

**Make  
Your Dreams  
Come True  
Without Risking  
Everything**

The  
**MIDLIFEPRENEUR**

*Your Life. Your Future.  
Your Way.*

**KINGSLEY GRANT**

## Chapter 7

### **LEAVE YOUR DREAM OUTSIDE THE GRAVE YARD**

Always, always, always dream! This phrase is analogous to Sir Winston Churchill's famous speech that inspired a nation at a time that they were possibly doubting the outcome of a war. His words, which are embedded in the annals of history were: Never give up! Never give up! Never, never, never give up!

And so I open this chapter by repeating this phrase: Always be dreaming! Always be dreaming! Always, always, always be dreaming! How does that sound? It might not ring with the booming sound coming from an orator as Churchill, but I hope it's having a similar impact on you as you begin this chapter.

As a matter of fact, if you don't remember anything from this chapter or from this book for that matter, make sure you remember these words: Always be dreaming! Always be dreaming! Always, always, always be dreaming!

I can't emphasize it enough. Keeping your dreams alive and developing new dreams, are like a mother's milk to her newborn baby.

So far, we have discussed the big issues that can tear down your entrepreneurial ventures – the things that can kill and destroy your dreams and bury them. We have looked at how fear, family, friends and responsibilities could become the “killers” of your dreams and shared ways to navigate around them.

In this chapter, you will discover another way to protect your dream and why you will want to do so. It's all about keeping the dream alive and not letting it die within you thereby making the graveyard richer.

As I shared earlier, my mom died with a nurse inside of her. That nurse will never have the opportunity to make a difference in someone's life now. I feel one of my life's mission is to prevent

people from letting the same happen in them.

This was the take-away that I had after listening to one of my favorite speakers – Dr. Myles Monroe – as he spoke to a group of college graduates.

In his speech he shared that a graveyard is one of the wealthiest places on earth.

He explained that a graveyard was wealthy because there are people who were buried there with songs in them that were never sung, books that were never written, ideas that were never birthed, cures for certain diseases that were never developed, and on and on he went. He did not need to say more. I got the message.

After I heard his speech and the analogy of the graveyard, I decided that I did not want to add to the riches of any graveyard. What about you? I realized then that I had something in me that I wanted to get out. Do you have something within you that you long to act upon, that you long to show to the world?

I wanted to live what I considered to be the best life I could live, and I wanted to start immediately. I felt that time was against me. I was in my mid-forties. I had live a good portion of my life already and was closing on the halfway point. Of course none of us really know if we will live out the other half but we cannot focus on that. We have to live now.

I wanted to have my own business; I have since done that. The problem with that is this: it has become another job.

A lot of people who are going after their dream, are doing what I did; exchanged one job for another. Now, don't get me wrong. You might be doing something that is trading hours for dollars, meaning that if you don't put in the hour, you don't make a dollar and you are quite content and energized by that. If that is what you feel that you are called to do and is happy doing that, please be my guest. Don't think that you have to leave where you are as long as you are living your dream doing that.

However, if trading hours for dollars is not what you are energized doing and want to do something, then make sure you are not thinking of another J.O.B.

That is what my practice - my business - became; another J.O.B. I do love what I do as a Therapist. Helping people work through their issues and coming up with solutions that bring relief to their “pain”, is energizing for me. However, it has its limitations.

If I should go on vacation or God forbid, get sick, I don't get paid. That is one thing about an

hour for dollar setting. If you find yourself doing a business like I am, and it is your passion and your dream, then your love for it, makes all the difference. You can eventually put systems in place that would afford you to take time off and still be making an income.

For example. I know of a Dentist who is in the trading hours for dollars business. He loves what he does and he is a very good dentist. He has to be at work everyday.

However, he has systems in place so that if he is not there, he still brings in an income. He has a number of dental hygienist, who does the cleanings and other dental work, and he gets the income from their work. He also has hired another dentist who comes in on certain days and also does the same. He then pays them. That works for him and he can get sick or take time off, and still generate an income.

Some thing else that I wanted to do was to become an author, and I have since written several books. I wanted to become a better speaker so that I could inspire hope in others; I have since given a number of speeches while learning the finer art of speaking through Toastmasters International.

What is it that you are longing to accomplish? Have you been suppressing your dreams, tamping them down inside of you so that you can try to happily float along with the tide? This is average living. This is not living the life you've always wanted. This is settling. I call that, living comfortably miserable.

You might be comfortable where you are because of the predictability and so-called security of a paycheck, but you are miserable or if that's too strong a word, discontented.

Stop hiding your dreams! Stop stuffing them down inside of you, trying to keep them from seeing the light of day. You will suffocate them and they will suffocate you.

Dreaming is good. It keeps you alive; it makes you excited to wake up each morning. Don't you want to have a purpose in life, something that makes you smile at six o'clock every morning or whatever time you roll out of bed? Don't you want to no longer have that dreaded feeling on Monday morning? Don't you want to say "thank God it's morning" rather than, "Oh no, it's morning?"

I know that I want to die having emptied myself of all that God has placed in me. The only way to do that, is explore all the possible options available to me. This is not easy. I know it is not. There are a number of issues that we must work through, some of which we talked about earlier.

Having begun my journey, and at this writing, I'm in the beginning stages of becoming an

Entrepreneur who is creating a result oriented business, I'm learning how to do this thing.

Like you, I'm figuring it out and to some degree have figured out how to go about it. I know I want to do a great deal of online business and also of motivational speaking. I'm more than a year into this new journey - as of this writing - learning and applying what I learn. I have gotten a coach and mentors to help me along the way. This is my investment and my statement of commitment.

Has it been an easy journey? Certainly not.

Has it been worth it? More than definitely.

What about you? Do you want to enrich a graveyard or get the life you've always wanted?

In the words of Steve Jobs to the CEO of Pepsico when he was trying to recruit him to join Apple, "Do you want to spend the rest of your life selling sugared water or do you want to change the world?"

Remember, your life is as you choose it to be.

There was a young Polish girl who was born into a very middle class family in Jersey City. Her mother was a school teacher, and her father was a pharmaceutical salesman.

This adorable little girl was the first born child of six. Her family's hard working values paid off. When this little girl – Martha – was just three years old, she and her family moved out of the city and into the suburbs.

They were now, officially, comfortable middle class citizens. Martha's father, Edward Kostyra, expected a lot out of his children. While he was strict and had high expectations, he encouraged his children to find and pursue their dreams. He didn't want his children just getting by – just existing – in a job that they hated; he wanted them to live their lives to the fullest!

While the family was living in the suburbs, Martha's mother taught her how to bake, decorate and sew, and Martha's father taught her all kinds of techniques to make her into an excellent gardener.

Not only did Martha's parents encourage her to find and follow her dreams, they encouraged her to be hard working. They encouraged her to have – and pursue – ambitious dreams.

Martha worked hard. Really hard. She had an A average all through school, which earned her a scholarship to Barnard College in New York City. Of course, since the Kostyras were a middle class family with a lot of children, Martha had to work while she was in school in order to pay her

expenses.

She was quite a gorgeous girl, so she took up modeling and succeeded at it. This gave her a taste of fame, one that made her decide that she wanted more.

After graduating college, having studied art, European History, and Architectural History – Martha, who was already married to a law student named Andrew, continued her modeling. She was a very beautiful young woman, which won her a measure of success. Until 1965 that is.

It was then that Martha and her husband Andrew had a baby girl. Martha decided that she wanted to embrace motherhood with the same fervency and energy as she did everything else in her life. So, she decided to take two years out of her career to stay home with her baby girl.

Once Martha did go back to work, in 1967, she decided to dabble in the stock market. Surprisingly, maybe even to herself, she was quite successful as a stockbroker. Martha pursued this career for six years. It was then that she realized her passion was her family – her home, her daughter, and everything that she could do with the two.

Martha and Andrew purchased an old farmhouse that dated back to 1805. As Martha began to lovingly restore it herself, she again discovered her deep love and passion for the art of home decorating and cooking.

In 1976, just three years after leaving her successful career as a stockbroker to pursue her passion for home and family, Martha started her own catering business in her basement with a longtime friend. It sounds like a small beginning, doesn't it?

However, it was a beginning. She started on the path of pursuing the dream she have always nurtured. Her friend left the catering company soon as she found Martha's work ethics and extreme perfectionism, too much for her.

At this time, Martha also opened her own gourmet food store, where she sold her wonderful and delicious creations as well as kitchen supplies.

Within the space of only ten years, Martha would become a household name worth millions of dollars – literally. You know her as Martha Stewart.

Can you imagine becoming a millionaire within ten years of the start of pursuing your lifelong passion? I know you might be thinking that you don't have ten years to spare. You would like the outcome, but in a more expeditious manner. As you will see in subsequent chapters or have seen

from your previous reading, this is much easier today than it was in the 70's and even 80's.

Not only was Martha pursuing her dreams at this time, she was also facing some difficulties.

In 1987 Martha and her husband Andrew separated, and in 1990 they divorced. This means that, while Andrew had to help support their daughter, Martha was responsible for both herself and her daughter's welfare.

She was also the head of a booming food and entertainment empire with the launch of her cooking show. Of course, Martha also had to deal with the emotional ramifications of a divorce. Yet, she didn't give up. No, indeed!

Instead, she poured more passion into her business – into her dream – and became even more successful.

All throughout the '80s, Martha was the author of many magazine articles, newspaper columns, and other such pieces of print about food and entertaining. She also authored several books about food and entertaining, including *Martha Stewart's Quick Cooks*, *Weddings*, and *The Wedding Planner*.

In the '90s, Martha began publishing her own magazine, *Martha Stewart Living*, of which she was the editor. It was around this time that Martha also branched out into professional gardening and flower arranging – in her books and magazines and TV show – a throw back to when her father taught her the techniques of good gardening.

As we all know, Martha faced other adversities, too. Especially the trading scandal of which she was convicted and sentenced to serve time in jail.

Through it all, Martha never gave up her passion for cooking and entertaining and creating a beautiful environment for herself and her guests.

Do you feel as if you can accomplish anything that you want? Do you think that you can find success if you follow your heart and pursue your dreams? If your answer to those questions is no, then I have another question for you: are you still dreaming?

If you are not dreaming about something constantly – if you do not have something to motivate you – then you will not be able to envision success for yourself. Passion gets you places. Complacency does not.

Now, I want you to look deep down inside yourself. What is it that you are passionate about?

Can you find that long lost dream – that spark for something that you could never quite

smother? Maybe it is gardening, or woodworking, or painting, or writing, or conducting youth ministries, or going on a mission trip, or traveling the world taking breath-taking pictures or being the next Martha Stewart. Can you identify it? Can you find that spark? Can you rekindle it?

To make your life worth living and to feel or be successful – you must have a passion that drives you. It must be a passion that consumes you and makes you feel as if you will suffocate if you do not find an outlet for it – that is usually an indication of a true passion.

If in your search within to place your finger on your passion, you might find that only a flicker remaining at this moment. That maybe all you need at this present time. That flicker can be fanned into a burning flame. It won't take long for that to happen because the embers are still smoldering hot.

The remaining chapters will become the wind that will blow those embers into a combusting chambers or a roaring fire.

Maybe you already have found what you are passionate about. Maybe you are very much in tune with your dreams and desires. If so, I congratulate you. You already have a place from which to launch your entrepreneurial success; you already have the foundation upon which your entrepreneurial dreams will come true.

Even if you do already know what your dreams are – even if you already have identified what you are passionate about and are fanning that passion into a consuming fire – I still encourage you to continue to dream. Never let your dreams die, and never let the fire of your passion go out.

Surprisingly, the more you dream – the more you feed off your dreams – the more you end up feeding your dream the more your dream and passion grows.

Here are a few things we can learn from Martha Stewart and how she pursued, nurtured and lived out her dreams and built her empire:

- ◆ She had a perfectionist spirit (This meant that she knew what she did was good, but she always tried to keep doing better – she never “settled,” but instead was always growing.)
- ◆ She knew it was perfectly okay to start small and that is just what she did; she started small
- ◆ She was always dreaming
- ◆ She pursued her dreams, always. She kept pursuing her dreams no matter what by taking action



towards them each day

- ◆ She did not doubt herself – when you are dreaming, there is minimal room for self-doubting even when things might not be working out the way planned. Everything is possible (and you must always think that way)
- ◆ She did everything with passion – every waking moment of her life reflected this passion; the thrill of success and the thrill of following the path that she loved. It must be that way

You must, must, must DREAM! You also must never judge your dreams, or yourself while you dream. Resist that temptation and the pull. Judgment ruins the spontaneity of dreams. It takes the pleasure out of them as well.

You are capable of so much more than what you think you are capable of.

Judgment keeps you from finding out your potential, and it puts out the flames of passion.

Think about it this way: if you judge your partner, isn't he or she going to start sharing less with you and doing less for you over time? Of course! Your partner will also become much less happy and will tend to fade out of your life. You already know that judgment has no place in a lasting healthy relationship.

Just as judgment will kill a relationship, it will also kill your dreams. Your dream will distance itself from you and simply fade off into the night. It will eventually divorce you. All you'll have left are memories.

Did you know that dreaming, and acting on your dreams of becoming a Midlifepreneur, could actually be very good for your health as well as enrich the quality of your life?

A published study by Jenni Kulmala, Ph.D., and co-workers from the Gerontology Research Center (GEREC) at the University of Jyväskylä, Finland provides “strong evidence that perceived work-related stress in midlife predicts functional limitations and disability later in old age.”

This study implies that staying in an environment where your stress levels are constantly elevated could prove hazardous to your future health.

What does this mean for you as you contemplate what you should be doing when it comes to your future? Are you going to stay in your stressful work environment simply because you feel there is nothing else you can do? Are you going to stay in it because you are fearful of taking that leap of faith to do something that you know you would enjoy and find less stressful? To do so, could prove

to be hazardous to your health.

This was me as I made that BIG decision in 2008 to pursue becoming a midlife entrepreneur – a Midlifepreneur.

After several years of working in an environment that was highly charged with stress – where my stress levels were constantly much higher than they should be. I knew I needed to do something else where my stress levels would more than likely be lowered. I was afraid of taking that step.

I ended up having to undergo a quadruple bypass surgery. I could have died from the blockages that occurred. The fact that my high stress levels were a huge contributor to my poor health, scared me. I knew I had to do something. I could not continue that way.

I do understand what you are feeling, and I also understand the reason for some of your hesitancy.

Striking out on your own is risky. It is trading something that is seemingly safe and secure for something seemingly uncertain. I get it.

However, what are you offering up on the altar of “security” when you refuse to listen to and follow your dreams? According to this study, it could very well be your health. And further more, how secure is it where you are? What guarantee you’ll be working where you are tomorrow?

You are going to pay one way or another – now or later. According to this study, you could very well be one of those who end up on old-age disability, which according to the study, could very well be avoided because it is an end result of persistent high stress levels. You have to decide. What is your health worth to you? What is your future worth to you?

I wish I had listened to my body back then instead of ignoring some of the signs of my failing health. Even though I can’t say my ill-health was totally a result of the stressful environment I worked in, I can certainly say that my environment was a huge contributing factor.

Maybe you cannot make any immediate changes to your situation. Maybe you have to start pursuing your dreams in small steps (I highly recommend this). If this is all you can do at this time, do so.

This “distraction” could serve as a way to lower your stress because you are doing something you are more passionate about. This small shift have a corollary effect on your overall physiology. You’ll begin to feel better, which in turn reduces feelings of stress.

I've seen this happen on many occasions and have heard from others who have had similar experiences.

You might be thinking, yeah, but what if it adds more stress to my life. Trust me, it will not. Your neurological system will see to it that you are rewarded with the proper feel-good neurotransmitters which will serve as a neutralizer of your high level stressor - cortisol.

I do hope that you will take time to think this through, and make the decision to focus on lowering your stress levels.

Start by pursuing your dreams with small incremental steps. I find that when you are doing the things that you love to do, even though there might be some related stress, it will not be anything like what you are currently experiencing. That is why I'm suggesting that you follow your passion of becoming a midlife entrepreneur – a Midlifepreneur.

In talking with a number of men and women in midlife – or, for those who would rather use the term, men and women in the middle years of life – I have begun to see the need and the importance of living the life you truly love rather than living a life you barely tolerate. The possible consequences of failing to act on your dreams can be devastating.

It's amazing how many women and men in midlife are living “comfortably” miserable lives. I believe that term really did describe me at one point.

Even though I enjoyed what I did in the corporate world, I felt that there was something else within me that I wanted to do. One of the first things that happened is that I realized I needed to be unemployable. By that I mean I needed to be my own boss.

Secondly, I needed to be doing what I felt very passionate about, and third, I needed to be making a living from what I was passionate about. If those three things were aligned, why would I need to be employed by someone else? Hence the word unemployable.

Of course, I had to work through a series of internal conflicts, such as limiting beliefs, fear, doubts, risk-taking and other internal and external issues. What was incredibly helpful for me was to have a supportive wife who believed in me and a few key friends who did as well.

These are necessary ingredients for making changes at any point in your life but especially at the midlife stage of life. They helped me stop judging my dreams.

There were three possible consequences of failing to act that really became game-changers for

me. I believe that they will also become a game-changer for you and for anyone who finds him or herself having similar internal conflicts to what I described above.

While there were many other consequences that I discovered of not following my dreams, these were the most eye opening consequences for me. I believe that if you are going to make that move and do what you love to do, want to do and need to do, you must embrace these three consequences – they will motivate you.

### **Consequence #1: Enriching the Graveyard**

You will enrich the graveyard if you die – I know this might be a morbid subject but it needs to be factored into decisions we make for life. By not singing that song that you wanted to sing, writing that book you wanted to write, starting that business you wanted to start, etc., you will have made the graveyard richer.

My mom added to the graveyard riches, and I know a number of others who have added to those riches as well. If you have a dream that you are not attending to in some way, you will do the same. Don't let your dream die within you.

### **Consequence #2: Living the Last Few Years of Your Life Filled With Regrets**

This was one of the recurring thoughts that haunted me as I fast-forwarded my life and wondered if I was going to ask the questions “What if?” or “What would have happened if?”

Yes, there will always be a few things that you will ponder – a time or two you will question your decision – no matter what path in life you choose, and I'm not sure you can get away from that. However, the big questions of life such as “What if I had travelled more, loved more, spend more time with family and friends, etc?” are the ones I wanted to avoid. They are the ones that I am sure you want to avoid, too.

I decided to do reverse engineering, which means looking at what I would be doing differently and see what I can do about it now. I have begun reaching out to and spending more with friends and families to make sure I do as much as I can to lessen the size and number of my regrets.

### **Consequence #3: Not Leaving a Legacy**

Now, you can certainly leave a legacy as a great dad or mom, husband or wife, employee / employer, and so on. However, while these are very important, I am speaking of something else.

Again let me say unequivocally that they are important and should be focused on. However, the

legacy I am describing has to do with your contribution to the “world” – your world. That place of influence you have. Here is how I look at it: whose life is made better because I was here? That’s the legacy I’m referring to.

So, what dreams do you have within you? What do you long to bring into the world? Can you put it into words, while painting a picture of it in your mind?

Dream!

I can’t emphasize this enough! You must dream and never cease to do so.

Your dreams are the foundation of your entrepreneurial success. So, always, always, always  
DREAM!

Thanks for taking the time to read this chapter. If you received something of value from it, I would like to hear from you and also get you on my team.

### **Here's how you can help:**

1. As soon as the book is released, I would like you to help me get the word out **through your social media channels**.
2. Sign up on my website at <http://www.kingsleygrant.com/midlifepreneur> and be notified of the book's release but also for a discount code that would **ensure you get the lowest price for the book**. I'm launching at a discounted price, but the price will increase to \$11.99 within days. You will be guaranteed the lowest price no matter when you sign up.
3. Leave me a review on Amazon, once the book is released. I will send the link to you for such.
4. Give this FREE chapter to at least one person.

Follow me on twitter at: [@kingsleygrant](https://twitter.com/kingsleygrant)

Facebook: <http://www.facebook.com/relationshiphealthandwellness>

More about me: <http://www.kingsleygrant.com/about>

**A BIG THANK YOU!!!**