

## CHAPTER 11

# HOW TO FIND PASSION WITHOUT SPENDING ONE DOLLAR

BY PAUL P. CHENG, ESQ.

**Stop listening to those that prey on your emptiness. Paying to find passion is a waste of money. Passion is a byproduct of feeling successful which occurs only when you put in 100%.**

People talk about finding passion and think once they find it, everything will fall into place. It's a wonderful concept; however, it is unrealistic because of the one issue that assuredly stands in most peoples' way—money. We need money to sustain ourselves. And most, including me, cannot simply drop everything to find it.

Let's be frank. Any guru with a powerful voice and poignant message that tells us, "just let go and live your passion," has good intentions—they want you to be happier and more successful. Yet, upon further evaluation we find that the expert who can so eloquently state such a powerful message became successful only after they began reaching out to the average person and teaching them to...you guessed it, find their passion!

**No matter where you are in life, you have worth.**

Did you know that simply reading this book is a mathematical impossibility? The simple act of you, being a human, with the 37.2 trillion

cells in your body in conjunction with you reading and synthesizing this article is already a miracle. Further, combine that with the seven billion people living in this world and you being here is not just an incredible feat, is it completely improbable.

What does all of this mean? It means that there is something special about you. No matter where you are in life, you have worth and meaning in this universe. And this value that you have is burning inside you. That loneliness tearing at you is your spirit telling you that you are worth more than what you currently feel. Regardless of which perspective you choose to look at, passion is consuming you and haunting you.

**The real issue is not finding your passion—which many people are taught to believe. Instead, passion is a byproduct of feeling successful. And success occurs when you live each day 100%.**

Think of your childhood. Think of one time where someone encouraged you or when you succeeded at something. Remember the result of what happened? You began spending much more time at it. Whether it was sports, reading, or a hobby, your passion began to develop when you felt that you succeeded at it.

Simply put, your passion coincided with the amount of success you felt. Success spurns the feeling of passion. And a higher chance of success only occurs when you give of yourself 100%.

This is the key. No matter the circumstance you are in, you must immerse yourself and embrace each day. Lackluster success is the reason why you feel unaccomplished at the end of the day. You may have done much, but still feel passionless.

Of course, there are no guarantees in life. I cannot guarantee that you will feel successful every single day you put in 100%. However, I can guarantee that if you refuse to squander the potential opportunities that come your way by living each day fully, the passion that eludes you will quickly find its way to you.

Passion is a beautiful, incredible, feeling that will overwhelm you when you live each day to its fullest. It is waiting for you.

### **Start with the “end goal” in mind.**

After reading, you might start agreeing that passion is a byproduct of success. And you have every right to then ask, “How do I live each day 100%?”

To live each day 100% you must start with the end goal in mind, and then work backwards.

Let’s use the simple concept of being successful (you can replace it with any goal you want). Then take that end goal and work backwards, using it as a roadmap to the decisions you make on a daily basis. For example, would a successful person procrastinate? Would he/she scream at others when they are stressed? Would a person of success be overweight?

Your life will quickly surround itself around the end goal you set.

### **Attorneys—a lonely profession.**

I am a warrior. My time is bought to fight for others. And frankly, being an attorney is one of the loneliest professions out there.

During my second year as an attorney, I was told by a mentor: “Do not be discouraged, attorneys like prostitutes are paid by the hour. As long as you bill your clients, and keep your costs low, you will make it.” How discouraging is that?!

This is unlike my big brother. My brother just retired from Loma Linda University Hospital as a Director of Spine Surgery. During his tenure at the hospital, if someone died (God forbid), the deceased’s family would think it was the will of God. On the other hand, if I lose, no one ever thinks it is the will of God. Instead, they blame me.

No one ever realizes the number of tears we shed for our clients. And because of that, attorneys can easily convince themselves to become heartless, not giving 100% effort into their daily lives, and abusing whatever benefits they can get.

**Xiao Wu: an example of how the “end goal” changed my life.**

A lady came into my office, beautiful and statuesque. She was a Chinese woman with a recent Green Card obtained from marrying an American citizen. With her came her thirteen-year-old daughter, a carbon copy of her mother. When she came in, she fell onto her knees and refused to leave. She was desperate, pleading how she and her daughter had nowhere to go. Her husband was abusive and forceful, requiring her to have sex with groups of men while he watched and smoked drugs. Her daughter, similarly, only spoke in small whispers and refused to look anyone in the eye.

Like many new immigrants, she kept expressing her need for her Green Card. It was everything to her at that moment. She had contacted numerous lawyers before me that rejected her pleas and sent her away. And easily, I could have clammed up and done the same. However, the question I asked myself was the following: “Would a successful person turn her away?” The answer was clear, no.

A successful person would not turn this woman away. Instead, he/she would embrace the situation and help. Indeed, that is what I did. Less than thirty days later, this battered, crushed, human being, sent me pictures from a shelter we referred her to of her and her smiling daughter.

She is currently being processed under VAWA (Violence Against Woman Act), a statute that permits abused individuals to gain citizenship without their abusing spouse’s support and living free from the abuse previously encountered.

The result of this event created a passion in me to continue being an attorney. The passion I felt occurred because I worked backwards, using my goal as a successful attorney to roadmap my actions.

I share this story of Xiao Wu, not because I’m proud to have helped her, but because I’m ashamed of the thirty to forty women I previously sent away. I’d suggested to them they had to “tough it out.” Of course, I can rationalize by saying I hadn’t known of the specific immigration statute applicable. Please, learn from my mistake.

**36,000 Days. Yours are 1/3 to 1/2 gone.**

With that said, I will say to you what no one else in this book will say. Your life is at least 1/3 to 1/2 over. You most likely only have approximately 18,000 days left (or less). You do not have time to reject the proposition of failing to engage each day. If you refuse to live your life fully you will likely never find the passion you so desperately seek.

**By seeking integrity over dignity you will find both.**

Passion is a feeling people desire because it is the child of Dignity. Ultimately, you are not seeking Passion. You are really seeking to feel dignity about your life. You want to close your eyes at night knowing and feeling that you are proud of who you are. You will never feel passionate about your life, unless you feel proud of it.

**CONCLUSION**

In summary, remember the following:

- (1). Gurus are steering you in the wrong direction because they are suggesting that passion is something outside of your current path.
- (2). You have worth, right where you are.
- (3). Passion is a byproduct of success.
- (4). Success occurs when you live 100% everyday.
- (5). Start with the “end goal” in mind and your life will change.
- (6). You do not have time to wait to change your mindset.
- (7). Integrity comes before dignity. You will never feel passion without living a life of integrity.



## About Paul

Paul Cheng is a trial attorney and senior partner of a team of distinguished attorneys in Pasadena, California. He has extensive legal experience in small to large business operations and commercial realty transactions. Mr. Cheng has counseled individuals and businesses at all levels in a variety of transactional and litigation matters, including contract, land use, employment, franchise law, fraud, internet law, products liability, intellectual property, construction defect and general torts. He has also been featured on NBC, ABC, CBS, and Fox affiliates regarding legal issues.

Prior to entering private practice, Paul Cheng was a Deputy City Attorney with the City of Hesperia, California and a Mediator with the Los Angeles Superior Court.

Paul Cheng obtained a B.A. degree in Philosophy from the University of California, Los Angeles and a J.D. degree from Southwestern University School of Law.

He has traveled extensively through Asia and is a frequent lecturer at the universities there. He is fluent in Mandarin.

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