

Pledging Conversation with Marcia Transcript 5-17-09

Are you, Marcia, willing to be the source of your own sufficiency?

Are you willing to use a pledge of money toward that goal and objective?

There is an experience of being sufficient that you know. Somewhere in your own experience you know the experience of being sufficient, right? Have you had that? Have you experienced it?

If you were to come up with an amount of money that would represent an appropriate match for your own experience of sufficiency for the year, what would that be?

Marcia's question: "Is this a price tag that I put on sufficiency? Because obviously it is going to be big.

Jamie—It might be.

Marcia—this seems like it could be a very involved conversation to convey what that experience would be to convey that experience, the value of that experience, in monetary terms I think that it would be \$100,000.

Jamie—Ok. Let's clarify this. I am going to ask you a couple more questions. If you were going to pledge \$100,000 in this coming calendar year, would that empower your sense of your own sufficiency?

Marcia—Oh gosh, yes.

Jamie—Oh gosh, yes. And is that something that lights you up?

Marcia—Oh yea.

Jamie—Oh yea. And so logistically if you were to divide that \$100,000 into monthly payments and you looked at your check book right now. If you were to write a check every month for that amount, \$100000 divided by 12. If you were to write that check out every month out of the experience of sufficiency would you then have the experience of your own sufficiency as a way of being?

Marcia—putting aside the issue of practical reality in terms of what's in my checkbook, yes!

Jamie—Ok, let's take it to the practical level. We are talking about being practical. So, just looking at who you would have to be to make that pledge on a monthly basis, would you in integrity be able to do that with power and freedom?

Marcia—No

Jamie—OK. Could you see being able to do that?

Marcia—at some point, yes.

Jamie—When?

Marcia—in two years.

Jamie—Ok, I am totally channeling Les now. What if you could do that this year? Who would you have to be and what would you have to do?

Marcia—I would have to clean up a bunch of stuff first and I would have to be in total integrity about going and charging my clients and collecting what they owe me.

Jamie—Yea, and you could do that.

Marcia—I would have to be minutely mindful of what my money was doing.

Jamie—Absolutely. And you could do that couldn't you?

Marcia—I could

Jamie—and you could start that right now.

Marcia—Yes, I could start that this afternoon.

Jamie—Yes! Are you lit up?

Marcia—I am lit up because it is empowering. This empowers you to say, "You know this is just stuff that you need to deal with.

Jamie—absolutely and that is the value of the pledging conversation. It does that. It offers that. It draws it up. Things arise and all of a sudden you, Marcia, a moment ago said, "No, I can't do a \$100000 pledge a year." To saying, "This is who I am and this is who I need to be." And you are empowered and you are inspired and you are lit up. And so the next question then is will you pledge \$100000 this year to the Sufficiency Foundation?

Marcia—And the answer would probably be no because I will make a smaller pledge that gives me the time that I need to do the other stuff to engage the agreement of my clients and that kind of thing.

Jamie—So, can I ask you some more questions?

Marcia—Certainly

Jamie—A moment ago the moment was now that you would start and as soon as you said, "In a year from now..." what happened to your action plan and to your experience of being alive?

Marcia—the energy level dropped. It's a sinking in the pit of the stomach.

Jamie—Yes, I completely get it.

Marcia—Like, Oh darn, I was so pumped about the capability of doing this and I can't wait to do it. And, shoot!

Jamie—Marcia, I really want to acknowledge you. The conversation that we just went through is the pledging conversation. Your being willing to have that conversation is extraordinary.

Marcia—it felt safe though because your presence is very safe. That is what I wanted. I wanted to know what that was.

Jamie—so now you have the pledging conversation conceptually. You have a personal experience of it. If I was channeling Les right now what he would be inviting you to do would be to swallow hard, make the \$100,000 pledge and write the check this moment. Watch. If you make that promise and write that check and if it is in fact from sufficiency your life will not be the same in the very next moment after you write the check. And it has been my experience that I go through all kinds of spaces like, “No, I can’t.” Or, “No, not right now.” And, “No, I don’t have it.” All my sense of scarcity and lack and my circumstances and issues—it all comes up.

Marcia—oh it does. It sits at the foot of my bed and stares at me.

Jamie—Thank you. I believe that this is what Rosemary was inviting us to go out and do. And so I am going to take you off the hook for the moment—for the moment because this was an exercise. I don’t know whether it was our intention to actually have a pledge. But what we just promised was to have a pledge communicate to the board by May 31st—our pledge and how we would accomplish that. So, this is just the beginning.

Marcia—Absolutely. It kicks it off.

Jeroen—I have one question. It was a great conversation. What I got is that you were not willing to commit to \$100,000 this year but I would have asked what would you be willing to commit to this year, and then it was done.

Jamie—the thing about it though is that the \$100,000 was the amount that inspired her.

Jeroen—Ah huh.

Jamie—if I would have gone to something less than that I would have had to check in certainly. Jeroen brings up a very good point. If we were to go to the next question, “What would you be willing to pledge this year?” Is there another amount that would still create the sense of aliveness and empowerment that you experienced when you came up with the first amount?

Marcia—Probably so. I don’t know off the top of my head. It would probably be more like in the \$5000 range.

Jamie—OK.

Marcia—which is just a massive drop and there I am judging it but something like that would all of a sudden becomes doable. In terms of what resources are available to me right now.

Jamie—Right.

Marcia—I understand that aspect of kicking the door open.

Jeroen—The questions that I would ask now is...So you see that you can reach \$100,000 if you bring something new and you see that you can reach the \$5000 if you do what you are already doing, so what would you be able to promise as a game for this year? So if you bring the new way of being that could cause a \$100,000 and given all of the current circumstances that you are having now, what kind of promise could you make between the \$5000 and the \$100,000?

Marcia—Interesting question.

Jamie—(begins to interrupt and Jeroen stops Jamie from continuing)

Marcia—I am struggling with that question a little bit in terms of what it really means. I suppose that I would just pull another number.

Jamie—you could.

Jeroen—Yes.

Marcia—I could pull another number or I could say of every fee that I collect that is x amount or more I will pledge 10% of that.

Jeroen—Mmm hmm. And that would count up to...

Marcia—and that would come up to...Let's see. If the fee was \$2500 and 10% was \$250 and I had 25 of those you would just do the math. That would be a way of doing it that supports me in building my business and it gives me evidence of...It excites me!

Jeroen—Yes.

Marcia—it's measurable and it just makes me feel good to think about it.

Jeroen—you said 25 clients multiplied by 250. I think that's about 6 and a half thousand.

Marcia—it's not a huge amount of money but it feels quite grounded.

Jeroen—I think that it is \$6250.

Jamie--\$6250

Marcia—Plus the \$5000.

Jamie--\$11,250.

Marcia—Right.

Jeroen—So, would you be willing to make that pledge?

Marcia—in the context of this conversation, "Yes."

Jamie and Jeroen—*laugh*

Jeroen—But not until May 31st.

Marcia—I'm going to keep the fudge factor in that May 31st thing just to give myself a chance to explore the kinetic aspect of it.

Jeroen—OK, and now I'm going to give you another thing to consider. What if you would just jump and not do what you would do normally? If you include the fudge factor what would be the gain in your monetary situation?

Marcia—I don't know.

Jeroen—would it increase your earnings? The fudge factor?

Marcia—it could. It could.

Jeroen—So, I'm not going to push you but I think that is what there is to get out of committing now and bringing that being into your life and to your work. I think that is what there is to get from (making) this pledge.

Marcia—Well then I may have just made the pledge then.

Jamie—if we were to divide that figure by 12 so you would be making a monthly pledge amount it comes out to \$937.50.

Marcia—Uh huh

Jamie—and if you wrote that check right now and then engaged in the way of being with your clients and the fees around your clients and your business for the next month to have that be the source of your income for the month, that 937.50? Would that empower you?

Marcia—it certainly would.

Jamie—Yea.

Marcia—it would be putting aside the question that if I wrote that check right now it would be a felony.

Jeroen and Jamie and Marcia--*laugh*

Marcia—But I see what you are saying.

Jamie—OK.

Marcia—I not only see it, I get it gut level.

Jamie—you get it. Really cool.

Marcia—this is a really cool conversation.

Jamie—It is, isn't it?

Marcia—Yes.

Jamie—I'm just squirming because I know that we are going to go back inside and get back in the group but what I am realizing is that Marcia, you could turn around and have that conversation with me the same way that I just did with you and I would be squirming.

Marcia—I'm squirming. I'm squirming. Every sort of squirmy little anxiety is bubbling up in the back of my throat and I'm going, "Oh, sure. I can do that."

Jamie—yea, it's great.

Marcia—It is such a radiant conversation.

Jeroen—Yes

Jamie—Yes, it is.

Jeroen—we have to go back inside and what you don't know is that I recorded the conversation just for training purposes.

Marcia—Ok.

Jeroen—because I think we have to make a format. What I am asking now is if you are ok if we play these 15 minutes of our conversation so that everyone can listen in?

Marcia—I will give you my permission.

Jamie—what we are looking at is coming up with some kind of structure to put in some of the questions and put it in more of a generic form. Thank you so much!

Marcia—this is really, really fabulous.