Kylie: Welcome, ladies and gentlemen! Welcome, welcome, welcome. We have on the line with us tonight, the fabulous Carl Massy, a friend and colleague of mine. He is a fantastic guy, and I'm so excited to have him on an interview tonight to share with you ladies—and the few guys that are on my tribe too—about some amazing happiness tips and strategies that Carl has been studying for many years.

So, Carl calls himself a 'happiness strategist', and it's a result of combining his 20 years as a strategic planner with a decade of research into happiness with a focus on discovering exactly what that high happiness ROI's going to be. In his past life, he was an Army Major, and then an Olympic Games consultant before following his bliss into this industry as an NLP master practitioner, fitness trainer and Reiki master.

He's now all about helping individuals and organizations understand the biggest do's and don'ts to increasing their happiness and health with his programs, books, and seminars. He just recently launched his recent book, *The Guide Book to Happiness*, which is so awesome. Congratulations, Karl, on that. And it's going so well. It's going so well. Welcome, welcome.

Carl: Thank you ever so much for the opportunity, for this interview and this tribe, and to share some of what I've dug up and I've learned over the last 20 years or so along the way.

Kylie: Yeah, fantastic. I mean, let's get straight to the meaty stuff, Carl. I mean, what would be some of your top happiness tips for someone who might be struggling with their happiness, or a bit low on energy, or just really not feeling the vibe in their life? What would be some of your top tips that they could go to straight away to get some really good ROI as you say?

Carl: Totally. Kylie, I'd say we look at past, present, future, as sort of – from my strategic perspective, I'm looking at what can we do. It might be something that's holding us back from our past, it might be some old belief, like it's a loop recording [inaudible 00:02:24]

First and foremost, we want to get an idea of what is playing in our mind. Not only what are the thoughts playing and loop recording, but what are the behaviors? Particularly if we're dealing with negative emotions, we feel it sucks getting stuck in there. We sort of try to understand what are the triggers, the causes, what's it look like, what do I say to my self, you know, how am I moving.

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So, first and foremost, get conscious, more conscious about what might be playing behind the scenes.

Kylie: So, that's so important, awareness.

Carl: Totally. I mean, the experts tell us that we're only conscious of what we're doing, thinking, feeling, behaving, sort of something like 2 to 5 percent of the time. The rest is on what I call – for me, it's about – you know, what are the programs running in that [inaudible 00:03:14] So, that's one of the first places to look at, is to become more aware. And that just might require us to slow down.

And in this day and age where we're just rushing, my first tip would be to slow down. Slow down and pay attention to what we're doing, not doing, bring more consciousness into this living and this life that we're doing. So, that's the first point.

Kylie: Great tip. Love it!

Carl: Yeah, if we bring it into the present, sort of looking at specific strategies that I can do now, so I want to look at my thinking, my feeling and my behaving. So, I sort of say, "What things can I do now consciously that are going to change how I feel in this present moment?" And, you know, there's some great ones from some of the research out there.

One of the best which keeps popping up time and time again is gratitude, gratitude exercise. Again, huge return on investment, like, two minutes a day feeling good, which can carry on for a considerable period of time. And that's [inaudible 00:04:23] too. When you're feeling yourself in a funk, just take a step back, lift your head up, look around, shift your vision, and sort of ask that question: "What am I grateful for?" And keep asking until it pops up.

It causes different brain chemicals to move, so it's actually causing us to go into a different emotional state. So, that's a big one.

The other ones is – I've got big three that I say, big three behaviors. Number one, move the body. It's not only good for the body, but it's – again, there's a great book called *Spark*. And Dr. Ratey, I think his name is, just talks about the mental benefits of that as well.

Kylie: Yeah, so important, just to get the blood moving.

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Carl: Absolutely! And then there's different hormones, chemicals within the brain that help neurogenesis, that help your brain function at a more optimum level. So, it's not just the physical thing. I think that's where people get caught up and go, "I'm not really into the physical." But if people understood how much difference it made to their physical and mental well-being as well.

Kylie: Yeah, I've seen some brain scans of Dr. Amen that's worked on doing some amazing brain scans on people who have done different types of – had very different lifestyles and with some very simple kind of tips. And movement was a big one. Then, the blood flow to the brain and the connections between the brain are starting to work better. Of course, you're going to be happier when your brain is working better. I mean, you're going to be sharper and more able to think about things.

So, I think that's a really key point, that's it's not just about "Oh, I've got to look fit" or whatever. This is like a real key strategy for your overall well-being and for your brain to work properly.

Carl: Absolutely! One of the biggest things we're facing today is stress, high levels of stress. So, exercise increases your stress threshold. So, it's – again, someone gets caught up and just the body thing is just sort of missing the bigger picture with it.

So, again, if someone started from nothing, the first thing I say is, "Just move the body." And if you're doing nothing, start with something, and you might just gradually work up from there. And at some point I think it kicks in where someone goes, "Yeah, this is good. I got to keep doing this."

Kylie: Yeah. It's so great when you see that light switch on and people start setting their own challenges for themselves. It's like, "Yes! You've got it now."

Carl: Yeah, click the now, click form a habit. Absolutely.

Kylie: What's your next one?

Carl: Next one, meditation. I just keep bumping up against it in every book I read. And I've read hundreds of book. Time and time again. And there's a guy, Herbert Benson, who wrote *The Relaxation Response*, and he calls it the relaxation response, which is at the opposite end of the spectrum to the fight or flight stress response. Again, he's researched meditation for 30 years.

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I mean, there's just so much stuff that supports meditation for brain function, increased brain function, increased attention, activating the parasympathetic nervous system. So, that's sort of relaxing the body so the body can do the self-healing thing that it knows how to do automatically. So, it's giving our body the chance to do what it does best, and we need to do these things.

When I talk about meditation, I say to people like, "Once upon a time…" because we live in an over-stimulated modern era. Once upon a time, there were gaps between moving from A to B. Maybe you're looking at the window daydreaming and see you going on the bus or the train or car or – because our lifestyle's so much that we're so overstimulated, we physically need to chisel out time in our day to actually do this thing, because otherwise it's something that we don't get to do, and our brain doesn't get that chance to rest. It doesn't get that chance to rejuvenate. It doesn't get that chance to slow down. So, again, meditation is for is an absolute must.

Kylie: Yeah, absolutely. And so, tell me – because I know there'll be lots of people thinking, "Oh God, meditation, how am I going to fit in? How am I going to make it work? Where do I start? Do I need to sit and look at a candle? What would I do? How long is it going to take?" Tell me.

Carl: First thing I say is, "Get in the habit of showing up."

Kylie: Just show up?

Carl: You just want to start the habit of going, "This is important. I'm going to show up." So, for me, I just got to – in my office, I just have a pillow that I sit on. So, I wake up in the morning, after my ablutions, I come here and I sit down and I meditate. I listen to a guided mediation. And I sit there as long as I'm comfortable sitting there. So, I've got into the habit now where I can do it longer.

But I say to people like, "If you do two minutes, three minutes, four minutes, five minutes, it's all good." You're just in the habit of showing up. And then you start going – and it's not about judging the mediation; it's "How does that make me feel for the rest of the day?" "Hey, I feel a little bit more cool, like I'm handling things a little bit easier."

So, get in the habit of showing up. And don't judge it. And this idea, like, if someone goes into meditation thinking that they're going to stop their thoughts – any people thinking they're going to change their negative thoughts, so they're

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not going to have negative thoughts, as soon as you start thinking that, you're doomed [inaudible 00:10:21].

Kylie: It's judgment.

Carl: Yeah, absolutely. And you can't stop it. Like, the mind will throw stuff up. And I'm sure someone who's meditated for 10 years still has random wacky thoughts come up, and it's like, "Where the B'jesus did that come from?" No idea. It's just random, random thoughts.

So, I think taking that into meditation as well and just go, "I'm just going to close my eyes, I'm just going to follow my breath in and out, my head's kind of warmed up, I'm just going to bring it back, I'm going to breathe, watch my breath, it's going to wind down, I'm going to bring it back" and just be cool with that and start with just getting used to physically sitting down for a period of time. And I suggest sitting on a chair if you're more comfortable with that—I'm cool now with sitting cross-legged—and it might be sitting on a couch cross-legged.

What you want to do is have your back straight. There's energy there and you don't want to fall asleep. So, you don't want to meditate in bed; you want to remove your self and you want to go to the same spot everyday, and then you create an anchor, so your body automatically knows, "Ah, meditation time. I'm just running the program." So, again – and I'm having a better day. That's number two.

Number three is green drink. I'm an activist on the benefit of it, like it's just –

Kylie: You are a green drink freak.

Carl: Yeah, absolutely. It's a micronutrient fix. High level of nutrients, low level of calories, I mean, the idea of health formula. Now, we want the most amount of nutrients for the least amount of calories. And I think if you have a green drink in the morning, it allows a little bit more flexibility through the day.

And the thing that I just like to say is, like, with exercise, meditation, green drink, what they are at a psychological level—and I'm getting excited here—is, they are acts of self-love. And even with doing this stuff, we're telling ourselves we love ourselves. And this is the biggest thing that holds us back, because we forget about it, and our body knows what's good for it.

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So, when that green drink is coming up to the lips, every cell in the body is just like, "Woo-hoo! Bring it on! Bring on those nutrients! Loving it!" And it is. You're telling yourself, "I love you. I love you. That's why I'm giving you this nutrient. I know it's good for you. I'm meditating because I know it's good for you. And I'm exercising because I know it's good for you and I'm treating my self with that self-love."

So, those are my big three self-love daily rituals. If you do nothing else at all, physically move the body, meditate, and green drink.

Kylie: They're some fantastic practical tips, Carl. I love it. I love it. They're really simple things that people can implement. Yes, they're a lifestyle shift and they're a mindset shift, but they're quite simple actions to do—you know, throw a cucumber, some lettuce and spinach, coconut water in the blender, and boom, you got a green drink. You just sit down and meditate for a little bit and get up and go for a walk. And that's it. Tick, tick, tick, you're done.

Carl: I call this like a morning reboot or daily reboot. So, it's like, it doesn't matter what happened yesterday. Let that go. I can't change it. What can I do today? I put myself in the greatest state which is going to lead to my highest likelihood of having that successful day. So, those are a great way to start that.

And I sort of use the analogy. I say – It's like that lead athlete going out into the field to ensure that they play their greatest game. There are certain things that they do before they step on to the pitch or step on to the field or step on to the court. They warm themselves up. They mentally prepare themselves, psyche themselves up. Maybe they hydrate themselves. Maybe they have that mini snack. Whatever it is. So, that is likely to lead them to having the greatest game. And that's how we want to live our life; we want to have a greatest day. So, the sum of great days is a great life.

Kylie: I love that. The sum of great days is a great life. I love it. I love it. And so, how soon – if someone's really feeling a bit blue, how soon after beginning these strategies would they start to notice results?

Carl: I mean, some of these things, meditation, it's like trying to judge and say, "After a week, I'm not feeling it." Again, there's some of these things you just got to trust the process. Exercise. I think you can feel pretty good after – I very rarely or ever got to the end of an exercise session and go, "Geez, I wish I hadn't exercised."

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Kylie: I regret that exercise.

Carl: Yeah, it just doesn't happen.

Kylie: It just doesn't happen, does it?

Carl: So that you'll feel good straight away, exercise, green drink straight away, and meditation. You just got to trust it. There's just too much research to say that it's not great. Gratitude exercise and start feeling juicy straight away. There's a great research that suggests that doing those gratitude rituals over a 30-day period actually can raise your happiness level up by 25 percent. And I forget who conducted the study. Again, those are things that make a difference. You know, I do want to share like, get one thing before in we wrap up, and that's this future bit.

Kylie: What's the future bit? Yeah, yeah.

Carl: The future is about – the research again sort of says it's about the journey. So, it's not so much about getting to the destination, because when we get to the destination, we got this thing in our mind which adapts us to the new conditions.

Kylie: Yeah, and then set a new goal.

Carl: Yeah. So, we adapt to it and we go, "Yeah, okay. Is this it?" And it's the journey to get there. So, the thing about the future is not only having a goal to go to, but I'm big on meaningful goal. The more meaningful that goal is, the more meaningful someone's life becomes, and the more they're likely to experience true happiness. So, for me it's about worthy goal. And I've got the three G's. The three G's are: Is this goal good for me? Is this good for others? And is this goal good for the greater good? And when I say greater good, it's like, is it good for the environment, is it great for legacy, is it great for the community, is it making a difference?

So, when we connect to that and there's like – Earl Nightingale [inaudible 00:17:11] says, "Success is the progressive realization of a worthy goal." So, it's like, even when we're moving towards this thing, we feel good about ourselves, because we know we're going in the direction of something that we already deemed worthy. So, that's what I think is one of the other cases to really understand what is our value and what is that future value meaningful goal that you can have in the future. And I think it's about – this is getting into the heart and bringing forth the best, the most unique you, like – for me, that's the

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meaning of life. It's fully embracing our uniqueness, express that in service to others.

Kylie: Absolutely, I fully agree.

Carl: Yeah, so this is a meaningful goal, like it's aligned with your self. So many people are following someone else's plan. And that is not the true path to happiness. You want autonomy. So, again, psychologists say, "With autonomy comes increased well-being, emotional well-being." So, that worthy goal, but – it's like deeper meaning. And that's the thing that's going to get you through the obstacles, the inevitable obstacles.

Kylie: Yeah, because there's always challenges along the way, even when you're doing something that you love and that you're aligned with. There's a kind of myth that things should always be easy when I'm doing something that I love or I'm doing something great or something – that there should never be challenges. And that's just simply not true. There's always challenges.

Carl: Absolutely. I think the Buddhist – Buddha talking about that life is a struggle, or along those lines. I think I'd sort of – might've sort of reframed on that now as to say that the acknowledgement recognition that we need to have resistance in life in order to grow, and it's not unless we're growing that we feel fulfillment in life. So, this idea like – and I use the example of muscles.

So, muscles will not get bigger unless we have a resistance against and our body says, "Whoa! We've got too much going on there. We need to build ourselves bigger so we can overcompensate for it this way. Same thing emotionally. Same thing mentally. So, I think this challenge is a stuff that shapes us, allows us to grow into the best expression of ourselves. So, as much as we hate it sometimes when this resistance is there, it feels like – can I say the S-H-I-T word?

Kylie: Go ahead.

Carl: It feels like crap. We feel completely shitty. We're just like, "Oh, what is this?" At one point we'll be able to look back and go, "That was the stuff that shaped me, crafted me, helped me to step out of the comfort zone and step into the great zone. And then I become a bigger expression of myself and have a more fulfilled life.

Kylie: Absolutely. And I even find that sometimes the gratitude question can switch your state even when you're going through that kind of stuff, when you're in one

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of those "This too shall pass" kind of moments: this too shall pass, this too shall pass. Like, what can I be grateful for? There's still plenty of things that I can be grateful for even if I'm experiencing a challenge. I think that's a really key thing to remember is that there's always so, so many things to be grateful for; that even if you're going through something that's really tough, just by choosing what you focus on, you can change your state and you can bring out that happiness and well-being.

Carl: That is such a great strategy—focus on what you're grateful for. And it really is, because what it does is it actually causes you to feel different. And that's what we do. [Inaudible 00:21:07] positive thinking isn't enough. If you think of this stuff, [inaudible 00:21:11] but it's like the feeling that actually causes a vibrational energy that changes the field around you, that affix the quantum field and causes things to shift in a big way.

So, it's about feeling that, and gratitude is a great way to connect to the feeling time of gratitude and love and connection and that sort of things.

Kylie: Yeah, love, oneness, special wholeness, yadda, yadda.

Carl: Yeah, I love that stuff. I'm reading a great book at the moment by Gregg Braden, talking about scientific truths which aren't so true after all and these – I'm halfway through. He's talking about Darwin. Old Charlie Darwin may not have got it exactly right when he talked about survival of the fittest. A lot of peer reviewed scientific studies are suggesting it's more about cooperation. Surprise, surprise! Cooperation leads to evolution.

Kylie: It's interesting. I've read and heard before that people misinterpret the survival of the fittest to mean the survival of the strongest, but in fact, that Darwin meant – I mean, maybe you can shed some light on this from this book. But, apparently, he meant the survival of the fittest, meaning the one that could fit to the environment the most, the one that could fit in.

Carl: Yeah, that makes sense. The essence I'm getting out of this book, and I still need to go more into it, he sort of – this Gregg Braden is saying that Darwin sort of looked at it sort of a relatively closed system and sort of applied that blanket generically to everything. And there's lot of questions that he talks about in this book about understanding what we are as humans, our questioning, and there's a lot of questioning there about where humans came in and did they evolve through an organism starting from scratch.

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The thing I'm reading in the book now is talking about something living can't be created from something not living. So, the atmosphere was millions and millions of years ago, maybe there's electricity, some light and bolts in there, didn't – they say that can't create life. So, funky stuff. And that's what they say about this.

Kylie: That's amazing. That's so far beyond our comprehension.

Carl: Yeah, and that's – I'm just fascinated. I'm just devouring this book. It's brilliant. And this is, I guess, one of the – the tip I always say to people to is, "Continue to read or to learn. Gain knowledge. Knowledge is a piece of the puzzle, the wisdom. Wisdom is changing the brain, rewinding the brain. And with that new wisdom, we make better choices.

So, we see the wise women or the wise men. Something comes up, they appear poised, graced. They think about it, they apply their wisdom, and then they make a decisive decision. So, they're like [bang]. But they think about this thing and they use wisdom. And wisdom is gained by knowledge. So, that's what's so important for us to continue to learn. And this is one of the other things I strongly – I recommended to people is: never stop learning,

Kylie: Yeah, such a continual student. It's funny. My grandfather used to say to my mother and she always repeated it to me, this "Knowledge is never a burden to carry. If you have a chance to learn something, learn it. Knowledge is never a burden to carry."

Carl: What a beautiful belief! And that's what you grew up with.

Kylie: Fabulous?

Carl: Absolutely!

Kylie: If you have a chance to learn something, learn it.

Carl: High five to granddad.

Kylie: Exactly. He was a clever man. He was a clever man; very, very wise. And it's been something that I definitely lived by. And it's amazing how much connections between just random kinds of pieces of information that you come across that – concepts and things can have cross-overs, and it's really, really awesome. Those 'aha!' moments are really special and certainly something that really makes a great day in my mind. So, absolutely, education.

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So, Carl, tell me – because you've educated us so well in these last 20 minutes or so, thank you. You've got some amazing stuff coming up. So, if some of my beautiful ladies or some of my gorgeous followers on my tribe would like to get more of you, how can they – what have you got coming up and how can they get in touch with you and learn more from you?

Carl: I've got some funky cool stuff coming up. And also, if anyone reaches out to me and asks me a question, I will always be there to give them an answer. Now, *The Guidebook to Happiness* is a great place to start to – this collection of what I've learned along the way. And from that I've created this happiness class. And I've teamed up with a good buddy of mine, and you've crossed paths with him before. "The emo" – we call him the emotions guy. So, we're doing a happiness class together. We're doing it in Southeast Queensland, Sunshine Coast, Brisbane, Gold Coast, and Byron Bay, at the end of September. So, I'm super excited about that. And "the emo" is actually going to do a lifeline technique session on everyone like a group. It's a –

Kylie: Healing, amazing transformation session. Very cool.

Carl: Yeah, and I'm just going to tell everyone everything I've learned. So, I'm about what are the biggest do's and don'ts. Stop doing this. Do more of this. Take out this. Put a bit of this inside. That's one there. The other one I'm super excited about and I'm going crazy about is, I'm running a life coach training course in Bali in November, and I'm just chaffed beyond belief. Because it's no good learning this stuff if you don't share it with others. So, I'm so excited to work with people, and I'm not about putting them through a factory; I'm about "Let's work together" and like, "Let's learn together and let's continue to evolve together and support each other." That sort of stuff.

So, I'm sort of working to have this great group of people that we can work together and do great stuff and make a difference. So, that's coming up in November 10th to the 16th.

So, if anyone out wants to find out these things I've got going on, if they just go to my website, which is www.carlmassy.com, then they can [inaudible 00:28:17].

Kylie: Awesome. Carlmassy.com and they can check out either the book to get started on or come to your classes in Queensland and around in Byron and all around there. Or, if they want to do a deep dive into the Carl Massy experience, come along to Bali and be hosted and have the most amazing – how long is the course, Carl?

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Carl: It's six days. What I've done is I'm actually coaching everyone for six weeks before they even set foot in Bali, so they understand what the coaching experience is all about before they learn how to coach others. So, strategies from way back. So, yeah. And then it's a live-in, it's – immerse them what are the best lifestyle practices, so someone gets to experience it firsthand. You know, getting up, yogas, meditation, green drinks. So, I'm super, super excited about that. If anyone's interested in that, drop us an email.

Kylie: Yeah, you can send them all the details.

Carl: Absolutely, absolutely.

Kylie: Sounds super exciting. I wish I could be there myself. Next time around when I don't have a little baba to look after, then I will come.

Carl: You've got a few things on your self at the moment.

Kylie: I've got a few tings on my plate right now, so I need to slow down myself sometimes. But it's really, really exciting to talk to you, Carl. And I remembered just yesterday or maybe even this morning—it's been a long day—I posted about you reconnecting with your mission. So, can you just tell me, what's your mission? What drives you to get up in the morning and have your green drink and do your meditation? What's your mission? Just in a couple of sentences.

Carl: Well, my mission is to fully express myself and the best part of myself in service to others. That is my purpose. My mission is about helping people to become healthier and happier. So, that's the book that I've written. My next book is called *The Guidebook to Optimum Health*.

I've always done this. From the earliest stage I can remember, I always try to make people laugh or snap them out of wherever they were by acting the clown or doing whatever it was. So, I've always wanted to bring a smile to people's faces. Now, I like to think I'm sort of a little bit more – I'm strategic about it and not so stupid.

Kylie: Oh, come on, sometimes.

Carl: Well, there was a time in my 18's, early 20's, where I was mixing clown and 10 beers—it's a recipe for disaster. So, I've evolved beyond that, and I'd like to think I do a better job right now.

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Kylie: Oh, you do a fabulous job. That's really cool. It's been such a pleasure to share this conversation with you and to be able to share it with my beautiful tribe. And, hopefully, there'll be some ladies and some gents who might love to get along and really make the time and make the effort to come along to see you.

And I know that when we met just about six months ago that it was really so fabulous to meet you in person and you've just got so much to share and such a wonderful heart and just such authenticity in your message and how you deliver it that I fully recommend – if anyone's feeling it, then definitely make the effort to come along and get involved, because Carl's got some fantastic stuff to share. Obviously, we're along the same philosophies, and it's so great to learn from all sorts of different people. So, yeah, get along, take some of Carl's stuff if you can.

Carl: Thank you, Kylie. It's been an absolute pleasure. And, you know, I love the opportunity to share. And I'm hoping that people commit to a few of these acts of self-love and love themselves as a result of some of the things we've talked about. If that is what we can do, help one person or many people love themselves a little bit more, we're making the world a better place. It's a good thing for all of us.

So, thanks again, Kylie. I really appreciate the opportunity to share this with yourself and your followers.

Kylie: Yeah, it's been an absolute pleasure. So, I'm very much looking forward to it. And I'd love to hear – so, make sure if you've listened to this podcast or audio, then make sure to pop a comment in the comments box below and just let us know what you thought, what you're going to take, what your action strategy, what is it that you're going to take from this, and decide to action out into the future today, tomorrow, to really make this sink in and to take in and use it straight away, because knowledge that's unused is not good at all. So, take what you've learned today. Even if you just practice one thing or take one thing and institute it and do it, then that's where you're going to start getting a result.

So, definitely leave a comment in the box below, and let us know what you thought and what you're going to do from what you've learned from Carl tonight.

It's been an absolute pleasure, Carl. Thank you so much.

Carl: Thank you very much, Kylie. Have a wonderful evening.

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Kylie: Good night. Yeah, you too. Cheers! Bye!

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Duration: 33:52

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