

TOM MCCARTHY

The Breakthrough Code: Simple Steps to Upgrade Your Life

Jason Prall:

Hello and welcome to Awaken The Healer Within. I'm your host, Jason Prall. And with me today I have Tom McCarthy. Tom started his career as a financial advisor with a Wall Street firm, and he quickly became one of the top producing advisors in the entire firm. After three years in the financial world, Tony Robbins asked Tom to become the head of sales and marketing for his training organization. In the early 1990s, Tom launched his own training organization specializing in leadership, persuasive communication, and peak performance. Tom has been called the world's number one high stakes performance coach, and he has been selected by Forbes as an expert and thought leader for their Knowledge Innovation Center. Tom's most recent book is titled The Breakthrough Code: A Story About Living A Life Without Limits. Thanks for joining me, Tom.

Tom McCarthy:

Yeah, great to be on with you, Jason.

Jason Prall:

So, this is perfect. Your book is exactly what I want to talk about, which is breaking through limitations, perceived limitations, how to get unstuck, and you've done this, seems like everywhere you've gone, you've really excelled. I think where I want to start with this is a lot of perception is that you have to work hard, that you have to really push, and you have to grind, and put in more hours, and focus more, and study more, and try harder. And I want to ask you how much truth is there in that idea?

Tom McCarthy:

Yeah. So, one of the points and the breakthrough code does center around that. There's actually three big ideas. And one of them is to pack your day with effective action. So, that's the third point. But when I get to that point, and there's a lot leading up to it, it's not about working harder. If someone's working a good amount of effort, you got to put some effort into anything to create a breakthrough to get unstuck. But it doesn't mean all of a sudden you've got to work 20 hours a day, that's the only way to succeed. I used to think that. When I was younger, and I was stuck and trying to figure out ways to break through I said, "I'm just going to work harder." And not to say that, that won't work, but it's not sustainable. You can't work 20 hours a day, every day, and not burn out. And there's a lot of burnout going on around the world today because people are just so stuck and you've got out work everybody. You've got to outwork what you did yesterday.

Tom McCarthy:

So here's the thing, effort is multiplied by effectiveness, and that equals your results. And so, I'm not trying to work harder. I'm an older guy now. I'm not trying to work harder. I put a decent amount of effort into what I do. But I'm able to get outsized results because I've learned how to become more effective. There's things that I do with my effort through leverage, delegation, or just smarter effort. I show like imagine four quadrants. And this, if everyone can imagine this, there's four quadrants. You

want to create a breakthrough in your life. And within these four quadrants there's activities. So, let's look at the X axis, the bottom line. There's things that will have a low impact on the result you want to achieve. And then there's things to the right, that will have a high impact. So, there's activities you could do that aren't really going to move the needle much. And then there's things that move the needle a lot.

Tom McCarthy:

We're going to measure one other thing though, the Y axis. On the Y axis, there's things that you don't like very much. And then there's things you really love to do. So now let's take a look at the actions you can take. Well, first lower left box are things you hate to do. And they have no impact on your result. Those are easy to cross off, delegate get rid of, and everybody should be doing that. Just notice is there a bunch of stuff in your day like that, that you're putting time and effort into? Hopefully not. But let's look at another block right above it. These are things you really like to do, but what? They don't have much impact, and that's where people get stuck. I'm working really hard. Well, what are you doing? Well, I'm doing this, I'm doing that, I'm setting this up. Okay, well, look, that's not moving the needle. And so, these are things that they're fun, but don't do too much of that in your day because that's going to be, you're going to think you worked hard, but you really didn't do much. You didn't move the needle. You didn't get yourself unstuck.

Tom McCarthy:

Then there's the things you love to do that really move the needle. Awesome, load up on those, but then there's one other category. And this is a little controversial because everyone says, "Just do what you love." Well, okay, if you just do what you love, sometimes you don't get unstuck. To get unstuck you've got to delve down into what I call the break through zone. And those are the things that have a huge impact that you don't like doing, at least not right now. But what I found when I go down in there, when I had the courage to have a growth mindset, not to say I'm only good at this, and this, and this, I'm not good at that. If I really feel like there's something I need to get better at, or some action I need to do that I don't necessarily like or I'm not looking forward to. I've learned winners do what they hate to get what they want. People that get unstuck do things they don't like to get unstuck.

Tom McCarthy:

What I've also found is when I go down there, and those things that I think, "Oh, man, I'm going to hate doing this. I actually like doing it after a while." With my book, one of the things I don't like to do naturally is I'm not a detail oriented person. So, I work with an editor, a writer that helps me with my books. I author the books, and I speak it out, and then we work together, and then it comes back. And then I've really got to delve in there and be very detail oriented. And I'm like, "Oh, man, a chapter come back, I got to go work on this." But then I get into it, and I just get in a flow, and I love it, and great ideas would come. So that's an example of me going down into that zone. And I think that's what keeps people stuck. They're just trying to live in the, I love this, even though it's not getting results, or I love this and it is getting results, but then you still miss out. You've got your blind spot is in that area where most people don't go down into, but winners do. People that get unstuck do.

Jason Prall:

Yeah, I love that. And it's actually quite simple when you lay it out like that in the four quadrants, and I think we can identify. And that might be a decent exercise to go through, and actually bring a little awareness to some of these things in our day, in our routines that we enjoy, that we don't enjoy, that we know we need to do, but we just don't really want to do them. And I got plenty. I mean, actually, same as you with my book that's one of the things. There's a little hang up in my system that's like, "I don't really

want to get in there." But it's true, for me once I get in there and I start writing and I actually get into the process, then it starts happening. It's almost like that first step, right? It's like that first... It's like going to the gym. It's like there's some days, I just don't want to do it. But once I'm in there, it's okay. I find it's really interesting.

Jason Prall:

You work with Tony Robbins. Tony Robbins is obviously world famous for this type of thing. One of his things is massive action, and I love that. And what I've noticed, also is that there's times when I'm doing too much. There's too much doing in my life, in my whole energy. And one of the practices that I've begun to really implement is to do less, to be more. To actually stop the doing because I notice that for me, the doing is coming from a place that is not efficient. It's not aligned. It's not taking me where I want to go. So, there's like an energy that just wants to do, do, do, do, do. Almost if it's saving me from something, it's a safety mechanism. I wonder if you found this as well either working with Tony or on your own? How have you incorporated this sort of like stop doing and just sit for a minute and let things settle?

Tom McCarthy:

Yeah, no, that's a great point. Because massive action, and then Tony says, "Sleep less, live more," but now I think he's also even... He talks a little bit differently now about all those things. And as we get older... When you're young you have a lot of energy. You can burn it out and still wake up the next day and have it. As you start to get a little bit older and wiser you start to see things like, "Okay, how can I still create a lot of action?" Like right now I have in my business massive action going on just not all by me. And you can do that so effectively right now. You can hire people. There's websites where if you have a business on Fiverr or Upwork, or things like that where for not a lot of money in a business, you can have lots of action going on with you not necessarily having to do it all.

Tom McCarthy:

But to your point, too, I think in the book there's three big ideas I have. One is to focus on less. It's the first big idea, focus on less, and then obsess, but when I say obsess I'm not talking about you consciously taking massive action. What I am suggesting people do is narrow your focus because you can't get unstuck and 1000 things right. You can get unstuck and a few things at a time. And then once you get unstuck, then you can focus on somewhere else to create a breakthrough. But conscious mind is a weak tool to get unstuck with. Our conscious minds are cool, they can think, we reason, we do all that.

Jason Prall:

You're referring to our ordinary mind, the place where most of us stay, and we think is us and the things that we're thinking, and we're really trying from this place.

Tom McCarthy:

Yeah, and our conscious minds are, they're good processors, they process 40 bits of information per second, and one second, that's pretty cool. But your subconscious, the below the conscious level, there's all these, there's this bigger part of our mind where all these memories and thoughts and resources and ideas. And just the ability to reach out beyond you and get information that exists below. And that can process 40 million bits of information per second. That's what you want obsessing. Your conscious mind, the goal of that is to dig the idea or the area you want to break through down into the superconscious. I

call it the superconscious. But dig it down in there and the superconscious now if it really feels that you want it because the superconscious is just trying to please the conscious mind.

Tom McCarthy:

And so, whatever you tell it, whatever you believe in it, which is really powerful because if you believe in something super negative then the superconscious will work to bring that to fruition because it doesn't know it's not good for you. It doesn't know that it's harming you. So where you want to obsess is not consciously always thinking, thinking, thinking, I used to overthink things. Now I think less, and I meditate more, because when I meditate, I'm unlocking the power of my superconscious to go into the world of infinite possibilities and find solutions and ideas and connections and people to network with for me. I make sure I get enough sleep. I used to sleep less live more, and then I burned out in 2015 traveling all over the world and just going crazy.

Tom McCarthy:

Now I make sure I get good sleep and I track it and I get good round sleep. So that my day stresses can get unloaded, and the psychic baggage can be let go. So, really, really important to do these things. Exercise, breathing, all these things that people think are not activities of achievement, they actually are. They fortify you. They allow you to be stronger, more creative, more resourceful. And one of the things that I have even in pack your day with effective action is invest in your number one asset you, and that means part of your day effective action are recovery actions. Making it okay. After this I'll probably go sit in that chair, and I actually already did my morning meditation. But later in the day, I'll sit in this chair, this is my favorite chair right behind me, and I meditate and I do it twice a day. And to me that is incredibly effective action that allows me to accomplish great things.

Jason Prall:

We see this a lot in athletes, right? I mean, obviously, these are the people that they have a lot on the line in terms of finances and career status. And generally they're pretty driven people anyway, especially at the professional level. But it's interesting if you study these athletes how if it's a football player, football is their game. You would think logically based on what we do with our world that if you just do more of the football then you become a better football player. But you find that these better football players that they have longevity, that are at the peak of their position, and all-time great. They're doing little things off the field, and that makes sense to us in the sports world, or even in some of these other professions.

Jason Prall:

But I find it interesting that we don't necessarily apply that to ourselves in that same vein often and what you're saying is totally correct, and I want to acknowledge that even for me still it can be difficult. But I have a lot to do and I want to succeed in this thing. The first reaction is I got to go into that thing and get it done. I don't have time to meditate. I don't have time to get eight hours of sleep, right? That is a habit that I've formed, and it's almost like I can feel the alarms going if I sit and meditate sometimes, right? So, sometimes it is tricky to even get into that aspect. I'm curious if you have any techniques or tools or advice that you can give for people that feel the same way that I do sometimes, which is I can't, I don't have time.

Tom McCarthy:

Yeah, no, I mean, there's a ton of tools. I used to be and I've just mentioned I used to be an over thinker I used to go to bed with just thinking about this issue in my business or this issue in my life and that issue, and I would just... I used to feel like, "Man, I'm achieving so much." And the wheels would just be spinning, spinning, spinning, and then it'd be 3:00 in the morning and I'm getting up, I'm writing down ideas, I'm spinning, spinning, spinning. And then I'd be so tired the next day I couldn't implement them, or I didn't have the same enthusiasm that I had for them. And it took somebody, a really smart person to tell me, you don't have to overthink.

Tom McCarthy:

See, this is what I'm talking about, honestly. The inner guidance you're going to get when you allow yourself to meditate. When you allow yourself to sleep, this inner guidance, which is your superconscious. A lot of people think that the mind is in the body. But the reality is the body is in the mind. The mind extends far out beyond where the body is, and it's out there seeking answers for you. Now, the way that it communicates with you is not necessarily by talking to you the way that we expect the conscious mind to do. But little nudges like intuition, gut feelings, noticing something that you never noticed before. And now all of a sudden, you're drawn in that direction, and it's a resource or a human being or a person.

Tom McCarthy:

People I've met, it's crazy the people that I've met that for some reason my superconscious had me read an article about someone, a good friend of mine, became a really good friend of mine. Front page of The Wall Street Journal, I mean, and at that time I didn't have my subscription here. I don't know how I found it. But somewhere over in Europe, and I read about this lawyer that I really wanted to end up meeting because he's also an energy healer, but he's the top bankruptcy attorney in the US and an energy healer, Stanford educated Harvard guy, and I'm like, "How did I find that?" I didn't consciously find that. But my superconscious found it, and he's become a great friend of mine, and he's helped me in different situations.

Tom McCarthy:

Tony Robbins, how did I find Tony Robbins and connect? I didn't actively go out and seek him out. But something popped up that I saw that I could have easily missed because this is before the age of the internet where things are readily available. It was something on TV when he'd just written his first book that normally I would have never even watched this show. I watched this show and a week later I'm out with him in California. And then a month later, I leave my financial practice behind and I go out to help him run his company. But things like these happen when you're not overburdening your system, your superconscious where you're allowing things to rest and resolve and the universe will push you in the right direction if you do meditate. So, I think do I have a tool to help people meditate better? No, I don't. I think you got to do it, but it's just dipping down into it.

Tom McCarthy:

In my book, the lady, one of the characters talks about, "I can't meditate, I can't meditate." But then after a while they end up doing it. Just like I was, I was like you. I can't meditate. What am I going to do? Sit, 20 minutes do nothing? You kidding me? That's crazy. So unproductive. Now, I can't not meditate. And that's what I would tell everybody. You can't not meditate. It's your ability to reach down into your

inner wisdom and let it come forth. Changes your brain, changes your hardware, everything gets better, you become better, you get unstuck when you do that.

Jason Prall:

There's so much truth to what you said, and I'm glad you said that because we're all looking for tricks and tips and hacks and tools. And sometimes you just got to get in there and do it. And there's nothing about it other than just doing it. And I love what you're really getting out here because this internal guidance system is so massive, and it is the ultimate leverage that you can find. It is the thing that, and I find that what I found recently, and I'm leaning on this more and more is that we can become too busy to allow, right?

Jason Prall:

If we just stop and that's when things will... We can allow these things to just naturally come forth, which is what you're pointing to, which is that a lot of this you don't have to do anything. You just have to be aware and really be in tune with that internal guidance system and follow that. And sometimes it's weird. You take these actions, you go to these places, you do this thing, you sign up for the summit, and you don't know really why. And the more we can allow these things that don't seem to make sense to our logical mind, but they make sense to our superconscious as you're saying, then that's when we allow these things to come into our life that we've been seeking, that we've been looking for, that we've been divinely guided to.

Jason Prall:

I find this to be the case often with the summit's too is that usually there's a handful of people that just say, "It was this thing that changed my life." This one talk, this one thing, this one interview. And it doesn't just change it instantly sometimes, but it sets you on a new trajectory, on a new path. And that's really what I think a lot of times, it's that's the escape route. This idea of getting stuck. It's like, there's our escape route, we just have to have the courage to follow it. Not knowing at all where it's going to lead. Only with the benefit of hindsight can we look back and go, "Oh, yeah, it was that thing there, and this internal guidance system is such a key factor in that." I love that.

Jason Prall:

What are some of the things that you find when you were working with Tony Robbins, and when you were doing your own work, and even with yourself. What is it that keeps people stuck? What is it psychologically, energetically, emotionally? What are some of the top things that you repeatedly see? Because I know there's a lot. There's a lot of things that..

Tom McCarthy:

Great question. So, before, and I'm going to answer that question in a second. But I want everyone to imagine and this is truth. This is what... I'm 60 years old now. So, I'm not 21, I just discovered something. And this is from years of experience, and working with lots of different people, and seeing what's happening in the people that truly have accomplished great things and gotten unstuck because success leaves clues. Every single human being has been given this unbelievable capability to do things far beyond what you can ever imagine. You have that in you, and it's that super conscious part of you. It's so much more conscious than what you think you're experiencing. It's picking up so much more like million times more, and you're underutilizing it. We all are. Even the best people on the planet, they're still underutilizing it. It's got more capability.

Tom McCarthy:

So, why do people get stuck? They're underutilizing this amazing resource they have that was given to you by the Creator? So, how do you start to maximize it? That's what the Breakthrough Code really is all about. So what do you do first? You focus on less, and then obsess. You say, "Hey, here's where I want you to focus." Rather than then giving it 1,000 things to try and go out and achieve. It's already doing a bunch of stuff like running your heart and making sure you're breathing and creating the right hormones. So, that's fine. But when you really want to create a breakthrough, give it a few things. So at any point in time, I say three, three big things, you want to create a breakthrough, and that's the max. Okay, so focus it.

Tom McCarthy:

Now, when you do focus it, there's a way to go, "Okay, I want you to focus on me getting healthy," and then you're not believing it. Then your super conscious is like, "What are you talking about? You don't even think you can do it." So there is a habit I call, see, feel, believe, and then let go. You've got to work on seeing what you want, as clearly as possible. Feeling it. This is the language of the superconscious. The superconscious doesn't understand necessarily words. Words are... Because the superconscious is universal. Words are territorial, like you've got English, you've got French, you've got Spanish, you've got German. So, you want to speak a universal language, the universal language is seeing and feeling, like creating a feeling of being incredibly healthy. And you go, "Well, I have a hard time doing that when I'm not feeling good." Well, yeah, okay, I get it. Work on it.

Jason Prall:

It's a practice, right?

Tom McCarthy:

It is. It's a practice. Yeah, so see it, feel it, believe it, and then let go. If you can't believe it, the superconscious isn't buying into it either. So, if you don't get that feeling of belief then the superconscious is not going to fully act on it. So, you're underutilizing that resource. You go, "Well, how do I get myself to believe it?" You believe in lots of stuff that's not true. Trust me, we all do. Our lives are all... Life is a game, it is, it's a mind game. So, I'm asking you play a mind game inside that just allows you to believe something that you want to have.

Jason Prall:

And to some degree, what you believe actually becomes the truth, which is kind of what you're pointing to.

Tom McCarthy:

Your reality, yeah. It's why we can have an election where 50% believe in this and 50% believe in that, and they're all looking at the same thing. They may argue to the death that this is the truth, for them it is the truth. And that gets into our... Now, let me just finish that. So, once you see it, feel it, and believe it, let it go. You don't have to obsess with it in the conscious mind. Let the subconscious do its work, and the morning is a great time to use this habit. See, feel, believe, and let go because you're in more of an alpha state, kind of a daydreaming state just waking up. At night, and right before you go to bed, and then I do at the end of my meditation. My meditations are more mindfulness. But then at the end, I really just because I'm in this really great cool state, I lock in for about five minutes of just that visualizing

and seeing and feeling and believing what I want to come to fruition in some areas of my life. So, focus on less and obsess, and then just work on see, feel, believe when you do that.

Tom McCarthy:

Now, the second big idea. Well, you got the first one, focus on less then obsess. You got the third pack your day with effective actions. The second one is upgrade your story, upgrade your life. I'll ask you, Jason, what's the most powerful story you'll ever hear?

Jason Prall:

Probably my own.

Tom McCarthy:

The one you tell yourself, of course. I can say, "Jason, you are amazing. You are incredible. You're one of the best ever." But if you go inside and go, "I'm not that good." Yeah, I made this mistake, I've done this, I've screwed this up, you're going to listen to your words more than anything I can ever tell you. So no one else can change you the way you can change yourself. But our stories are who we are. That's all we really are is we walk around with these stories. I'm good at this, I'm not good at that. I made a huge mistake here that's ruined my life. Or I made a decision here that made my life 1,000 times better. But these are all just stories. And so, we all need to upgrade our story. The reason you haven't broken through, if you're listening to this, is because your story is keeping you down at the level of where you are right now. Your stories are great. They've gotten you to where you are right now. But the story that's going to get you to where you want to go hasn't been written yet. Part of it has...

Jason Prall:

Yeah. If I want to pause there, I would really want to drive that in because I think what you said is so profound, and so important. The story that we've been telling ourselves up to this point is brilliant. It's so important. It's kept us safe. It's kept us in a good place. It's gotten us here, which is what you're pointing to, and it's not the story that's going to get us to where we ultimately want to be. So, it's like, we don't want to deny the story. We don't want to shame the story, or blame the story, or blame ourselves for telling us the story. It's a beautiful tool that has gotten us to where we are. And now when we're ready, we can choose to change that story. That's powerful to be able to choose to change your story.

Tom McCarthy:

Yeah. And so, what I say is not even change, I say upgrade it. So like when you're running the old software for whatever program on your computer, and they go, "Hey, we got a new upgrade." You're like, "Nah, I'm going to stay with the old one that's been there for 10 years." No, you want the new features, you want the new functionality, you want the new integrations, and yet we do fight pretty damn hard for our old stories, unfortunately, as human beings.

Jason Prall:

Well, that's a great analogy because with software or with any tool we become familiar with it, we like it. It's worked so well for what we've been given, but sometimes even with the software and the software engineers have a different vision for where they want to take their customers. And as customers sometimes we're like, "Oh, I wish I could change this, I wish I could change." But usually we're like, "Okay, this is great." And when the new one comes in, it's a little different. It's the things over here. And this doesn't work quite the same way. And you're like, "Ah, ah," and there's this transition period of

trying to get used to this new software, this new story, this upgraded version, and it feels a little uncomfortable. It feels like there's a time lag sometimes, right?

Tom McCarthy:

Well, and that's the great thing. If it feels uncomfortable. To me, that's awesome because it means you're growing out of the old story. So you have to be comfortable with that. And you have to be comfortable being uncomfortable is what I'm trying to say.

Jason Prall:

Totally.

Tom McCarthy:

Everybody has... You got a story about your health, you've got a story about your finances, you've got a story about your relationship. You've got a story about every single thing in your life. And I'm not like, "Whoa, I've got to change everything." No, no, again, you're fine. Just look for where the area you're stuck in. That's all I want you to focus on right now. Upgrade your story about that. So I'll give you an example. This is a silly example. But you've got to be willing to get uncomfortable, and I said life is a mind game. So what I'm going to do with my story, I'm not going to strive for accuracy. Accuracy is based on what's already happened. I'm going to create a story in my head that allows me to win, that allows me to break through, break free.

Tom McCarthy:

And so, this is a funny example. But I was over in Europe years ago, and I was doing these leadership trainings, and they were two-day long leadership trainings. I had three in a row. So, I was in Luxembourg, I was in Germany, and then I was in London, and there was 1,000 people in each of the trainings. And so, I go into Luxembourg, and I do this training and I started losing my voice. So then I finished that one, I get to Germany, Frankfurt, and now my voice is pretty bad. I get to London my voice is... I can barely talk.

Jason Prall:

It sounds like Tony Robbins.

Tom McCarthy:

Yes, I'm barely able to talk at a microphone, but I'm using every ounce of physical energy I have, but my voice was really fading. And I'm like, "Oh my God. I don't know if I'm..." I mean, I was using every ounce of my vocal cords. And so, people are coming up to me, they're feeling really sorry for me. And they're like try this and do this. And then someone said, "You know what it is?" And I go, "What?" They go, it's because you're traveling, and you're on planes, and there's germs, and air conditioning, and this is why this is happening. And I'm thinking... I don't buy in the germ theory, by the way, but this was a long time ago, and I'm thinking, "Oh, okay, maybe that makes sense. I'm not sure." And then I'm like, "Whoa, wait a minute, wait a minute. Hold on."

Tom McCarthy:

If I buy into that, if I buy into that story, maybe it is true. I don't know. But if I buy into that story, I'm screwed. I'll be losing my voice right and left. I said, "No, no, I'm creating a whole different story." So this person is trying to tell me air conditioning is the problem on planes. I just flipped it. I go, "Hey, air conditioning strengthens my immune system." I seek out air conditioning on a plane. Breathe it in. Yeah,

let's go baby, air conditioning, hell yeah. And I do all sorts of silly little mind games with myself like that where I'll create a story that no one else has to believe it. I just have to. But the thing is, I don't see it as like a silly little game. I believe it. Like air conditioning, hell yeah, that can strengthen my immune system.

Tom McCarthy:

The associations we have to things anyways. The power of the mind to adapt to our story is incredible. There's been people that don't ascribe to the germ theory that have ingested cholera and not gotten sick because their story was like, "This can impact me." Someone else looks at it, and get sick. So when you upgrade your story, you upgrade your life. Because your story determines how you perceive things. It's the lens that we see things through. It's the lens that our immune system operates from. It's the lens that our ability to make financial breakthroughs operates on. Everything is based on this story. So upgrade your story.

Jason Prall:

I think it's beautiful. And what you're tapping into here at least from the health perspective is the placebo effect, and this extends everywhere. At least we have an idea of that, that's a thing. So what you're pointing to is not this fluffy idea. It's a real thing. But I also want to point out that you have a belief in belief. So that's perhaps sometimes where we have to start. We have to believe that our beliefs are important, that they matter, that they actually can make a difference. Because what you're saying, I can hear even the story sometimes in the back of my mind. Oh, yeah, that's just the story. That's what he's saying isn't real, that's not true. And so, you can feel that, and you can hear that in your own mind. And you can recognize, oh, that that's the story. And what I also love about what you just shared is that the example these people were placing stories in your mind. So, in other words, these stories didn't even come from you, originally.

Tom McCarthy:

Most of those stories don't come from themselves. They're their parents' stories or their environment stories.

Jason Prall:

Exactly.

Tom McCarthy:

Ages zero to six or seven, your conscious mind is not developed. Your conscious mind can be a very good gatekeeper, by the way. And so, but when you're young, you got to learn how to walk, eat, all these different things. So, it's just most people are running on not their own stories, not ones they've chosen on their own.

Jason Prall:

Right. And that's what I love about that is that sometimes this is a good place to start is to look at the stories that we've absorbed, that aren't even ours. And yet we've adopted them, and claimed them, and hung on to them. We really hold on to these things, all of us. It takes courage to really examine that and go, "Is this true? Do I even really need to hold on to this? Or can I let this go? Can I upgrade my story?" I think what you're saying is so important, and I want to I want to pull it back. Actually, let's get to the question I originally asked, which is, what are some of the things? Because I think we're hitting on some

now. What are some of the things that you typically hear that are holding people back, that are keeping them stuck?

Tom McCarthy:

Well, it's all in their stories. So, their story is I always blank, right? Like somebody that I'm trying to help become a better communicator. I always get nervous before I communicate. And so, they're holding on to that past version of themselves. When you're trying to be... When you're trying to get unstuck, you've got to let go of that and you've got to take on a new story. So I used to be super shy. I used to be painfully shy, like panic attack if I ever had to do something like this or speak in front of groups, which now I've been doing a long time for a living. But I created a different story. Because I remember back, my mom said, when I was little she said, "Tom, don't talk to strangers." Well, guess what I do for a living. I talk to strangers. So, if I keep running that same old story, I am in trouble. I created a new story.

Tom McCarthy:

By the way, the way you create a new story is you create new thoughts. I call them optimal performance thoughts. And then you create a list of optimal performance emotions, like how do you want to feel? Not just okay, whenever I get in a situation, I feel this way. That's why people get stuck. They're conditioned, and then they just keep running that same story of that same condition. But I'm saying, "All right, when you get into this situation, how do you want to feel? If you were kicking ass how do you want to feel? What would you be thinking?"

Tom McCarthy:

So for me, when I get ready to speak to group, I'm not like, "Oh, my God, look at all these people I don't know. What if they reject me?" I'm like, "Oh," I literally have this in my little recipe. I tell myself, "I love being with this group. They're like my friends and family. I connected with them instantly." And I literally feel that as truth within me, so I can play, I can have fun. And with total strangers that may or may not reject me, but I'm not going to focus on that because I feel like their friends and family. And when I feel that way, too, that transfers to them. So they respond differently.

Tom McCarthy:

The other thing I think a lot of people what they study, Jason, when they're in a situation like let's say somebody has an illness, what do they do? They run to the internet. They check out all those symptoms. They check out, do people get better from this? What percentage get better? What don't? I don't do that. If anything happens where I'm stuck I go, "All right, who's conquered this?" Like you did, who lives the longest? What are they doing? And that's just what I do. Because they've got different stories. They've got different strategies. They got different things they focus on. So, so many people, though, are caught up in just... The internet's got incredible power. But it's also got incredible danger to spread mediocre or dangerous stories about things that really are possible for you to accomplish. But when you look at statistics, and experts, and all these different things, you're just going to be demoralized, and you're going to stick to your old story.

Tom McCarthy:

But the number one thing because just generalizing, I mean, people are afraid to really make a leap in their story because they don't have any evidence it's going to work. I'd say that's the big thing that pull people back. They just want to have certainty on the outside. And what I tell people, everything is created twice. First inside, you'll do that work first, then outside, and then you said there is lag time. So,

the other thing that stops people is they go, "I did it, I changed my story. Everything's the same around me." Dude, you got to give it time. You got to nourish it, you got to feed it, you got to fertilize it, you got to let the superconscious do its work. How long is it going to take? I don't know, sometimes it is right away. Sometimes it's longer, but you know what, keep doing it, just keep doing it, and your life changes.

Jason Prall:

I love that. Yeah, and I think at first we might be wanting to change our story to get a new outcome. And then eventually, what I've seen is that for me anyway, as I've changed my story, as I've changed my energy, as I've changed my habits, then I start falling in love with the habits, with the energy, with the story. So, it's like you're doing it for one reason. And then as you do it more and more than you realize, "Oh, I just love doing this just because this is... I feel good. This is great, not necessarily based on the external circumstances that are showing up, even though those are great, too. But it's really interesting as you dive into some of these things how your relationship with them changes. And I want to bring that into this discussion of health.

Jason Prall:

Hopefully people at this point recognize that the things that we're talking about can be applied to finances, relationships, job, passion, purpose, health. Literally everywhere in your life where you're feeling stuck because it's the same things that are holding us back. But I want to really focus in on health here because you have a summit that just launched, The Global Energy Healing Summit. And I think that's really interesting because you come from this financial background, and leadership, and performance, and it sounds very business oriented. And yet here you are putting out this health information and not just health from the 1980s. We're talking about energy healing. This is a very interesting leap for somebody like you. So, maybe I would love to find out why you wanted to do something like this. How you even got into this idea, this possibility of energy healing and how that's showing up in your life?

Tom McCarthy:

Yeah, well, I've had some health challenges in my life. So back in 2015, probably the most recent one was I had chronic fatigue. I've gotten a virus, and I go to holistic doctors, and integrative doctors, but they're like... I was traveling. Oh, this might be a sinus infection, let's give you an antibiotic just to be super safe, and it was a virus, so the antibiotic didn't work on it anyways, but it just impacted my immune system. And so, I wasn't getting better. And then, I was so tired because I'd been traveling overseas in different time chains not sleeping. The opposite of everything we've been talking about I was doing.

Tom McCarthy:

I got to the point where I didn't know if I was going to get better. I was so tired, and I just used a bouncing back, and I didn't bounce back. And honestly, though, it was an amazing experience because what it did was it was like life was like holding me down saying, "We're not letting you up till you change your story, till you create better habits." And it was amazing, the experience. It was I couldn't get out of bed literally to walk to the bathroom I would feel faint or weak in the legs for five or six months. It was so bad. And then people if you go on the internet, it's like, some people have this for years and years and years and never recover. I said, "No, no, BS, and that's not me." And so I said, "All right, who's gotten over this?"

Tom McCarthy:

At first, I was trying all the things like I was doing all the infusions, and that was a little bit better, but it didn't get me all the way. I found the guy that had it earlier in his life. And he had gotten over it. And he basically taught me this philosophy of it's really in your brain. Your brain is in hyper vigilance, and you've got to break that pattern in your brain and no infusion, or vitamin, or any of these other massage or anything like that will do it. You've got to do that work on getting into that amygdala and just giving it a little pattern interrupt. And so, I did that, and I got over it very, very quickly.

Tom McCarthy:

And so, I began to understand everything's energy, and whether it's a transmission of energy, or you're working with energy inside your body, everything's energy. I can send you energy right now. I send you a thought. When I was writing my book, I was writing the acknowledgments a couple weeks ago, and I was literally writing a paragraph about this friend of mine, just two or three lines. I hadn't talked to him and months and months. But he had an impact on me early in my life, he's very good friend. And as I'm writing his name, I get a phone call from him. Now you go, "Well, that's just coincidence," maybe. But I'm pretty sure there was some energy I sent out as I was thinking about all the great things he had done for me and what a great friend he was, and how he impacted me, and he picked up on it and dialed me up.

Jason Prall:

I think we've all had that experience, right?

Tom McCarthy:

Sure.

Jason Prall:

And again, I want to come back to the story. Somebody's story might be, it's all coincidence, there's no magic, there's nothing there. It can't happen. And then how interesting that might be if we change our story around that, and what might then transpire with regard to how we work with our own energy?

Tom McCarthy:

Yeah. But those types of experiences, my friend, the energy healer, who is a doctor, he was the one that told me I had a virus. I didn't have a medical doctor... So, my friend, excuse me, the lawyer who's an energy healer was the one that I was sitting in my car and I was so frustrated, and I was driving in so much pain, I was inflamed. I asked him, I said, "Am I going to die?" I didn't know what I had. No one could tell me what I had. And he goes, "No," he goes, "You're fine." He goes, "You just have a virus." He goes, "Let me work on it. It's in the left part of your lung." I didn't even tell him that that's where I was really feeling. And he said, "Let me work on it." He did some energy healing and all of a sudden I just felt like it loosened up and the pain went away. And I'm like, "Oh, my god."

Tom McCarthy:

I believed in that for a long time. But that was a really powerful experience. And so, I wanted to expose more people to the power of energy. I think when you can tap into... By the way, when you change your story, you change your energy. When you change what you focus on, you change your energy where you take your efforts and now make them more effective now your energy is flowing in ways that can move mountains, so I wanted to expose more people to that. And also honestly, we had you on the summit. I

get to learn so much. For me, I love learning, I love growing, and it was such a powerful experience for me just to interview 40 different people and find out all these other different things that I didn't know.

Jason Prall:

Totally, that's great. Well, I love your open mind. I love your... I can sense from you that there's this desire to keep moving forward, whatever that looks like. Not necessarily in business per se, but in all these areas of life, and to me that in and of itself is a valuable thing that we carry with us. That is a healing tool. It's like this zest for life. We want to be here, and that says a lot, that changes a lot going on inside. So, Tom, thanks so much for doing this. This has been amazing. You're an example, I think, of what a lot of us are striving to become, which is a leader in our own life, and to be able to break through these barriers. I can speak for myself. I mean, there's still lots of barriers in my life that I want to move through. And I know that they're perceptions. And so, it's just about taking these small steps I think that move mountains, that are just a leverage tool. So again, thanks so much. And please tell us more where we can find your work.

Tom McCarthy:

Yeah. No, hey, thank you, Jason. You're such a powerful example of a young guy doing so many great things. I'm really proud of you, and I'm so glad that I've gotten to meet you and have you in my network now.

Jason Prall:

Thank you.

Tom McCarthy:

One thing just to tell people, look, you're never going to get to the point where you're not going to be stuck in something. It's just the way that growth works. But as long as you have that zest for life, and you still have that purpose, you're going to find ways to continue to grow. And the stuckness is actually a gift because it's allowing you to focus in on something that feels a little bit uncomfortable. It's taking you in a direction that's going to allow you to create a miracle there. So, The Breakthrough Code will be coming out in October. So, I'm excited about that. And then tommccarthy.com is my web website, so you can go there, and there's some resources there. Those are primarily corporate resources. So leadership, if you want to be a better speaker, but also peak performance. So, there'll be some classes on The Breakthrough Code. We're going to have a coaching program on The Breakthrough Code. So if people want to be coached through this, they can come to the website, and they can find out more information, and we would love to help them.

Tom McCarthy:

I just believe in the potential of people. I grew up as a kid whose dad was killed in Vietnam when I was three. We had lots of struggles growing up. I had lots of fears. I didn't think I was as good as other people out there. And the reality is, we're all magical. And when you tap into these amazing potentials that we have, there's nothing you need that's outside of you, honestly. It's nice to get energy from outside and positive thoughts. But everything you have to... Everything you need to achieve what you want is already inside of you. So, getting unstuck is really getting unstuck inside. That's what we're really talking about, and then allowing your brilliance to shine through. So thank you again for having me on, Jason.

Jason Prall:

Yeah, thank you so much, and thank you all for joining us. We'll see you on the next one.

