

It's Time To Get What Makes You Tick

*What makes us Tick
is working with
people to
discover a deeper
connection to create
heart-centered lives
and businesses.*

**By Jan H. Stringer
and Alan Hickman**

*Co-Founders & Co-Authors
of BEE-ing Attraction*



IT'S TIME TO GET WHAT MAKES YOU TICK



“When you get the deeper understanding of what makes you tick, you anchor your dreams in a solid foundation, while giving them wings at the same time.”

Jan H. Stringer, Founder

By Jan H. Stringer and Alan Hickman

*Co-Founders, Perfect Customers, Inc; Co-Authors,
BEE-ing Attraction: What Love Has To Do With Business and Marketing*

IT'S TIME TO GET WHAT MAKES YOU TICK

Authorized BEE-ing Attraction Wizard Training by Alan Hickman and Jan H. Stringer

About Us:



Jan H. Stringer – “Pioneer of Heart-Centered Business,”
Business Intuitive, Author, Speaker, Trainer, and Coach.

Jan started an evolution of businesses being created from the inside out, doing what they love for a living. She has worked with a global audience of entrepreneurs and companies to achieve more success using her proprietary methodology. Her legendary message was launched in the book ***Attracting Perfect Customers: The Power of Strategic Synchronicity***. Following her success, she and her partner Co-Authored a book that is known as a fresh angle at doing business in the new economy called ***BEE-ing Attraction: What Love Has To Do With Business and Marketing***. Additionally, she is the Founder of the Authorized BEE-ing Attraction™ Wizards School, training people who want a deeper connection within themselves, their business and a tool to share with their clients.



Alan Hickman – “The World's Greatest Cheerleader”,
Relationship Intuitive, and Catalyst for Spiritual Growth.

Alan is a renaissance man with many years in corporate sales management, cash market oil brokering, a political candidate for The United States Congress, teacher of The Transcendental Meditation™ program, and graduate of The Pennsylvania State University College of Arts and Architecture.

Alan was one of the early adopters using the BEE-ing Attraction™ Planning process while he incorporated it with people in his career. Ultimately he came to be an integral part of the development of the process and the company as a partner with Jan doing what he loves for an expanded audience. Alan says, “This is what I was born to do” and is joyfully transforming business and personal relationships daily.

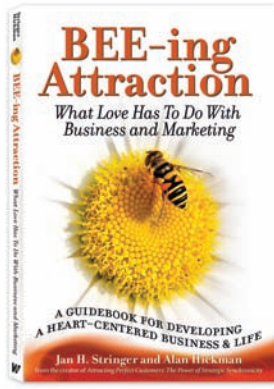
Jan and Alan are marriage and business partners residing in Santa Fe, NM.

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Our published books:

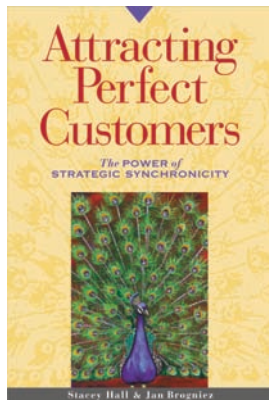


BEE-ing Attraction:

What Love Has To Do With Business And Marketing.

Create your own personal economic recovery package, by opening your heart and letting the love flow in your business!

<http://bit.ly/Bee-ingAttractionBook>



Attracting Perfect Customers:

The Power of Strategic Synchronicity

Learn the basics of how to attract the perfect customers for your business. This book has been instrumental in teaching businesses to apply the Strategic Attraction™ planning process to attract key relationships in business.

<http://bit.ly/PerfectCustomersBook>



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Introduction

What makes you tick is the most important thing that you can discover for your self because it is the foundation upon which you will build a heart-centered business. In essence, it is the heart of the business because it comes from the soul of you!

We have found that when YOU make YOU the center of your marketing plan, your business will form naturally with products and services that are a match with your heart and soul. When you make YOUR TICK the heart of your key products, service and message, then people are drawn to you because they resonate with the same thing. Your perfect customers want what you want — that's the law of attraction. The result is a perfect fitting match doing business with people you love in a business that you love. Now that's attractive!

The time is now to create a business that connects your soul to your goals and begin taking actions that are in total alignment with who you are inside. Begin now to form connections with other like-hearted people. Have the courage to express what you truly want from a deep connection and believe that you can have anything that you truly desire. BEE-lieve it — it's true.

This E-Guide is a way for you to get to the heart of what makes you tick and we're pleased that it has found its way into your life at this particular time. We feel that this is a sign that you are ready to know this powerful truth for yourself and it brings us great joy to share it with you.

***Jan H. Stringer
and Alan Hickman***

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Jan GETS her TICK — at an even deeper level

After years of working with people to get in touch with what is most important to them in the world, what they are passionate about, what their core purpose is, their Soul's Title, what makes them Tick—Jan had an ah-ha moment for herself! Her moment might seem to be obvious to someone else; however, to her what was revealed in that instant is truly what makes her Tick.

Jan describes her TICK experience:

"I was speaking with our publisher during the writing of our book, BEE-ing Attraction. Nancy had offered to review the progress of this manuscript to see what needed to happen next. Before I sent it to her to review, I spent over twelve hours implementing changes suggested by my editor, redrafting chapters, moving the sequence around, and so on. Then I sent it out to Nancy to take a look. When we spoke again to discuss her findings, Nancy was very quiet and not her normal, bubbly self. I felt a bit uneasy inside and was starting to fear what I might hear about my writing. I noticed as Nancy spoke that I felt defensive inside and a bit of anger rose up. I bit my lip to keep from saying something sharp in retort. When I noticed my emotions I knew this was a signal that something was not feeling right to me. I heard the suggestions being made but was internally rejecting them. Finally I spoke up in as polite a manner as I could muster, saying that there was something missing in this conversation.

What blurted out were my true feelings that had never been fully expressed until this book was attempting to emerge—the carrying forth of our teachings on a deeper level. Later after we hung up, I realized that I had just birthed my Tick and the essence of this second book—stories that

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illuminate the work I've done with our clients! It's the BEE-ing in action. I chuckled to myself, which is something I have come to recognize as a sign that the truth has been revealed, that after all of these years I had finally come to truly understand, and appreciate, my own true purpose.

I realized when I started the business and the first book was written, it was all about sales and marketing; however, what was inside of me now was the desire to work with people in a deeper, more heart-centered way. It explains why every 'advanced-level' program focused on what makes a person Tick, what makes their heart sing." (—excerpt from BEE-ing Attraction)

How to find out what makes you tick

Step One

To begin the process, use the following questions to work with yourself to identify your inner voice:

- What gets me up in the morning?
- What am I 100% committed to?
- What is the most important thing in the world to me?
- When I am enjoying my life the most, I am doing this, what is this?
- What makes my heart sing?
- What do I love doing so much, that I would do it all day for free?
- What do I want to achieve before I leave this world?

Spend time pondering the answers. Don't worry if they don't come to you easily — this is a process that expands over time.

Start with where you are and let your TICK evolve with you.

In other words, you may only have one word or two that really describes what is important to you. That's ok.

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Step Two

After you answer the questions above, circle different words that jump off the page at you, and that grab your attention.

See if you can craft a very short, brief statement using some of the circled words.

Step Three

After you get your statement, see if you can condense it into a truly impactful statement that consolidate all of who you are into just a few words.

➤ **TIP:** You can't do this wrong... so play with it and allow it time to mature.

Step Four

When you get to your tick, the core tick words, you may experience these sensations:

- feeling scared
- feeling tickled
- feeling relieved
- laughing, chuckling or grinning
- wanting to cry
- feeling humbled
- feeling authentic and powerful

Examples of ticks shared by other people:

- ✓ Being a catalyst for a new reality in the way businesses operate
- ✓ Being a legacy builder
- ✓ Connecting with people
- ✓ My family
- ✓ Being voice of feminine spirit
- ✓ Healing others with my gift

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Enjoy this moment! You are on a journey of discovering who you are and how to language it with words that resonate with your heart and soul. Allow the vibration of the words to come from your heart, let the tone or sound of them sing in your ears. It's all good.



**I Got What
Makes Me
Tick!**

Now, listen to this powerful experience shared in this Audio Recording:

There is nothing more exciting than having your own personal experience in getting to what makes you tick, and that moment is something that you will remember for years to come.

In this audio, Jan steps one of the tele-class participants through a discovery and deeper understanding about what is most important to her through a series of probing questions. As you listen, you can hear the woman getting closer and closer to what she is all about and then POP, her tick comes through in a moment of clarity.

Many times, when someone gets to what makes them tick, they report having an immediate reaction that can be seen on their face. The person may get a large grin on their face, they may want to giggle or cry, they may feel butterflies in their stomach area...all signs of recognition that they have experienced getting to what makes them tick.

This audio — listen or download using the links on the next page — is a live interactive

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class (please excuse the background noises pops and crackles and understand this was done over the teleconference line). LISTEN as if everyone in the class is speaking to you. Do this and you will receive the guidance for stepping through your own discovery process. It helps to work in partnership with another person as you are doing this for yourself. When you get your moment of awareness, let us know what makes you tick, we can't wait to hear!



Click this link to listen: <http://www.byoaudio.com/play/W7KdfLKT>



Click this link to download: <http://bit.ly/AudioDownloadBeeingAttraction>

TRANSCRIPT for Audio class:

Jan Stringer: Greetings everybody. This is Jan Stringer and Alan Hickman and we are so delighted to be here.

We are the founders of Perfect Customers, Inc., and what we're all about is making sure that businesses have customers that are a perfect fit; people to work with that they love. Our topic for today is about how to get more in touch with what makes you Tick, so that your business relationships are a match for who you are on the inside. Our exploration today is to discover what that looks like and how I would go about getting in touch with that inner part.

We like to use the analogy of a lighthouse.

The lighthouse is you and when you are letting your light out, it is shining brightly, people are going to see your light. The people who see your light are the ones that you are meant to be in relationship with; that relationship may be a friendship, or it may be a business relationship.



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This example works in all areas of life, and so when you turn on that inner light, you get brighter and your signal, let's say, sends out a frequency. Your frequency is sent out over a larger and larger area as you become more clear about your purpose (which as a Lighthouse – is to shine your light).

The purpose of our call today is to have fun talking about how we can let our light shine a lot brighter and get that light out to as many people as we're meant to be working with, attracting a perfect match with other heart-centered people like you.

(Jan invites people to share.)

Lisa: Hi, Jan. This is Dr. Lisa in Phoenix, and I was just taking some notes because I know I like to help people but I think that's just such a general term. All doctors want to help you. However, we want to help patients not just to feel better physically, I want to help people to feel better about themselves. One aspect of my practice is to get them on the right track eating and to exercise and not just because it's the right thing to do for your body, it is meant to help them feel better overall.

(Jan asks Lisa if she could interact with her about what she just said.)

Jan: If I were going to ask you, based on what you have just said, what would you say makes you tick? If you will look at what you've written down when we asked you to write down some of your answers to our questions, such as: what gets you out of bed in the morning, what is important to you, what am I 100% committed to, what makes my heart sing..... see if some of the words you have written start to stand out on the page.

I'll give you a moment to circle those words.

And anybody else who's listening in, go ahead and write down what you think makes you tick by answering the same questions. Write down what inspires you, anything that you love to do, anything that when you're in the zone of this space of doing this or BEE-ing this, it's just delicious. It's yummy.

(Jan goes back to working with Lisa.)

Lisa: What I have noticed is that most of my words were about making things — basically making things better and accomplishing things.

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Jan: So, if I were to ask you, Lisa, about the first name of someone that you are working with already, who is someone that you love to work with AND they willingly accept the work that the two of you are doing together – what is their name?

Lisa: Bob.

Jan: What can you tell me about Bob?

Lisa: Okay, as a patient, he's compliant. First of all, he's ready to — the word is ready to heal. He's compliant with the recommendation. He's ready to — and always makes his appointments and keeps them.

Alan: Now, when you look at Bob and you describe him as ready to heal, compliant, ready to make appointments and keep them, what do you think makes someone like that tick?

Lisa: I think he is more like me. He wants to resolve his condition so he can move forward and be fixed (healed) in his life. And I guess, now talking with you guys, that's how I am.

Jan: Yes! So now, I'm going to ask you a question and it's not like any of that's wrong or anything. We just want to delve a little bit deeper, okay? You mentioned that you have a desire to make things better and to accomplish things. What is so important to you about a sense of accomplishment?

Lisa: Well, probably going back to childhood doing it right and getting recognition.

Jan: Yes and what is important to you about when you feel accomplished doing the kind of work that you do. What is that for you?

Lisa: It's what I set out to do every day; it's what I went to school for many years to study and the passion that I have for what I do, to accomplish these things and to get patients better so that they can accomplish things. It just seems to be what I've always been about since I was a little kid

Jan: So, who you are is someone who has a sense of accomplishment because it feels like there's something even more, and you like to feel good. I love to accomplish as well. And on some days, what gets me out of bed is something even more than that.

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Lisa: I have to really think about it because it's going deeper than I'm able to figure out at the time.

Jan: Just inquire into what it is that makes you Tick and see what starts to bubble up and you may start to see that there's something around accomplishment, around healing, and making a difference. I mean, those are just some of the words I heard you say that may be in addition to the accomplishment, there's something more that wants to bubble up.

Those are some of the words that I would use around someone who has an ability to accomplish, who has the ability to plan and resolve. It could also be described as a visionary. It could be a leader. And so that's what I would add when you look at ... what makes you Tick is about being a leader in your industry or your life.

What I am getting to say is that inside of this sense of accomplishment, there's also an aspect that maybe you're not even owning about yourself. It could be like your visionary skills, your leadership skills, and the ability to make a difference.

Is there anything that comes up for you right now that you're noticing?

Lisa: I think you just hit the nail on the head with leader!!

Jan: Great — so if you are going to come up with a statement about your leadership, how would you describe your leadership? What makes you Tick as being a leader?

Jan: Here is another way to think about it: If you were going to give a title to what makes you tick, let's say you're going to write a book about it and your title said something about leadership. What would you call someone who's a leader of _____ (fill in the blank)?

Lisa: I guess, I'd say trusting your intuition to the best leaders in your life.

Jan: Beautiful. Let's put it in the form of what makes me Tick is, how would you say it?

Lisa: What makes me tick is working with people in situations — working with others who trust their intuition enough to trust me to lead them.

Jan: Okay, you're getting close. Your lights haven't quite come on yet, or you haven't felt that click, click, click yet — Right?

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Lisa: I can get that because it's much closer now than it was 40 minutes ago.

Jan: Right.

Lisa: Or even 10 minutes ago. Trusting those with intuitive feeling, I'm writing it down as I'm saying it.

Jan: Okay say it again and always start first with ...What makes me Tick is

_____ -

Lisa: So, what makes me Tick is – (Lisa hesitates)

Jan: What if you were to say, what makes me Tick is being a leader...

Lisa: What makes me tick is being a leader for those whose intuition is ready to trust me and my skills to help better them or to help them.

Jan: How about being a leader of those who are ready for healing.

Lisa: That's so simple. Thank you. Could you say that again?

Jan: What makes you tick is being a leader of those who are ready for healing.

Lisa: So easy.

Jan: Yeah. See, I can just feel your body relax when you said that.

Lisa: That's it. That's it. That's absolutely right, because it's the healing and they're ready and my being a leader put it together.

Jan: Yes.

Alan: Bingo.

Lisa: Wow, the light bulb went on.

Jan: Light bulb, tell me about it. What are you noticing?

Lisa: I'm honing in and that is Bob.

Jan: That's Bob. Yeah. He was your mirror.

Lisa: Yes.

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Jan: Beautiful.

Lisa: This is wonderful. Thank you so much, and I have to look at this and put this on the mirror everyday and know it.

Jan: Because that's what will get you up in the morning when you have those challenging days — like the song goes "I had a bad day." And the next day you wake up AND what will inspire you to move forward is that statement:

What makes me Tick is being a leader of those who are ready for healing.

You'll say "send them on." That's your light shining brightly.

Lisa: I love it and that's what I will say because that is exactly how I feel now — I feel better. My heartbeat went down. My shoulders just relaxed. My breathing is easier. It works.

Jan: Right and included in that, there may be some accomplishment and stuff like that. But that sense of accomplishment is what comes when you're being in the zone of what makes you Tick.

Lisa: That's what I was just thinking. The sense of accomplishment will arrow right back to this statement.

Lisa: I feel it. I just feel energy like chi flow right now. This is great.

Jan: I love it.

Alan: There it is.

Lisa: Thank you so much because it seemed to me that there was something that wasn't connecting. I knew what I wanted to connect with or attract but just saying it or writing down all of Bob's qualities, didn't take it to the next level. I believe this has finally gotten a little bit deeper and we've peeled off another layer.

Jan: Yes.

Lisa: Thank you.

Jan: You're welcome. Thank you for demonstrating for everybody.

Here is a recap of the experience of what was happening with Lisa. First of all she started

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with where she's at — the information. And she was willing to look deeper. She answered a few questions about her inner most desires, and then I asked her to go deeper by looking at what's so important to her about that which she had written down. In her case, it started to be about accomplishment and making a difference. Then as she delved into what was under this driving part of her, she found out that she was passionate about being a leader to guide people who are READY to go forward in their whole life. And that's just one example of a way that you can take your statement to a deeper level.

Well, we're going to just wrap up for our call today, and I hope today was really useful for you. And some people might be interested in learning how you could go to a deeper understanding for yourself about what makes you tick, so that you can begin to align all of your business and personal relationships to be in harmony with what is most important to you.

If this is something you desire, you may want to participate in our BEE-ing Attraction Wizard Training Program; this is where people like you who want to go to a deeper level in their understanding of what makes them Tick, participate. You can learn how this valuable wisdom will align with your business, how that aligns with your personal life, and how you can be able to share this valuable tool with your clients, customers and loved ones.

TRANSCRIPT ENDS

Attractively with LOVE and GRATITUDE,



Jan H. Stringer and Alan Hickman

Co-authors, BEE-ing Attraction: What Love Has To Do With Business And Marketing

Give us a call if you have any questions or would like to connect. 505-474-5348

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BEE-ing Attraction Planning Part Two

IDENTIFY : What makes ME and MY perfect _____ tick?

Write a few sentences:

Based on the Law of Attraction, like attracts like, therefore, what makes you tick is also what makes your perfect customer tick.

Use the following questions to deepen your understanding.

Finally, write down one sentence that combines your answers to all of the following questions:

Select from what you have written a few key words. You will notice they act as a sort of "code" holding the energy of all you have written.

Write them below.

My name is _____ and what makes me tick is:

What do you want to achieve before you leave this world?

What are you doing when you most love your life and feel that you were meant to be doing this more?

When you get to the bottom of your tick, it always seems to be an ah-ha moment. While everyone may experience it in a different way, some of the reactions that you might have when you truly get to your tick are:

- feeling scared
- feeling tickled
- laughing out loud and wanting to cry at the same time
- smiling from ear to ear radiating light from your face
- feeling humbled

While Part 1 is a long list of qualities and attributes, Part 2 is one statement. Refer to CHAPTER 3 of BEE-ing Attraction- "What Makes You Tick" to help you answer this part of the plan.



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What do business wizards do in this economy?

These days, if you seek advice from your fellow business peers or tune into any one of the mass (and massive) medias, you'll find that most want to convince you that:

- Business is tough all around.
- Business is much more of a struggle every day.
- Business is not nearly as rewarding or fun as it used to be.

It's a "changing landscape" out there ... time to take cover and hope to ride out the storm, right?

Wrong, WRONG and WRONG!

You WILL be driven into business extinction if you believe the "truths" of struggling business owners and business "specialists" who are telling you to ...

- Pull back,
- Lower your prices,
- Stay small,
- Retract and
- Work longer, more tedious hours.

That's no way to live. And it's certainly no way to do business. We don't believe in giving a single day – not even a single hour – to struggle, obstacles and stagnation, especially given the fact that you're not just a business owner – you're a Business Wizard!

**That's right. You are your own Business Wizard.
And we're here to bring out the Business Wizard in you.**

You have the ability to start right now, right where you are, and build the kind of profitable, rewarding business you wish to have.

So, what's it going to be? Are you going to stay ducked down there with a trashcan lid over your head? Or are you ready to step into the business you really deserve through your own act of wizardry?

Click Here to read more ... <http://bit.ly/bawizardonline>

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