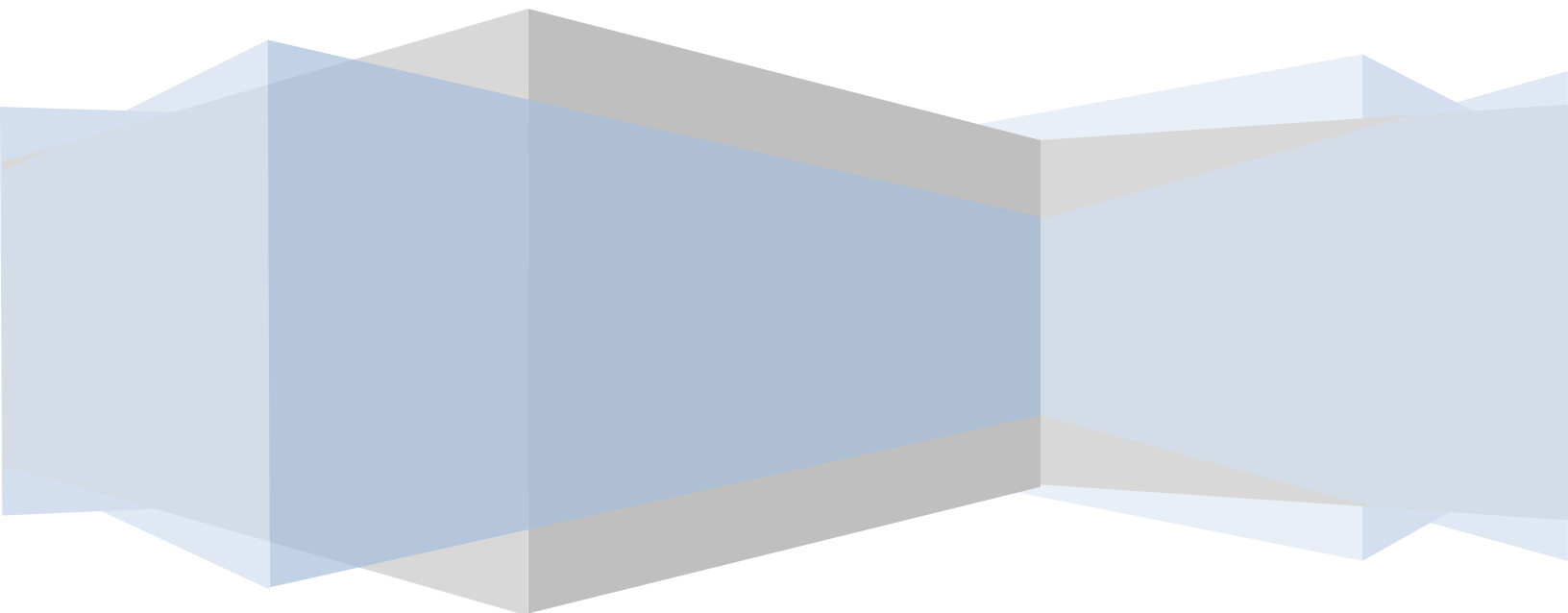


**Cherub Coaching Solutions in association with The Deeper
Path Team**

Elmer Querubin's Opus

My Masterpiece, My Life

By: Elmer Querubin



I Have a DREAM Speech...

My friend and Ziglar Coach David Clancy once stated something the rung deeply within my soul, "There is a serious lack of leadership in every area, every level, and every sector of society." Wow, what great insight! I see this in my government, in my business, in my community, in my church, in my family, and in myself.

Another friend shared a great quote which struck the very chord in my soul as well. She said, "My resume' keeps me stuck to the same position... I'm more than an insurance rep!!!" People are continually stuck in a job they despise.

I've seen two things that are seen evident in almost everyone I meet: The people over them suck and they hate their job. But didn't God designed us to be more than this?

I'm tired of this perspective. In fact, I have a dream....

I have a dream that every leader in every level of society is more than competent in their area...they are excelling the needs and wants of their employees and leading from both their heart and mind. No longer will a leader be asking, "Is this good enough?", but rather, "Is this the best we could do?"

I have a dream that every leader and every member who works for them will understand their purpose and live their vocation or their calling. They are living a life of balance, full of joy, focused on developmental growth, and building transformational relationships. No longer will they be saying, "I'm in a rat race to the top!", instead they will be asking, "How can I help others to the top with me!"

I have a dream of leaders stepping out of their positional role and working together with their team. They are understanding their team's frustrations with their specific job roles, motivating them to overcome it, and consistently reminding them that they are a significant member of the team regardless of the position. The leader will know every member of their team's name, their member's spouses names, and their member's children's names. They know their teams professional and personal goals and helping them and achieve it. The leaders will understand that the jobs they offer have a significant impact on employees' family, so much so, that they'll provide tools and means to spend as much time with their family. They will provide more than enough resources so that the team member never has to worry for their family.

I have a dream of team members motivated in their position. They are confident enough to speak to any leader of the organization, regardless of rank, and discuss ways to help improve the organization at any level. They look forward to Mondays. They hate having to leave work for personal appointments, even when they have the freedom to do so. They realized they are challenged to do their best and they have it in them to not settle any less. The team members gladly accept the challenge and deliver beyond their leader's expectations.

I have a dream of writing books, doing speaking engagements, and running workshops which encourages this mindset. Readers will be so engaged in the chapters that they can't help but get to the next page. It's inspiring them to first take a look at their life and work and change it. When they read my books or listen to my speaking, they will be inspired to take what they learned to their family, work, and life that same day. In fact, people would say, "Well, Elmer Querubin says "yada, yada, yada" in his book "yada,yada,yada" as a term to validate their point. People are calling me to coach, mentor, or teach them or to speak to their group. I am referring 98% of the offers to coaches who have helped me or coaches I have helped because there is so many of them.

I have a dream of speaking to a group who have read in my books. At the book signing, someone comes up to me and says, "Your book change my life." I hold up the book signing line by asking, "How?" and take a few minutes to listen. I use the person's story as inspiration for my next book or topic to teach.

I have a dream to speak to a group of 40,000 people and they are all engaged. This is the largest speaking deal I've ever made. My speech is well crafted and designed to get people to action. At the end of the speech, I'm giving people copies of my book and I also enroll them into a program which encourages business and personal growth. The total costs of the program will cost more than what they paid for my speaking gig. I'm giving back in a way that which they can't pay me back. At the end, the one person who patiently waited hours to talk to me just to say, "What you said really changed my business. Thank-you!" While he or she leaves, I stop her or him and say, "Would you like to have breakfast or lunch tomorrow? I'd like to hear how it has changed your business." I'll use this meeting as inspiration for my next book or topic.

I have a dream that people are buying my books, seminars, and speaking events not because of the title, but because of my name. It's because I've intentional built trust by living a life of integrity, giving more than they paid for, and setting an example for others.

I have a dream that I'm on my personal jet with key leaders of another organization about ways to significantly improve their leadership skills and business. We're touching every topic from their personal lives to the work environment. In the other room are my wife and kids. We're on our quarterly trip to visit my mom and my sister in Seattle.

I have a dream where I'm in a room full of World-Changers. It's a room filled with business owners, organizational leaders, consultants, mentors, pastors, and coaches teaching them how to build their businesses. I share with them that it started with an I have dream speech and encourage them to create

their own honoring the coaches who taught me this. They are so inspired they want to personally work with me as their mentor and coach. I get so many clients that I have to refer about 90% of them to other coaches who have helped me or I'm helping.

I have a dream where I'm walking with someone I'm intentionally mentoring towards my mailbox. In my mailbox, I see multiple checks of residual income from books and programs I've made. The person is inspired to create his first residual income program and I help him come up with it. The person wants to share some of the profits of the idea with me and I deny it. I suggest if he wants to add value to me, I suggest that he sends a copy of my book to every enrollee to his program. I'll sign the first several hundred copies of books to add value to his dream.

I have a dream where I'm sitting down looking at my finances knowing that I have more than enough money to give, save, and spend. My houses are all paid for, my children's college tuition are all paid for, and my wife is not stressed about budgeting. In fact, we look forward to it. We are discussing about where to give some of our income, where to save and invest, and what to spend it on. We're having a cute "money fight" on which non-profit organization to give the money or who to help out anonymously at church. We laugh when our kids say, "Why don't we help out all of them? We have the money anyway!" My wife and I look at each other and telepathically say to each other, "The little brat's right!" I have confidence that my children and my children's children will be provided for.

I have a dream of writing a check of my monthly tithe to my church. I suddenly realize that this amount is what I used to make in one year. I share my thought with my wife, Cynthia, and we laugh about it and joyfully give to our church. I say to myself, "God is Good!" This moment only inspires me to give more.

I have a dream of canceling a multi-million dollar speaking or teaching gig because my wife or my any of my kids needed me to be somewhere with them at that time. The company who hired me completely understands because I've made it clear that no matter what my family comes first. They know that I'm a man of my word and I would make it up to them with 100% satisfaction. I've developed a reputation where I share the importance of my values and hold myself to them.

I have a dream of winning some sort of large community award. It's a complete surprise to me! However, I know ahead of time who to thank. It's always going to be my wife, my 3 closest business teammates, my organizational team, and my supporters.

I have a dream of spending time with my grown-up kids and their families. My phone is off, I'm 100% in the room, and we're sharing stories. We all connect on a real level and laughing. My kids sit-down and share how my wife and I has encouraged them. We take it in. We don't tell them to stop. We just take it

in. They tell us that they're in a great job they love and they are leading their people in the way we had taught them. They are sharing the joys of being married and spending time with their children. I'm touched by their stories and so proud of my kids. They also encourage us to take them off the trust fund because they don't need our money. In fact, they're encouraging us to give it out to an organization or cause which really needs the money. My wife and I look at each other and telepathically say, "We did it right, we raised them right!"

I have a dream that I have passed away. I still have meetings appointments on my calendar. I still have speaking engagements scheduled that year. I still have people to mentor and coach on my schedule. However, my company is not worried about this. My team is so prepared for this moment. My protege' and employees are able to take over this situation easily. The transition is seamless. They are respecting my legacy, but they know that I'm expecting them to create their own new legacy without me. At the funeral, my family knows how much they were loved by me. There is no question in that. There will be no family quarrel over my stuff because my wife and I have taught our kids to be better than that. My children knows exactly what they'll get and I expect them to harbor no ill feelings toward each other. My wife will have more than enough to live on and have a personal sanctuary away from the crowd. Above all, she will know that I have loved her to the best of my ability, have been faithful to her, and have been the best husband I can be to her in my lifetime.

I have a dream to never retire and always inspire. I have a dream to always be a coach, mentor, and teacher because that's how God designed me. I have a dream to always be the best Christian I can be through living his purpose. I have a dream to be the best husband and father I can be. This is my dream. I will own it. I will seek it. I will see it through. I will live my dream and pray that God shows me how to live beyond it!

Overarching Vision

Tribe -

This is a group of people who are willing to explore uncharted territory in our leadership skills and personal growth. We are pioneers who are willing to invest into each other's lives professionally and personally. This is a group who strives for integrity in everything they do. We are the movers and shakers of our community. We don't wait for something to happen. We make things happen. We are leaders who want to be better leaders. This group doesn't care what skill level a person is in the industry, what business/church we're associated with, or what season in life a person is in. Instead, we focus on the progressive exploration of our personal growth and reaching our potential. We also are just as passionate helping others explore their personal growth, find their purpose, reach the potential, and become better leaders. We help others climb to the top with us. We're a group of people who are willing to make the sacrifice to become better.

Cause -

When this group we focus on two things, examining our greatness and sharing our greatness. We focus on internal growth and influential growth. This group believes that we are created to do great things and do things greatly. We are pioneers in our own lives. We are willing to explore areas of our lives that are untouched or unexplored. We value trying new things and encourage others to do new things. We do this collaboratively as well inviting the expertise of others to guide us to greatness.

Space -

Imagine an atmosphere where people are free to grow, explore, and expand. The term personal growth is not considered hokey, but rather honored. In this group, people are excited to share their wins and victories and open share their unique challenges. Imagine a group where people can utterly be honest, but at the same time be incredibly caring. There is laughter, exchange of ideas, groups bonding, people forming and reforming their inner circles.

Purpose - My Melody Line

**PIONEER YOUR PURPOSE AND SEIZE YOUR
PLATFORM**

Unifying Strategies and Scorecard for Significance

1. Personal Growth

By adding value to myself I will show up filled up and ready to be prepared to teach about any subject within the expertise of leadership and purpose. This includes both traditional and nontraditional education.

Scorecard of Significance

- Traditional Learning - Degrees, Certifications, and Licensures to learn from an academic level
- Non-Traditional Learning - Personal Growth, Time Management, Life and Marriage Enhancing Classes
- Coaching - Personal Growth and Personal Success realized
- Masterminding - Meeting with like-minded individuals for the sake of personal growth
- Mentoring - Learning from people who are learning on a one on basis

2. Personal/Family Health

My physical health is a priority so that I can make a deep impact while I'm alive. Keeping myself healthy will keep me in tune with my body and keep my awareness keen.

Scorecard of Significance

- Martial Arts Training - Intensive Body Training with a purpose. Self - Mastery both in body, spirit, and mind to relieve stress.
- Conditioning and Strength Training - Increase ability to speak and teach at a higher energy level and to relieve stress.
- Sleep/Rest/Healthy Eating - A lifestyle which supports a healthy habit to teach, coach, and train effectively and be on top of my game.
- Connection with Spouse and Family- Sharing Time with Spouse and Children on purpose and being 100% present with them

3. Synergistic Alliances/Partnerships/Ventures

Creating synergistic partnerships with people and organizations will help me grow my business, my contacts, and influence. The relationship must be mutually beneficial so that regardless of the situation everyone wins and prospers with the elected few.

Scorecard of Significance

- Referral System - Connecting with Organization that has a current referral payment system in place and creating my own referral system in place.
- Combined Resources/Packages - The ability to purchase programs from others

at wholesale cost with the ability to sell at my ventures. Also, my own package system which can be sold at wholesale price to others as well.

- Board Membership at For-Profit/Non-Profit Agencies - Develop and advise organizations in leadership
- Masterminding/Mentoring - A community where leaders can share their expertise on a consistent basis and share the profit from their training when gathered in a group.

4. Motivational Experiences/Resources

Motivational Experiences are one-time events which inspires change and growth, but does not demand it. What this does is help get people move in the direction of where they want to go. It's an experiences where a fire is ignited in their soul and causes them to search deeper within themselves and seek opportunities to find their unique path to success.

Scorecard of Significance

- Public Speaking - Thought-provoking, value-adding experiences which help people re-define what the next level is.
- Compelling Resources - Books, literature, blogs, and email content which challenges people to seek deep within and ask the questions that will bring out their greatness
- Quarterly/Monthly Group Meetings - Discussion which promotes activities for learning in purpose and leadership.

5. Process- Orientated Transformational Experiences

This is an intimate, process orientated process. It's a 6 week to 2 year long commitment to personal and leadership growth. This can include coaching, mastermind group, and monthly meetings with the intention of growing to a level never conceived at the beginning of the group. There is an expectation of success throughout the group.

Scorecard of Significance

- Masterminding - This includes mentorship, group experience, as well as shared responsibilities of the group in regards to training others to reach the next level
- Group Coaching - Group coaching involves at the most 4 people including me with the intention of creating a success mindset amongst those who joined. This is a group which helps adds responsibility, awareness, and accountability to each other.
- Personal Coaching - A long term (3 months or more) process for the sake of raising the lid among the client. This is an intensive, deep, and intimate process designed for the purpose of growing the client.
- Retreats - Intensive Meetings with high-caliber, high-performing individuals that will inspire change, growth, and maximum performance

My Six Pack

Worldview - What I Believe

- *God* - a Father who desperately longing for a deeper relationship with me and urging me to continue a journey with him
- *Family* - This is where education of wisdom, God, and relationships begin in the home
- *Purpose* - I believe that everyone in this world was designed for a specific purpose
- *Community* - The world was designed to work together in government, community, and family
- *Jesus* - Jesus is the only connecting link between us and God
- *Biblical Truth* - The foundation of everything can be found in the bible
- *Business* - Business increases prosperity in every region if done with integrity and with a value system
- *Individuality* - The ability to express personal beliefs systems and personal value systems
- *Faith in the Common Good* - That everyone has an inert desire to see something good in the world regardless of past and circumstances
- *Starting Over* - The ability to reset circumstances and start afresh with the purpose to overcome pain and pressures of the world
- *Abundance* - Believing that there is a market for coaching, leadership, growth, and finding purpose and everyone that pursues that market can gain from it.

Identity - Who I Am

- *Leader* - I am someone who takes a proactive response to a stimulus. I provide more than one solution to a problem and critically think of elements to help solve or improve circumstances
- *Husband* - I am someone who loves his wife and will keep a high standard of intimacy between me and her. Public displays of affection are encouraged.
- *Father* - It is my job to love, guide, teach, and enlighten my children to the way that they are bent.
- *Minister* - As a minister, I am here to share, speak, and advise the gospels to those who seek for it
- *Teacher* - As a teacher, I exist to share information that is life-changing and mind expanding
- *Coach* - As a coach, I exist to help people ask the questions they are afraid to ask themselves and help them process towards execution
- *Sensei* - As a Sensei, I exist to protect and respond to the weak. I help them overcome their weaknesses as well as find their unique style of "fighting". I am someone who helps them release their primitive energy into something life-changing and effective.

- *Servant* - I serve those who wish to be served. I will have a servant's heart in the process and share my service with humility.
- *Awakener* - I help people open up to their dreams, hopes, and wishes.

Principles - What I Value

- *Personal Growth* - Further understanding of self, strengths, weaknesses, opportunities, and threats. Changing my mindset to be more positive in the achievement of goals.
- *A Good Reputation* - To be bigger on the inside than I am ever on the outside
- *Planning and Execution* - Purposely scheduling time to achieve goals and having the energy to reach the goals
- *Respect* - To have a level 10 leadership mindset whenever I'm in a group. To have weight on my ideas just as much as I do with others.
- *Hard Work* - The ability to work into a project with focused-intensity over a period of time
- *Dedication* - A "no quit" until proven otherwise mentality
- *Responsibility* - Taking responsibility of good and bad qualities both good and bad
- *Initiative* - Being proactive to a situation so the situation will resolved now instead of later
- *Humility* - A consistent learning attitude of growth and inquiring for growth
- *Dreaming* - The "free" ability to share and explore ideas without criticism
- *Personal Reflection* - The ability to look deep inside and explore past, present, and future and how it relates to personal purpose
- *Inspiration* - Opportunities that will inspire bursts of productive work
- *100% Presence* - Clarity, Focus, and Action in a combined element for the sake of the completion of the project
- *Communal Responsibility* - Team having responsibility over a series of complex projects and having trust that it will be completed.

Passion - What I Love

- *Intimacy with My Spouse* - Progressive and systematic study of my spouse and understanding her deepest desires within herself and our relationship.
- *Intimacy with My Children* - Progressive and systematic study of the the values, dreams, and passions of my children with the intention to draw it out and help them become productive members of society
- *Inspiration* - Reading, meeting, interviewing, and connecting with local leaders for the sake of building better businesses, community, non-profits, banks, and programs that will increase the spirit of community
- *Connection with Community* - To value the community and knowing neighbors. Connection with the community will allow me to understand the needs, strengths, and hopes of my neighbors so that I can properly coach, teach, and mastermind

with them.

- *Seeing Personal Growth in Myself and Others* - Inner Clarity in myself and seeing others find clarity in their purpose in mission.
- *Movement* - Movement leads to momentum and action which is much more maneuverable than stagnation.
- *Excitement* - An outward expression of joy, burst of energy, and hope to help people move onto the next level of greatness
- *Exploration* - The ability to try new things without doubt, fear, and reservations
- *Meeting Personal Heroes* - Meeting those who win in a group, in person, or through agencies and learning from their experiences and expertise
- *Sharing Knowledge* - Sharing what I know without reservations, fears, and doubts and the ability to express to the fullness and best of my capabilities

Purpose - Why I Live and Work

- *Provision for Family and Community* - So that my family's four walls will be fulfilled and that my children's children will have inheritance for the produce I created while I was alive and through the legacy I leave behind.
- *Fulfill God's Personal Mission and Purpose for my Existence* - God designed me to be a teacher, awakener, and coach to leaders of organizations.
- *To Pass on Wisdom* - I consider it a privilege and a calling to share what I know, learn, and experience to others.
- *To Elevate the Next Generation* - To share wisdom is a calling for a teacher and helping others through relationships
- *Inspiration for the Current Generation* - To coach, facilitate, grow, and mastermind with like-minded individuals is to help the community and self
- *Honor the Previous Generation* - To share the wisdom of those who have helped me is an extreme honor and part of why I live
- *Legacy Building* - To help others find their "legacy" factor and help them become an inspiration to others
- *Develop the Next Generation of Heroes* - To build, grow, intentionally mentor, motivate, connect, mastermind with, and encourage the next generations of coaches, teachers, awakeners, and heroes of the world that will help people find their purpose and platform

Process - How will I Do it - SEE POP