doctor.

One night when I was about six months pregnant and on duty assisting the doctors in the trauma center, a patient came in with a gunshot wound to the stomach. Dressed in hospital scrubs and protective covering, with my big belly trundling in front of me, I approached the patient to perform the rectal exam, insert the Foley catheter and draw blood from the patient's femoral artery in the thigh. This procedure placed me within kicking range of the male patient's legs while he was writhing in pain.

I was already envisioning an accident waiting to happen.
Soon I became a skilful contortionist, learning how to stand to the side, positioning my belly out of harm's way while I conducted each of the procedures as if I were directly facing the patient.

This little victory proved to me that anything is possible. Where there's a will, there really is a way!

I use my own career to illustrate how to plan and implement professional success. The chapter on social areas of success describes my relationships first with myself, then with my family, colleagues, friends and associates. I also discuss the importance of networking and community outreach. Humanitarian areas of success describe personal as well as social and professional deeds of sharing and caring. The spiritual area of success focuses on the importance of maintaining a strong personal relationship with God/the Creator/All in All/Nature/Spirit, that divine part of us and the source of all life. Since spirituality encompasses every aspect of our life, this chapter will also touch on everything discussed in each of the other areas.

I cannot let a day go by without feeling a need to offer gratitude to the Almighty, Omnipotent Creator for the great gift of life itself, and most of all, for the gift of love.

“How can we be so fortunate to have so much, God?” I ask often, as I express my love for Him and all of Creation. And God replies through the words of Ibn Arabi, one of the world’s greatest spiritual teachers (1165-1240):
My heart can be pasture for deer and a convent for monks, a temple for idols and a Kaaba for the pilgrims. It is both the tables of the Torah and the Koran. It professes the religion of Love wherever its caravans are heading. Love is my law. Love is my faith.\(^1\)

At the end of each chapter I’ve placed some questions for reflection. The questions will serve as a summary and review of the material covered in that chapter. It will also give you an opportunity to be creative and write down your own responses in a journal or notebook. This journal will serve as a tool for sharpening your skills and developing greater awareness about each of the issues you feel you need to address.

You can use this journal as your blueprint for mapping out your own success model if you’re just starting out, or making revisions to your current blueprint. Even though you may already have become an achiever and the life you’ve carefully planned for yourself promises to produce continued success, you may wish to create the journal as a way of affirming, “Yes, there really is even more that I can accomplish!” Or, “Here’s another road that also leads to Rome... why not try something new and different?”

The more options, the greater the opportunity.

Paint a big, colorful, adventure- and fun-filled picture of success and place yourself in the center of your canvas. This picture is so amazing and magical, every time you look at it (every time you look in the mirror) you’ll want to smile, giggle deliciously, or simply burst out laughing. Give yourself a big hug and let’s get started!

PART I
Definition of Terms
What Does Success Look & Feel Like?

*It's always too early to quit.*

—Norman Vincent Peale

*Formulate and stamp indelibly on your mind a mental picture of yourself as succeeding. Hold this picture tenaciously. Never permit it to fade. Your mind will seek to develop the picture... Do not build up obstacles in your imagination.*

—Norman Vincent Peale

Do you remember the first time you jumped into a swimming pool by yourself, without your parents or another expert swimmer waiting to catch you?

You already knew the water would hold you up. Before now, whenever you jumped into the pool, the expert swimmer waiting to catch you stood to one side.

This time they were not in the water but standing nearby.

You stepped to the edge of the pool, bent your legs, *and then jumped*. The water swirled around you as you bobbed up to the surface and floated, just as you knew you would! Without a life jacket, swim vest or anyone to catch you, you did it, all by yourself!
Next you stood up in the shallow end of the pool. Spreading your arms and lifting your feet, you lay back on the water and looked up at the sky. The water felt like a pillow beneath you. It was holding you on the surface of the water. You were floating!

When you climbed out of the pool, your fan club cheered and clapped loudly. You were so proud of yourself you could feel your heart swelling. You could feel success in every part of your being!

If happiness can be described as a warm puppy,² success is a Mile-Long Smile—yours. You aced the history test, got a standing ovation for your (speech, piano performance, business presentation), hit a home run with the bases loaded... Life is great and getting more exciting by the minute!

If we were to define success in words as well as feelings, we could say it is the result of an anticipated outcome that we have envisioned, planned, and worked toward. With passion and intention, we have manifested our heart’s desire.

The mind is powerful. **If you can imagine it, you can do it.**

Success is also **tangible evidence**, documented results that everything’s working out according to your plan. With ease and assurance you’re moving forward, following your custom designed blueprint. Life is rich with exciting experiences that keep showering you with their rewards as you add yet another accomplishment to your growing list.

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Each of these accomplishments serves as reinforcement for your thoughts and feelings, galvanizing you to generate even more energy, more joy and more opportunities.

We've caught the success bug when we know we can do and be and have whatever we desire, as long as it’s as good for everyone else as it is for us (the Golden Rule). How do we know this? We’ve already proven it, through our 1) visualization, 2) careful planning, and 3) meticulous follow-up.

We are stress-free because:

1. **We commit only to what we can accomplish.** We do not overbook our calendars with meetings, deadlines, chores and other responsibilities. At some point the stress will catch up with us when we try to do it all or when we find ourselves pressed for time. Either our work ends up being sub-standard or we have to cancel an appointment or engagement at the last minute. Both can backfire, leading to hard feelings or a scorched reputation.

2. **We are guilt-free.** Our goal is to do the best we can and learn from our mistakes.

3. **We release all toxic, noxious feelings** as soon as we feel them curdling in the pit of our stomach and starting to cause anxiety. We confront them directly, either in the mirror to ourselves, or to the injured party.

4. **We’ve dropped out of the blame game.** We never ever blame anyone else for stuff that happens in our life. Nor do we blame anyone but ourselves for any behavior or action that causes delays, conflict, disappointment or injury to others. We accept full responsibility for our behaviors and actions.

5. **We manage only one business: our own.** This lets others also manage their own business without any interference or outside judgment.
6. **The Divine Being, who is the source of all life, is our co-pilot.** We maintain open communication lines with our Creator, making time regularly to visit and connect.

7. **We’ve learned the power of self-love and love for others.** You may have heard the saying, “Love is the answer.” Maybe you use it yourself. It is the simplest yet most profound of all truths. Love heals all and solves all conflict. When we are in a state of love, we feel it in every part of our being. We cannot help but thrive. It is a natural or spiritual law.

8. **We are able to accept our flaws, compare our weaknesses to our strengths, be open and willing to accept constructive criticism, and constantly make improvements.**

9. **We are happy.** We know it, feel it, and see it reflected in the expressions of others whenever we smile or say a kind word to them. Our personal happiness is infectious. If you can feel the love, you will also feel the happiness! Imagine having an infection that’s really good for you!

10. **We are operating in our state of flow,** or aligned with our true path.

11. **We are also operating in a state of balance.** Each aspect of our lives—personal, professional, physical, social, financial, spiritual and humanitarian—is receiving generous amounts of our undivided attention.

As a medical doctor, daily I’m visited by patients whose symptoms are aggravated by some form of stress. Most of us know by now that any extra weight on the physical, mental, emotional and spiritual parts of our body can lead to manifestation or acceleration of illness and disease.
Issues with actual body weight may also interfere with or deny the flow of energy if our food choices lack proper nutrients. Additional pounds lead to the huff-and-puff syndrome of always feeling like we’re climbing up a steep flight of stairs even when taking a simple walk. It’s no longer fun to dance or play basketball and baseball with our kids.

Other stress issues that are more mental, emotional or spiritual in nature can lead to anxiety and feelings of sadness, loss, anger or frustration. We may have insomnia, feel more tired than usual, have difficulty concentrating, find little or no pleasure in activities we usually enjoy, lose our appetite, and feel worthless, guilty and resentful.

Feelings of uneasiness and apprehension regarding an anticipated illness, or self-doubt about the ability to cope with a threat can also produce symptoms of stress, such as sweating, tension, and increased pulse rate.

Sometimes depression and feelings of stress can become so overwhelming, a person can feel trapped. At that point they may conclude that the only way out is to check out.

According to the American Foundation for Suicide Prevention, “between 1990 and 2000, the suicide rate decreased from 12.5 suicide deaths to 10.4 per 100,000 people in the population. Over the next 10 years, however, the rate generally increased and by 2010 stood at 12.1 deaths per 100,000.”³

If any of your choices in life—career, partner, living circumstances, finances, other relationships, etc.—make you feel drained and stressed, this choice is not aligned with your true destiny. **Don’t allow these negativities to take root and fester. Revise your plan**—and don’t hesitate to seek help. Many others have found themselves in your spot before. These good people are only too willing to offer expert guidance and counseling.

**Another Word about Happiness**

For me, happiness is not necessarily an ideal or perfect state of being. Like everything else, it is dynamic or always changing.

A person may not feel happy in all areas of their life. For example, they can be hurting financially but be in excellent health, have a wonderful partner, loving family and fulfilling social life. They also feel spiritually rich, with an abundance of love in their lives.

Would this person like to solve their financial challenges? Of course. They're working on it. Keenly aware that they may be interfering with their financial flow, they are staying optimistic and keeping the door open for new options. They are also aware that this challenge gives them an opportunity to build character.

Another person may have just learned that in spite of being very health conscious, they've developed a brain tumor. Until now, they have experienced happiness in every area of their lives. Will they become frightened, morose, depressed or angry because of the doctor’s report, or will they use this infringement on their happiness to reassess their life and grow from this challenge?

Most likely this person will immediately start to work with practitioners to determine the steps they need to take in order to return to a state of optimal health.

I tell my patients that one of the foundations of happiness is optimal health. You can be alive yet trapped in your body with major disabilities. This is not happiness.

Optimal health refers to a sense of well-being that allows for peak function and performance. **Optimal health sets the stage for happiness and success.**
Those who are happy have many ways to accomplish their goals. They never lock themselves into a single strategy.

**With an attitude of openness and flexibility**, imagine what you can achieve!

**Take Action & Enjoy the Process**

Many people may have told you that you need not take action if you want to be successful. “Success will come to you; you don’t have to come to success!” they say. “In fact, you can attract any level of success you choose, simply by envisioning it.”

I certainly support the Law of Attraction, a universal spiritual law made popular by *The Secret*, a DVD released in 2006 that sold millions of copies worldwide. However, I feel this is only part of the process. **Included in the Law of Attraction is “imagineering,”** that famous Disney word for building “castles, mountains and mansions.” God helps those who help themselves. Start physically putting your dreams and goals into motion!

**Take charge of your destiny. Create the success you want to become.**

**Questions & Reflections**

1. What is your personal definition of success? What does success look and feel like to you?

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4 [http://thesecret.tv/](http://thesecret.tv/)

2. List some of your successes that have delivered or still continue to deliver a quickening of the heart or that butterfly-feeling of excitement in your stomach.

3. Do you have any stress in your life? If your answer is yes, make a list of those areas of stress.

4. How would you categorize this stress? Is it mental, emotional or spiritual in nature?

5. After each of those areas of stress on your list, how would you turn this around and release the stress?

6. What does it mean to be in a “state of flow”? What does it mean to be “in the zone”?

7. If you are still searching for the right career, go on a self-discovery journey. Explore what you love to do most. Then allow yourself to visualize a career and lifestyle that are integrally linked to this passion.

8. If you already have a career and you love what you’re doing, make a list of areas where you may be experiencing stress or some other factors that are keeping you from being in the flow and experiencing even greater success.

9. Do you ever feel depressed? If the answer is yes, can you trace the source of this feeling? Do you have a method for releasing your depression? If you’re still looking for solutions, review your stress list. Are any of the issues on your list related to your feelings of depression? Make a list of ways you feel you can release each area of stress. You may wish to include outside help or counseling.

10. Do you consider yourself a happy person? If your answer is yes, what are the factors in your life that make you happy?

11. If you are unhappy most of the time, what factors in your life would turn this around?