

PROMPTINGS

Your Inner Guide to
Making a Difference

KODY BATEMAN

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*This book is dedicated to the inner voice within you—the voice that tells
you who you are and celebrates your genius within.
Listen to your voice and make the difference that only you can make.*

MORE PRAISE FOR *PROMPTINGS*

“Kody shares his heart in a story that allows the reader to experience his journey of divine promptings and life’s lessons along with the imprints left of those who have mentored and touched his life. His love for humanity shows that ‘love comes in colors too’ and that each one of us have the power to love.”

LINDA CLEMONS, CEO, SISTERPRENEUR® INC.

“I commend Kody Bateman for bringing into our awareness the need to heed the ‘promptings’ we receive in life. His book, *Promptings: Your Inner Guide to Making a Difference*, calls us to consciously consider who we are, what we are doing and how we are connected to each other. Using his voice and his personal experiences to share what is possible, he provides readers with the insight and the inclination to hear and respond to life’s quiet directions.”

STEDMAN GRAHAM, BEST-SELLING AUTHOR,
YOU CAN MAKE IT HAPPEN AND DIVERSITY: LEADERS NOT LABELS

“There are very few people who can successfully teach, through word and song, the universal principle of finding one’s true purpose. Kody Bateman has done it. His message and music will change your life!”

THURL BAILEY, INSPIRATIONAL SPEAKER,
SINGER-SONGWRITER, FORMER NBA PLAYER

“What an amazing way of looking at the world. *Promptings* is a celebration of life. Kody’s perspective has empowered a team of people to grow a company from \$200,000 to \$50 million in record time. But the best part is that his way is effortless, and it feels great. Trying harder isn’t always the answer. Miracles happen when you act on your promptings.”

JORDAN ADLER, AUTHOR, *BEACH MONEY*

“Wow, I can’t believe Kody Bateman wrote a book about me! Seriously, everything I’ve ever been successful at throughout my entire life has been a manifestation of Kody’s message. There is no question that *Promptings* unlocks the door to success in anything you do. This is a must-read for any person striving to become more than they are today. Awesome!”

TOMMY WYATT, CO-AUTHOR, *APPRECIATION MARKETING*

CONTENTS

CHAPTER 1	<i>My Brother Kris</i>	11
CHAPTER 2	<i>Old Tennis Balls: Excuses and Limiting Beliefs</i>	19
CHAPTER 3	<i>The Power of the “I Am”</i>	33
CHAPTER 4	<i>The Stories in Your Mind Become the Stories of Your Life</i>	47
CHAPTER 5	<i>Good or Bad Only You Can Find</i>	63
CHAPTER 6	<i>Balance Between Affirmation and Action</i>	77
CHAPTER 7	<i>Balance Between Self and Others</i>	87
CHAPTER 8	<i>Sending Out to Give</i>	105
CHAPTER 9	<i>Celebrate Life Now</i>	121
CHAPTER 10	<i>What You Send Out is What You Get Back</i>	135
CHAPTER 11	<i>Do You Believe?</i>	149
CHAPTER 12	<i>Loosen the Grip</i>	159
CHAPTER 13	<i>Wealth in Abundance</i>	169
CHAPTER 14	<i>Love in Abundance</i>	187
CHAPTER 15	<i>Always an Eagle</i>	203
CONCLUSION	<i>A Life Worth Celebrating</i>	217

INTRODUCTION

Promptings made me reflect on my life. As I read through Kody's book, my memory played back the numerous times I had a nudge, a small voice speaking from within, a coincidence, something that told me to stop and move in a different direction. Sometimes I listened and acted; many times I didn't. I asked myself, what would my life be if I let my tragedies and setbacks turn into stepping stones and inspiration for the rest of the world? And then I became sad.

Most people who look at my career would say, "Les Brown, you've inspired the masses." Well, the truth is, I haven't done much at all. See, I've had some lessons I was too embarrassed to share. I'll bet you have too. I've had some tragic losses that made me curl up in my bed and smother my tears in a pillow. I know you've had the same experience. In fact, I've laid down many nights hoping to never see the sunlight again, and I still woke up. To my surprise, life still welcomed me, with a few black eyes and bruises, of course, but I was still here.

More importantly, after thinking about my stumbling blocks, I was sad to have wasted so much time being depressed. I wasted so much of my energy complaining, talking to anyone who would listen about my "terrible life" and looking at all of the closed doors; I never took the time to acknowledge the open doors.

I often say, "When things go wrong, don't go with them." Did my setbacks mean I was a failure? No, but rejecting my promptings meant I was throwing in the towel on myself. Kody says it best with the phrase he has coined, "old tennis balls." I was the dog who picked up the old, more comfortable, used ball. I had new opportunities that I simply ignored by hanging on to unimportant stuff—you know, the negative conversations in your head talking you out of pursuing more, pursuing your dreams.

What I love about Kody Bateman and *Promptings* is his transparency and tenacity, his propensity to turn lemons into lemonade. Most of us have experienced adversity. He chose to react to adversity by stimulating new growth. This book tells you exactly what he did and how you can do it. The concept is quite simple: Watch successful people and do what they do. And observe unsuccessful people and do the exact opposite. Kody has presented a blueprint for success in many areas—emotional healing, forgiveness, success coaching, business training, and so much more.

Make your promptings matter. And I don't mean being prompted to curse someone out, even though I've been there too! Let your misfortune prompt you to change lives, express appreciation, start a business—and lead a life that matters.

I admire Kody's brilliance with his message to use your promptings to help others. I urge you to look at your life and be grateful for the darker days. Reflect and think about how your story can make a difference in the lives of others. You're not the only one dealing with job loss, family problems, addiction, a failed business—but reacting positively to your experiences could renew your life.

I firmly believe everyone has a story to tell. I call it your Power Voice. Discover it and change lives. Get out of your head and into your greatness, and let your promptings promote greatness and inspiration across the globe.

LES BROWN, MOTIVATIONAL SPEAKER
AND BEST-SELLING AUTHOR

*“You cannot do a kindness too soon, for you
never know how soon it will be too late.”*

RALPH WALDO EMERSON



CHAPTER 1

My Brother Kris

In 1989 I was hired by an advertising agency in New York City. I had just graduated from college and completed an advertising internship. My career was getting off to a great start, and I was excited.

I was ready to move from my home in Salt Lake City to the vast unknown in the big city. My wife and I and our one-year-old daughter prepared for our journey. It came time to say our farewells to family and friends, and then we jumped in the car to leave. Like it was yesterday, I remember getting in our car and looking out at the field next to my parents' house. My brother, Kris, was moving some vehicles around. At that moment I had a prompting that I needed to slow down and take the time to run over and give my big brother a hug and say goodbye. I ignored that prompting. We jumped in the car, honked, waved and drove away.

Two months later, in a small apartment in New Jersey, we received a phone call in the middle of the night. My mother tearfully let me know that my brother Kris had been killed earlier that day. She told me Kris, who worked as an electrician, had been called to fix some lights at a tennis court. He climbed up a metal pole that had a pulley system at the top. The pulley system had a metal cable Kris pulled on to bring the lights over the tennis court toward him. As he was pulling on this cable, it broke and swung over his head, connecting with a 7,200-volt power line behind him.

He was electrocuted and fell some twenty feet to his death. Later in the day, a girl playing tennis went to retrieve a ball and found my brother's body behind some bushes. When my mother finished the story we said our goodbyes, and I was left to ponder the news I had just received. The only thing I could think of was that I had ignored a prompting to say goodbye to my brother Kris.

That was a defining moment in my life. I made a promise to my brother that night that I would never ignore a prompting again. I also promised that I would help as many people as I could to act on their promptings to reach out to others. This moment changed my life forever. I immediately began my journey to not only learn the power of promptings, but to find ways to make it simple for people to act on them.

We flew home for the funeral, and, as you would expect, it was a very difficult time for my family. Kris was only twenty-nine years old and left a young widow and three small children. I remember going to his home to visit his young family. It was a new home, and the yard had not been put in yet. Kris was planning to get started on the yard that weekend.

I remember standing in their front room, looking out the window. What I saw next was another defining moment for me. All of a sudden, eight or nine trucks pulled up in front of their home, and fathers and sons started piling out of those vehicles. Picks and shovels in hand, they marched into the yard. More trucks pulled up with loads of topsoil, loads of sod, sprinkler pipe, wood for a fence, and parts for a swing set and playground. Within four hours this small army of concerned people had installed the entire front and back yard, fence, sprinklers, grass, swing set, sandbox, and all. Our family was filled with emotion. No words could have ever been spoken to comfort our family the way this enormous act of kindness did.

I walked outside and asked who had put this whole thing together. I was guided to a young man about twenty-five years old. I asked him what gave him the idea to do this incredible act.

He said, "Kody, you see all these people working in your brother's yard? Your brother helped almost every one of us put our yards in." He was very

saddened by the news of my brother's death, but when driving out of the neighborhood that morning, he looked at my brother's home and noticed the yard had not been put in yet. And he had a *prompting* that come hell or high water, before the sun set over the west mountains that night, that yard would be completed.

It's amazing to me that this young man used the same word: *prompting*. I ignored a prompting and lost a brother. I then witnessed the result of acting upon a prompting—a prompting that delivered an army of people to a young widow's yard and springboarded the healing process of an entire family.

I will never forget the powerful impact this experience had on my life. I received the message loud and clear that my mission in life was to act on my promptings and help others do the same.



Since that time I have been on a life journey learning the enormous value of promptings in our lives. I have learned that promptings will guide you to your genius within. I have learned that promptings are not to be analyzed; they are to be acted upon. And I have learned there are two primary types of promptings: The first is the inner prompting that tells you who you are; the second is the outer prompting that tells you what to do with who you are.

The inner prompting is that voice within that only you can hear. We have all heard our own song in our hearts. At some point in our lives we have all connected with our own uniqueness. You may or may not be currently blessed with a clear direction from your inner promptings. That inner voice may currently be difficult to hear or it may be very clear. Either way, by acting on your outer promptings you will strengthen that inner voice, and it will guide you to what you were destined to be. Promptings do guide you to your genius within.