

Spotlight on Pat Christofolo

The first time I trained with Mack was twelve years ago. I had amazing results, losing 75 lbs. in less than a year. When I left, I had confidence that I could keep myself on track. I maintained a workout program for 5 years yet my weight was steadily creeping up. My lifestyle consisted of social situations with food as the centerpiece. Five years after leaving Mack's program my habits had returned to the lifestyle I had prior to starting with him.

Looking back, I realized I had not reconciled myself to the lifetime commitment that being healthy requires. I also had not learned self-accountability and discipline. By the time I returned to Mack, just short of the weight I had originally started at, I was quite desperate. Although surprisingly successful in business, I was unhealthy and unhappy.

My body was able to accommodate my diet and exercise indiscretions for a long time, but as I aged and gained weight, my body started reflecting my lifestyle. I was showing signs of rising blood pressure and higher blood sugar. I knew I had to turn it around. On top of that, due to significant pain, I was considering a knee replacement. I was

aware that a reputable surgeon would be reluctant to operate on my knee while I was obese.

I returned to Mack seeking his assistance and he warmly welcomed me back. That was 18 months ago.

Today, Mack continues guiding me through accountability to myself. He assists me in looking inward and reinforces for me that I have to truly connect to the benefits of why I am doing what I do. Choosing health over my past lifestyle has been a challenge. It has required some personal inner growth to respect my body and goals versus my impulsive wants and desires. The rewards are so worth it!

Recently I celebrated my 64th birthday as someone who is happily down more than 80 lbs! I'm no longer considering having my knee replaced (in fact, I exercise full out with the rest of Mack's class) and I feel great.

One of the lessons that I am still learning

is: You are not done till you are done. I see the finish line and I have to resist the temptation to celebrate before I get there. As Mack says, "When you're driving to NY and you hit Pittsburgh, you don't stop and party." Although I have successfully accomplished a short term goal, I embrace the next twenty five years in a healthier and happier way.

I feel grateful and blessed to have attracted Mack with his knowledge, expertise and unwavering commitment to all of us into my life. I am definitely inspired! ■



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POWERLINE

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Mack Newton On... "Commitments"

I'm going to tell you a little secret. Well.. it's not actually a secret, but by the way some people live their lives ignoring the consequences of it, it might as well be a secret. If you want to live a happier life... if you want to live a healthier mental life...KEEP ALL OF YOUR COMMITMENTS! When you make a commitment... you give your word. The consequences of not keeping your word are HUGE...it builds up over time and has an amazing impact on your sense of well-being. Every single time you don't keep your word, a part of yourself begins to trust you less. This may take months or even years, but eventually you begin to trust yourself less and less and less. Mentally, this results in feelings of confusion, a general malaise and physically you can feel tired... seemingly for no reason. It comes from the self-doubt generated from years of broken commitments. And... you have no idea what's going on here. You don't know why you're feeling this way.

Not only is this happening in yourself, but you also create negative feeling in others when you consistently break your



commitments. To me, there are only two kinds of people in the world... the first kind are the people who love you and they are only concerned with you being happy. The second kind are the people who are only concerned with if they can trust you or not. And... that's the best you can get after you have a series of broken commitments... people won't trust you. Not one bit. Of course it gets worse... what follows the mistrust are feelings of abandonment, betrayal and anger that others have towards you. And, here is where the feeling that you're not as good as you used to be comes into play. It too is fed by the self-doubt that has now grown to monumental proportion and is expressed by the growing feeling that you just can't do it anymore.

I do get it. I understand why and how it happens. We'll say we'll do something we really don't want to do because we don't want to disappoint our friend or associate. Or, maybe it was because we didn't write the commitment down on your appointment calendar so, maybe you double booked it. Like I said... I get it. But... it's still a broken



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commitment and will have the same negative impact on you and your mental well-being.

It's said that you can't change the past... it's over... done. I think that is very true, but just maybe, in this case, you can at least change the effects of past behavior. I have a few suggestions that I believe will help you overcome all the negative elements associated with the bad habit of breaking commitments.

Firstly, never make commitments that you're not absolutely sure you can keep. Never, ever... under NO circumstance should you make any commitment unless you're certain that you can keep it. Be sure! If you're not certain... just say no. Saying no is empowering. It puts you back in control of your life and builds trust. Just say "No, thank you" and you will avoid all the negative stuff that goes with breaking commitments. You've



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“Commitment” cont.

got to learn to say “no!”. In fact, don’t even make commitments that are not important to you. Yes, if it’s important enough to you, you will keep it... if not, don’t make it.

Secondly, at the first moment you realize that you may not be able to keep this commitment, let the other person know. Don’t wait until the last minute hoping

that maybe they will call you and cancel. At the first hint that you won’t be able to make it... call and reschedule it. This will have the opposite effect of breaking a commitment... it will build trust, and make you feel good about how you handled it.

As far as the past habit of breaking commitments is concerned, you need to

forgive yourself for any and all broken commitments of the past. Now... we have effectively changed the past and at the same time permanently altered the future for yourself and anyone else whose life touches yours. ■

~ By Mack Newton

UPDP Goes Global!

Success. A word that means something different for every person on the planet, and something we are all striving for in one way or another. Regardless of how we each define it, the one truth about success is that it will always take a combination of both personal and professional growth to achieve.

The Ultimate Personal Development Program has been designed by Mack Newton and Blair Singer to do exactly that; delivering the right combination of business and personal development in the areas of leadership, team building, sales, mindset, health, wellness and life balance.

Two Master Teachers working together, creating the exact environment and support to guide you on a journey to experience your own quantum leap. Not just learning ‘how’ to achieve new levels of success, but actually experiencing real-world results in just five days!

Blair says “We wanted to create a one-of-a-kind program in which participants would actually GET the results of massive income, amazing health and build real functioning teams while they were still in the program.....Not like nearly every other training program out there where participants get hyped up, full of information, only to have it

fade into good ideas over time. When I asked Mack if he could make a massive change in a person’s health in four and a half days, he didn’t even blink. UPDP individuals and teams regularly generate 3-6 months of sales income in 4 days as well. Its cellular change at its best.”

“I first did UPDP in 2015, in one week I lost 6 pounds and

sold more of my services than I would have normally done in 3-4 months. But it didn’t stop there, I have continued to grow in all areas of life and business, so much so, that UPDP is now an annual event on my calendar, and each time I reach even greater levels of learning and success.” – Lynda Gale

For the first time, UPDP will be presented outside the USA in late November 2017, serving business leaders and teachers from around the world in Vietnam, and again right here in Phoenix in February 2018.

Blair and his International BSTA team will host the event in Hanoi, while Mack will share his teachings and workout live from the ‘hot room’ with participants via Zoom; the magic of technology now crossing physical and cultural borders to change lives around the globe.

If you are wanting to experience your own Quantum Leap, contact Angie at Angie@SalesDogs.com for the details of the next scheduled Ultimate Personal Development Program to find out how. ■

~ By Lynda Gale

Taekwon-Do Mid Term Promotional Test

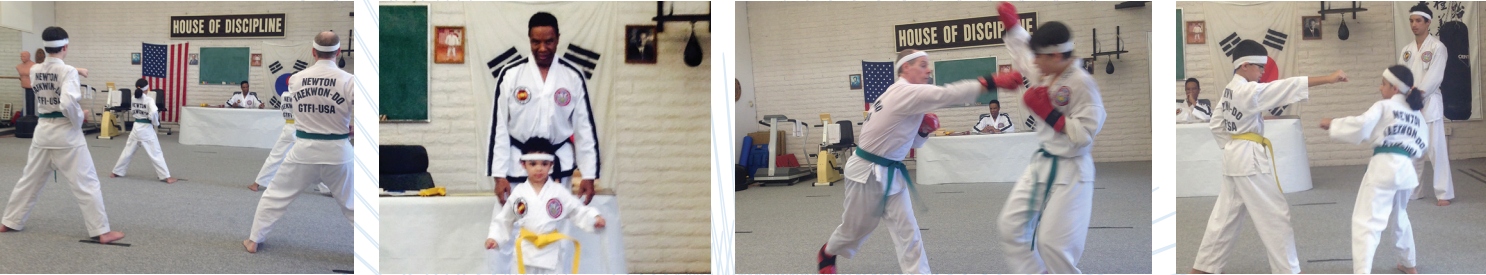
July 29, 2017 was a big day for 6 members of Newton Taekwon-Do. They participated in a promotion test that allowed them to demonstrate their Taekwon-do skills and if properly executed, advance to the next rank. Each new rank comes with the opportunity to learn more advanced techniques and concepts.

In Taekwon-Do, rank is signified by the color of belt worn. The order goes

as follows: White, white with a yellow stripe, yellow, yellow with a green stripe, green, green with a blue stripe, blue, blue with a red stripe, red, red with a black stripe, and black. Once the rank of black belt is achieved, there are the ranks of 1st -9th degree black belt. As an example, Master Newton is an 8th degree black belt and the highest ranking Taekwon-Do black belt in North America.

Mini Pee Wees and Pee Wees focus on fundamental movements, demonstrating respectful behavior, performing exercises, stretching, and acts of physical coordination, as well as positive and respectful class interaction and communication.

The Green Belts demonstrated skills in the area of board breaking, effectively using techniques to kick the bag, and sparring. ■



Based on the July 29th test, the following promotions were awarded on Aug 2nd, 2017:

Congratulations to:

- Shayla Suresh (7 years old) – Yellow Belt
- Nelson Newton (5 years old) – Yellow Belt
- Bryan Suresh (12 years old) – Green Belt
- Anjaly Suresh (10 years old) – Green Belt with a Blue Stripe
- Dominic Sarrano (14 years old) – Green Belt with a Blue Stripe
- Kevin Bell – (Adult) Green Belt with a Blue Stripe

