

THE ULTIMATE QUEST!

What Do You Think?

A black and white photograph of a man's face in profile, looking intently at a glowing lightbulb held in his hands. The lightbulb is the only source of light, casting a warm glow on the man's face and hands. The background is dark.

HOW TO TURN THOUGHTS INTO THINGS

Victor E. Midgley

WHAT DO YOU THINK?

**THE FINAL QUEST
HOW THOUGHTS BECOME THINGS**



Victor E. Midgley

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Dedication

I dedicate this book first, to the many who have allowed me the privilege of teaching them. To the people who have provided me with valuable feedback and helped me improve the programs I teach. Also, to all those who have stayed in contact with me over the years to give testimony to the principles I teach and how they have truly changed lives. I am grateful and humbled by the continued support of those closest to me who offer endless encouragement to press forward and share this message with as many that will listen. I must give recognition to my mentors, those who have gone before me and have laid the path for personal development. I have learned so much from them and they are the reason why I can do what I do and live the life that I do. I also dedicate this book to those who will embrace and learn the lessons to improve their lives and then pass it along to another so they may realize the same joy and fulfillment in their life. Finally and most important, I dedicate this book to my wife and children who have been a great support, strength and resource to me throughout my career. They have been my best students, critics and fans.

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Foreword about the Author

The Author, Victor E. Midgley, launched his career in sales and customer service nearly 30 years before writing his second book "What Do You Think?" Over his career, he has been in pursuit of answers to the questions, how to connect in an empowering way with people and how to achieve ultimate success. These questions led to a fierce endeavor to find substantial answers and not the feel good fluff that many of the motivational speakers at the time would present. All the research, all the books, seminars, and all the talks on tape, turned up empty returns. Sure they were motivational and inspiring, but the flame would die shortly after the exposure. After a brief and unproductive quarter of college (right out of high school), Victor decided to serve a 2 year voluntary church mission. He was assigned to serve in the southern portion of Georgia and the northern portion of Florida. This experience gave Midgley a solid jump start on people interaction and the observance of human struggles and the cause of strife and the passion in people to find a better way to achieve peace and prosperity. When Victor returned home to Utah from his service, he enrolled back in college and landed a sales job. His newly developed people skills earned him rapid success as a sales representative. Victor Midgley quickly moved into leadership positions and other management opportunities followed him throughout his early career. Victor studied mentors at the time, which included Anthony Robbins, Dennis Whatley, Zig Ziglar and Stephen Covey, to name a few. Victor's study of scripture along with academic physiology studies in college as well as the science of people studies from

renowned experts, inspired his program, which he titled “Perfect People.” That program led to Midgley’s entrepreneurial career, which launched in September of 1999. Ever since, Victor has been working with companies of all types and sizes across the world developing people who in turn produce high levels of productivity for their organizations, as well as in their personal lives. Victor Midgley’s career took a quantum leap forward when we began to study Bob Proctor, Raymond Holliwell, Napoleon Hill and Bruce Lipton. This book represents a comprehensive compilation of studies from the world’s most influential “personal development” experts and the decades of research supported by Mr. Midgley’s company, M9 Group.

Preface

The aim of this book is to point people in an appropriate direction to happiness and prosperity and then to provide the proven principles and processes that ensure the desired outcome. Through this process of discovery, it became intensely obvious to me that our purpose in life is to create. Create things, life, opportunities and experiences that are progressive and expand to touch and intertwine with other human beings. Endless study, research and drilling deeper and deeper into the cause and effect of human behavior, and then to map the sure course to the - what's, why's and how's that grant us the measure of our dreams, has been my life mission. It is my expectation that you will find this book very rewarding. I anticipate the content to stimulate new thoughts and questions in you that will catapult you into a new world. I expect there to be moments when you completely agree and find answers you've been looking for that soundly jump out at you. I would not be surprised if you might want to challenge some things or maybe not agree because you cannot comprehend the idea yet. Either way, I encourage you to not read this book once, but read it several times. The more you read it, the more you study, the more you share with others, the clearer it all becomes. Your life is about to change in a magical way, you will exalt your current state of understanding to heights you never realized before was your inheritance all along. Prosperity and Happiness are yours, regardless of your current situation, no matter what your past, no matter what you might now think are limitations. After reading this book you will realize you can wipe it all clear and become anything you can imagine!

Introduction

What do you think? How do you interpret that question? Am I asking you your opinion, or perhaps am I asking you what is going on inside your mind. No matter how we ask it, the point is that everything originates in the thinking mind. That is the starting point of our conscious existence, the big bang if you will. From that single point everything has been moving at lightning speed and our “storage mind” or subconscious mind is gathering all the information and shoving into a warehouse (subconscious warehouse). So much of what is stacking up in the subconscious is not even passing through security (the conscious mind) because it’s coming in so fast and people are just not paying attention. The information that we have been collecting since birth is what society is programming into us; the sum total of the collective perception of the masses. Sadly that information, for the most part, is destructive and damming to progress, but we accept it because we have not taken control yet. When you come to realize the extraordinary creation you are and you are able to better understand the power you represent, you begin to change your perception about you and you begin to hope for more than what you are right now. The great creator wired you and me to progress. Not equally in the material manifestation, but equally in the power and process of creation. Whether I build a \$1 billion multi business or raise a family in the suburbs and earn a modest income, the process of that creation is equal. Note the example in the book of Matthew about the parable of the Talents; three servants where given an unequal amount of talents or tokens, two

of the three double their goods and the other hid his for fear of losing his portion. The master praised equally the two that increased their portions and condemned the one who hid his portion. The praise went to the servants that created more and the “what” or the “amount” was irrelevant to the master. I have heard it said that when we die everything we own will be owned by someone else. Our creations whatever they are we leave here when we pass on, but our developed creative ability remains with us forever. Creativity begins in the mind and the thought always precedes the creation. As human beings, we are wired to create regardless if we are exercising the power or not. The question is, what are we creating, or better yet, are we continuously engaged in the creation process? Are we creating prosperity and abundance or are we creating lack and limitation. No human being can help it but desire more that is how we are wired. However, it is the processes that trip people up. When you become exposed to the code that sets you on the path that leads to a life of prosperity and joy, as you master the art of fulfillment of those creations, your life will make complete sense. The good book talks about, “Strait is the gate, and narrow is the way, which leadeth unto life, and few there be that find it.” You found it, now do something with it!

Chapter One

DEFINING YOUR WORLD

What we are beginning to accept as a human race, is that it is not necessarily reality that shapes us, but the lens through which we view the world that shapes our reality. If we change the lens, we can change every single outcome at the same time.

You are about to embark on what I will boldly claim is the most important event of your life, and that is reading this book. I believe you are about to receive information and instruction that will affect you in such an impactful way that you will recognize the life changing shift you have likely been seeking. I believe, you have acquired this book by design, because you have been seeking answers that will be found within these pages to questions you have had and not yet found.

This journey begins with understanding how you have come to shape your world at this moment, the things you've learned, the things you've experienced, the things you believe and the wisdom you have attained up to this point.

I understand the possible conflicting emotions that one might experience at the onset of discovery, discovery that could cause a restructure of how things have been accepted by you for so long. My twenty-eight years of experience working with people has educated me of the likelihood that you may feel a turbulent of emotions as you approach any new concept that could move you out of your “comfort zone.” You may experience skepticism, fear, uncertainty, opposition, or even offence. You might also experience adventure, gratification, hopefulness, or excitement. Whatever you feel now, pay attention to it, and then measure that emotion along the way as you journey through the chapters and assess your progress. What you gain from this book will solely be determined by you and how you perceive it. This is the very point of this first chapter, defining your world.

How you experience and decide upon choices you make is based on how you have currently defined your reality. The productivity of an individual or group is determined by the perception of the individual and majority of the group. The perception is determined by how the individual defines aspects of reality and even more important is how one understands what they have defined. For instance, I may hear a word and from that word I create a picture and that picture becomes a moving vision. What makes defining accurately so important is that when a picture becomes a moving vision, you begin the process of

creation or physical manifestation of the initial picture. This is the reason you and so many other people miss the target and by target I mean the goal or hope of the original idea. You will notice throughout this book, I will offer a definition of a word so that we can both better understand the picture (idea) and the target (physical manifestation or tangible). Whatever definition you have given to a word, situation, process or experience is in fact your reality. You might think that the accuracy of your definition may or may not be as critical if you are traveling alone so-to-speak, as much as if you are communicating with others, which is almost always the case. Whether important interactions or not, how you define your communication or perceptions are critical to the outcome.

I was having a simple conversation with my 6 year old son who was doing homework for school, and he asked me for an example using the word “B” in a sentence. I proceeded to give him an example of how bee’s make honey, he said, “no dad”, the *word* “B” = B•E! I had a different perception at first because I was thinking of the bug and he was perceiving the word. Another example; recently I was interviewing a young lady for a job and upon listening to her story, I made the comment to her, that she was “ambitious”, meaning she was a “go-getter.” Later in the interview she referred back to my statement about her and ended her comment with, “and that is why I am so ambiguous.” I assumed she meant to say

ambitious, but my perception immediately went to, she thinks of herself as vague or confusing, which is how I would interpret “ambiguous” and maybe she did use the word appropriately after all. Nonetheless, the interview was at risk of being misperceived.

I have consulted with many companies in various industries that all manage a call center to handle the contact with their customers and potential customers. Time and time again I would encounter the differences between their styles, and often times vast difference in the operational and technical processes. Although there are places to go and people who will advise on “best practices”, call center operations still vary in the way they define particular aspects of the operation. That doesn't necessarily make them wrong if all agree and understand how processes are defined. If I hadn't had the experience of working with so many companies and realizing how common it was to see so many differing ideas, the contradictions would have driven me crazy. In many cases, several of the individuals within the organizations I worked with, were employed in their first or second call center experience is all. I learned that when consulting an organization, I could share “best practices”, which in essence was my opinion based on experience, or help the company to collectively and unitedly define the processes of the operation to better their opportunity to all be on the same page. If the definitions were not aligned, then

debates would easily ensue and if the definitions still were out of line, then misunderstanding would result. Either way, the possibility for failure was a real likelihood, because conflict existed with the vision. The conflict being caused by misperception and the misperception was caused by poor definition of words, processes and ideas. The same principle occurs in everyday life, when misinterpretation of words, experiences, and other information causes people to miss the target.

The significant experiences in our lives create memorable emotions that play a major role in how our perceptions are formed. Another major player is the information we collect. Bad information and bad experiences will result in a defective perception, defective perceptions will cause misdirection and ultimately a disconnection from the objective. On the other hand, better experiences and better information will lead to empowering perceptions and a connection with the goal. How do you know when you have a healthy perception? Your emotions will help you indicate whether or not you have formed an accurate perception, accurate meaning aligned with your vision (objective). This is the purpose of feelings. When we feel good, our perception is aligned and when we feel bad, it is not. It is common to feel good, but still be off base. When you obtain additional information that causes you to reason that you are off course, your emotion will shift from

good to bad. That is your “sensory acuity” factor at work, an inner compass that guides your actions.

How is it, that one person can see a glass filled to the middle with water as half empty while another person will see it as half full. The common answer is that the one who sees it half full has a positive attitude and the one who sees it half empty has a negative attitude. Society has conditioned the masses to accept that attitude is the cause because of the common definition. The true answer is that neither is wrong and both are right. It is not that one is positive and the other is negative, the answer is found in the definition and the perception of the person beholding, so-to-speak and how information and experiences have been organized personally. Sure, we are strongly influenced by people, places and experiences, but still we have the ability to define our personal world without being compelled or forced to do so.

Viktor Frankl was a Jewish psychiatrist who spent three years during World War II living under unspeakable circumstances in several of the most notorious Nazi concentration camps. While imprisoned, Frankl realized he had one single freedom left: He had the power to determine his response to the horror unfolding around him. He chose to define his predicament in a manner that would empower him.

Viktor created empowering images within his mind of his wife and the prospect of seeing her again. He imagined himself teaching students after the war about the lessons he had learned. Frankl survived and went on to record his experiences and the wisdom he had drawn from them.

"A human being is a deciding being," he wrote in his 1946 book, "Man's Search for Meaning," which by the way, sold more than 10 million copies. Frankl said, "Between stimulus and response there is a space. In that space is our power to choose our response. In our response lies our growth and our freedom."

The idea of becoming consciously aware of the subjectivity of our perceptions is a seemingly abstract one. Human perceptions, and their ramifications, are very real and potentially life-changing. Research shows that people may hold an unconscious bias against creativity because it represents uncertainty, unless they are able to perceive that uncertainty in a positive light. Consider the role perception plays in helping patients improve in ailments ranging from pain and depression to Parkinson's disease through a phenomenon known as the placebo effect. Though the placebo effect remains largely shrouded in mystery, researchers attribute some aspects of the placebo response to active mechanisms in the brain

that can influence bodily processes such as the immune response and release of hormones.

Studies also show that perceived risk can drive behavior change. The perception of the harmful effects of smoking, for example, can influence habit and addiction. So, how might you harness the power of perception to live a more conscious life, and perhaps, even recast the most dreadful situations in which you might find yourself in? Your ability to define and choose your reality is perhaps the greatest human gift. I have found that those who succeed on a large scale have an innate ability to accurately define their world. They can bring to pass the physical manifestation of their vision through a set of processes and then repeat the code over and over again thus producing positive results and building their health and wealth.

There are practical ways to start on the path to progress and development. You must at the outset be certain that you want change. Be clear strategically whether you are really looking for something groundbreaking. Define what that means. The underlying aim of this book is to help you transform your character, your experiences, and your value, by helping you to gain new ideas about the human experience. This conversion begins with understanding your personal perceptions.

I hope you will take away from this book, not just an understanding of precepts and principles, but a greater understanding of yourself, or at least a point that inspires change in you. The first step, is going to be through awareness. You must be able to see yourself perceive. It's about observation and curiosity, having a sense of wonder, becoming aware of the connection between the past and the present. Becoming an observer of yourself enables you to do amazing things. Become aware of how your environment and culture forms your habits.

Society can get inside your head and pose a strong influence on your habits and what you think is good, bad or evil. Society can form everything from your taste in food, to your feelings, none of these beliefs occur in isolation. This profound social influence, is acquired through activities and experiences of everyday life, and is often taken for granted. Quite often relying unconsciously on habits for perspective serves us well, until it doesn't.

Examples of mistaken perception can be seen nearly every day in the news. Depending upon context and our personal definition of words and experiences we can take a situation and accept it or respond to it in very different ways. A large share of Society will allow exceptions for athletes or famous people that have committed a misdeed that would not be extended to a typical person.

We sometimes find ourselves at a crossroads, in a place of uncertainty, faced with perceptions borne of falsehood, misunderstanding, or bias -- perceptions that do not serve us or empower us. In this case, we are responding and not choosing.

What you are striving for, is to expand and express your personal imagination in a new way. The right to imagine a life and world that is full of happiness, less anxiety and good. People are not being diligent enough or deliberate enough about cultivating their imagination. You have to stand for your ability to imagine the world the way you want; because one form of influence is telling people that they're not allowed to imagine something better and happier.

Either there are no illusions or everything is an illusion. The predominate theory, is that human beings evolved to make sense of things. Every time a stimulus comes to us, our mind does the efficient thing: It responds based on past experience. In so doing, the mind continually redefines normality. It is being shaped, literally, as a consequence of trial and error. The mind did not evolve to see the world the way it really is, we can't! We are inclined to see things according to history, our own history and that of our ancestors. We are defined by ecology, and not by our biology, not by our DNA, but by our history of interactions. Sensory information can mean just about

anything, it's what we do with that information that matters.

All this being said, there is a very specific way that we as human beings can be accurate and consistent in our perceptions and choices. There is a sure way to achieve and progress continually throughout life. Even when we misunderstand or misread a situation, we can correct our course even without having a perfect knowledge, or in other words, in the case of a misperception of reality. For centuries, brilliant minds have discovered and mapped out in great detail how the elements and substance of the universe moves and behaves. All vibration, all movement, all behavior is cause and effect, or in other words, the result of obedience or disobedience to a law that governs its influence.

Albert Einstein said, "Look deep into nature, and then you will understand everything better." This statement advises that the things of nature are definite and consistent and that our lives follow the same pattern. Corn grows in specific conditions, snow falls under certain conditions, all things natural move and behave according to law. Understanding the basic laws of nature and learning how to work with those laws will ensure your success.

Education must be about creating new perceptions. Traditionally education has been about efficiency; it wants

to know what happens at the end and wants to know the right answers. People really need to learn to move between the "why" and the "how." Innovation and change are, at their very essence, a "why" proposition. The "how" comes later. Albert Einstein also stated, "The true sign of intelligence is not knowledge, but imagination." It is in this way that perception becomes the gateway to innovation and change.

People are so resistant to uncertainty that they can't see creativity. Under their current state of habit, they are blind to it. However, by becoming aware of how your mind works and how perceptions are created to affect your life, you can step in the direction of breakthroughs.

Chapter Two

HOW THINGS REALLY WORK

My mentor, Bob Proctor, states at the beginning of every seminar he conducts; “If a personal development program does not have a spiritual foundation (not to be confused with religion) – it is incomplete.” The programs I teach including the contents in this book has that understanding at its foundation of the principles. This book will not be a religious dissertation, however, when speaking of spiritual things, I am referring to things not seen by the natural eye as opposed to material things that most people comprehend as their reality. So, let’s begin.

“We see in nature the answer, she has no trouble she cannot overcome, she has no problem she cannot solve, no burden she cannot endure and no task she cannot perform.” When you consider nature, you realize all her operations are governed by the mighty law of harmony and order, which constantly removes every discord, heals all diseases, rights every wrong, and supplies every need. For example, if a young sprout attempts to break through the soil in winter before season, the unruly sprout will be destroyed. However, to all seeds planted in the ground, the blanket of snow and ice serve as warmth and protection to all other seeds complying with her law.

When man wishes to use nature in his work such as farming or gardening, he must know how to comply with nature's laws. As man obeys nature's laws, in turn, he drives the best results and in the end reaps and enjoys a prosperous harvest. "He who obeys the laws of nature and acts as her obedient servant, later becomes the master and reaps a full harvest."

Nature's laws are considered established and universally applicable, an independently and sufficiently verified description of a direct link between cause and effect. These type of laws are statements that describe or predict a range of phenomena behavior as they appear to in nature. Think about every aspect of your life, think of your finances, think of your relationships, and think about your health. Understand that every aspect of your life can be better if you live in harmony with the laws of nature.

The world's greatest inventions that we enjoy as a human race today have all come to us through obedience to nature's laws followed by the inventor. Electricity, airplanes, automobiles, the internet, etc. are the result of someone adhering to and applying the laws that govern the physical manifestation of the idea.

Raymond Holliwell stated, "You should be a builder and to him is given all the materials out of which to construct the

kind of life that you desire to live.” You build in ignorance or you build in wisdom according to your obedience, according to your understanding of the divine law and the use of it in your daily life. If you don’t understand the laws, you are not going to be able to be obedient to them and you are likely to even violate them regularly. This may have a lot to do with things not going right in your own life. Think about these laws, you don’t have to think about it long before it really starts to make sense.

The society in which we live has such influence on our thoughts and behavior. So much, that we have literally become easily programmed to follow ideas, thoughts and theories that do not promote favorable and prompt results. When you comply with the orders and instruction of the law, you become obedient to the influences that effects the predicted outcome. Obedience then is the governor of all movement whether it be mechanical, literal or spiritual. A machine without its governor would tear itself apart. It would be utterly destroyed because it failed to obey its own laws of gravity and momentum. An intellectual scholar who fails to comply with the laws of learning would become foolish. All people are entirely dependent upon obedience for their success in this life.

Obedience to the laws, first requires understanding the laws and second, discipline and commitment to being obedient to those laws.

We all know someone we look up to and admire. Whether in person or on television, there is an athlete, actor or other celebrity we would like to be like. It is natural to wonder how “it” all happened for them (meaning their success). Well, it didn’t just happen. Sure, these people are considered talented, but in spite of being talented, those impressive results didn’t come to them by chance or accident. It came from discipline! As my mentor puts it, “discipline that is consciously chosen, ardently desired, and patiently persisted in.” Discipline is the ability to give ourselves a command and follow it.

We live in a time where 90% of all the scientist that have ever lived are alive today. We are advancing quicker than at any time in history. We are gaining more information, more insight, better direction and better understanding and awareness of how things really work - than at any time in the history of mankind. We owe a great deal of gratitude to the many people who have dedicated their lives to the pursuit of human development and who have unlocked the mysteries that can predict a prosperous life. Dr. Holliwell is considered one of those great researchers, Bob Proctor refers to Holliwell as the dean of personal development. Raymond Holliwell’s many years of research and study led to his popular book, “Working with the Laws.” His book takes a brilliant approach to the 11 natural laws that explains our physical world and how it

evolves. By working with these laws on a spiritual and mental level you can ensure a productive, healthy - wealthy life. Holliwell's work, along with many others who have delivered valuable instruction to all humanity that assists in the development of a better life experience, should be greatly appreciated. However, nothing I know of will provide you with all the pieces of the proverbial personal development puzzle like this book. You need to plan on reading this book over and over again, it is that important to the success of your life. Also, visit the website (myperfectpeople.com) for additional tools that will help tutor you.

Dr. Holliwell said, "People everywhere are awakening to the necessity of disciplining their thoughts and acts. We train domestic animals carefully, we harness the forces of nature to serve us regularly and well. And yet when it comes to ourselves, the most valued of all, we let our thoughts run wild. No one can attain their ambition until they learn to discipline their mental force and are able to control their thinking." To change your life in a significant way, you will have to sacrifice some things that might be considered important to you. You will have to let go of the things of a lower nature in favor of things of a higher nature.

I have an appreciation for a college professor whom I'll never forget. On the first day of class he addressed the

students with a statement he was about to write on the board. He said with great confidence that what he was about to share with us would be worth our entire college experience (all in this one moment). Strangely enough after all these years, I have never forgotten what he did next. He wrote on the board these letters; “T•A•N•S•T•A•A•F•L.” He told us to never forget this and if we would remember this one thing we would become successful. He then explained what this represented, “**Their Ain’t No Such Thing As A Free Lunch!**” Things do not happen by accident, there is no free lunch – you are not going to get something for nothing. You will have to make sacrifices, you will have to give up something of a lesser nature to get something of a higher nature. That is by law.

The entire universe operates by laws. These laws are something that happens every time for everybody everywhere. Sacrifice is one of these laws. When we understand these natural laws and then align our actions with the laws, wonderful things happen. Think about this for example; “you cannot enjoy the satisfactions and pleasure of a true friendship and indulge in a bad temper” says Proctor. “If you do not sacrifice your bad temper for friendships, you will sacrifice your friendships for a bad temper.” A person cannot have a genuine character of good works and resort to crooked practices.

As you make the concerted effort to change things in your life, you may experience emotions of resistance. It takes a pretty well balanced individual that doesn't let things get to them. When you go to do anything that is "outside of the box", going where you've never gone before. You are going to meet with resistance. Resistance is not necessarily a bad thing, in fact if you don't meet with resistance when you are undertaking something big, that could be an indication you are going the wrong direction, meaning you are either going backward or sideways. Resistance can be a signal that you are moving into a new area. People are programmed to resist resistance, it is part of our human nature. Instead of "fight or flight" or in other words "reacting" to a situation, you must learn to master resistance by responding. The principle of psychological reciprocity is the fundamental concept behind the law of nonresistance. The law states that whenever you give "good" out, you get "good" back, but rarely right away. However, when you put "bad" out, you often get "bad" back quickly. If you can learn moving forward, to let the things go that frustrate you, you will position yourself for great things to happen in your life. Whenever you move out of your comfort zone, that discomfort or in other words resistance can turn into "self-sabotage" and cause you to turn away from the goal. There is no resistance if you are moving backward or sideways, but there is no progress either. To move forward, you must expect some resistance, but also you

must respond and try not to muscle your way through it. When you react to resistance you often trigger an automatic non-conscious counter that creates conflict. When you respond, you have to think and thinking leads to solutions. When you react, whatever it is that is causing you to react wins. When you respond you win.

The brightest people we have in our midst have given us great insight to the cause of human behavior. Scientists accept the truth that the body of a human being is moved by the mind and that all its functioning is governed by a ruling thought. Regardless if that thought is subjective or objective, conscious or unconscious, the mind captures it. Those who study the mental processes, find that all the conditions of the body are created and caused by the mind. It is known that creation, in every form, is governed by and subjected by a law. Hence, when a person misuses, upsets or violates a law, that mistake is referred to as a sin. A sin is a mistake or misunderstanding or a misjudgment. A mistake is falling short of or disobeying the law, either mechanical or spiritual. Correction is the only method of adjustment or of satisfying the law. Thus repentance and forgiveness are the only means available to correct that mistake. Understand that mistakes are not necessarily what society or religion (for that matter) have deemed mistakes, but rather the separation from the law.

The basic law of life states that we either create or disintegrate, we either move forward or backward, we progress or regress. A human beings purpose is to progress, that is how we are wired. If we are not moving ahead we are constrained, or in other words our progress is dead and our emotional sensor detects that. If you violate the law you nullify your progress and you are unable to move forward, you then find yourself in a state of obstruction or blocked progress and things cannot be as good as you want them to be.

If you live in harmony with the laws, you are going to move forward. If the price of sin is regression, then it would have to be requisite there be forgiveness. The definition of “forgiveness” is to let go of completely, to abandon. Forgiving yourself, which is more important than you might think, seems to be a common difficulty for a lot of people. However, forgiving is essential if you are going to progress. You cannot change what you did, but you can correct your course moving forward. The reason this concept is so important is because you cannot afford to drift through life with the heavy burden of guilt. Guilt is among the most destructive emotions known to man and that emotion will keep you from tapping into the energy of the laws that empower your life. Also, resentment will do the same thing. You must learn to forgive yourself and to forgive others. Just let it go – forgiveness is a very healthy concept. What happened yesterday - we cannot

change. Whatever it was that was wrong, let it go! Whether the wrong was deliberate or not, you have to let it go! You also need to move away from any situation that might be feeding the wrong behavior or feeling you are experiencing. Move away from anything or any persons that might be doing “wrong” to you. It is impossible to hold bad thoughts in your mind and move in a good direction.

At a conference of medical professionals, a renowned physician in his keynote address spoke on the subject of “thought” being the source of disease. He stated, “Abnormal tumors and cancers are due to a long period of suppressed grief and anxiety.” Another way of putting that is, a lot of sickness is due to a lot of “sinful” thoughts getting bottled up and suppressed within our minds. This doesn’t mean you are an evil person or in bad spiritual standing. I am referring to “sin” as the separation from the natural laws and for our purposes, I also refer to holding on to the emotional baggage of “guilt and resentment” as a sin. It is critically important for us to pay attention to the impact our emotions have upon the physical organism. If you are being negatively affected physically by the thoughts bottled up inside you, you should take every means at your command to forsake, abandon and overcome every emotional tug that has a debilitating effect on yourself.

Everything works from a higher to lower potential. Bob Proctor uses a good example to make this point. He states when working with electricity, “We do not know what electricity is, but we do know the laws by which it operates. If you want a greater flow of electricity, put in a bigger bulb. The only limit placed on electricity is the form through which it’s flowing.” As human beings, we work much the same way, we move from the thought to the thing. Spirit always manifest from its polar opposite, we go from the nonphysical to the physical.

All people have the ability to tap into a nonphysical world, a world of thought. We can choose our thoughts and we can choose any thought we want. Take Viktor Frankl’s story from chapter one as an example. Regardless of all the abuse he was subjected to, he understood that no one could cause him to think something he didn’t want to think. That is really where attitude begins. Attitude is the composite of our thoughts, which cause our feelings, which expresses actions. When your thoughts, feelings and actions are aligned, that is an attitude. If you have a proper attitude you are going to live in a healthier body, with a proper attitude you are going to enjoy a lot of wealth, with a proper attitude you are going to have strong relationships and a lot of friends. The most important concept to living healthy, as basic as it may seem, you have to forgive yourself and others. Avoid guilt and resentment at all cost! Forgiveness is liberating and will

free you from the emotions that tie you down and bind you so you cannot progress. Let it go, and if it comes back into your mind, let it go again. Let it go completely. Form the habit of not holding on to anything that causes you to feel bad. Replace bad thoughts with thoughts of abundance, peace and joy. You will enjoy living a healthy, wealthy life.

Chapter Three

LET'S TALK ABOUT YOU

Every human being has a mind that can be developed for greatness, there is no exception. All the knowledge there ever was or ever will be is one hundred percent evenly present in all places at the same time. Every person including you and me has access to all the energy, knowledge and resources to attract greatness into our life. You have infinite potential, no one knows what you are capable of accomplishing except that it is great. The most brilliant scientists alive will not even attempt a guess at what you are capable of doing. The smartest people that have ever lived have studied “your potential” in many ways and what we know, is that the human body is made up of particles of energy, among other things, that baffles the mind of the wisest. You have about 11 million kilowatt hours per pound of energy locked up in the electrons (in the atoms) of your body. Your brain is an electronic switching station that no one is able to guess its power. However, if your brain were a computer, it could perform 38 thousand-trillion operations per second. Your central nervous system is the most phenomenal electrical system in the entire universe. Did you know that the blood circulates through hundreds of miles of passage ways every 33 seconds? Did you know that the human bone is

ounce for ounce stronger than steel? Did you know your body gives off enough heat to bring a gallon of water to boil in 30 minutes? Your body makes a super computer look like a toy. Have you ever stopped to think about the power you represent? You have resources within you right now that can create and produce the physical manifestation of any thought or dream your mind can conceive. When we talk about you, we are talking about something that is awesome! You and I are the highest form of creation known in the universe. The question is, are you using all the power and tools at your disposal to build a quality life? Are you in a constant pursuit of something better, but every search turns up empty? Gaining an understanding of how you are wired is important and that is what this chapter is about.

Obtaining the information is only half the battle. The other half is conditioning your behavior to act on the information you will obtain.

More than 2,000 years ago carved into the arc above the temple of Apollo at Delphi in Greece are the words, “know thyself.” This Greek proverb is a warning to pay no attention to the opinion of the multitude. Plato refers to the maxim as “wisdom from the gods” and states, “for they imagined that “know thyself!” Plato also alluded to the fact that understanding “thyself,” would have a greater

yielded factor of understanding the nature of a human being.

We begin the road to knowing you, by first understanding how you “fit in.” Everything in the universe including you vibrates. You are a molecular structure, you are not solid, but composed of trillions of cells that all move and cause feeling. Through its (body) magnetic field it attracts like or in other words, substance that matches and is equal to its self. Bob Proctor refers to our world as “an ocean of motion.” As we look at the things that surround us, they may appear to be solid, but in fact nothing is solid and nothing is resting. Our bodies have a brain and that brain is an electronic switching station. Our thoughts activate the brain cells and that causes our bodies to move in a vibration. The vibration we are in, controls or attracts what we bring into our lives. All human beings are magnetic creatures, a mass of energy pulling and drawing things toward us that are attracted to our vibration. If you think about this for a moment, you will recognize the evidence of this principle all around you. You can walk into a place of business and know if that business is successful or not because of the energy in the establishment. Wherever you see people coming and going you can tell the energy is high. Athletic events and concerts are good examples of people energy.

There must be intelligence to direct the energy. Napoleon Hill stated; “an educated person is not necessarily a person with an abundance of general or specialized knowledge, an educated person is a person who has so developed the faculties of their mind that they can acquire anything they want or its equivalent without violating the rights of others.” Each person is endowed with a complete set of faculties, which if properly developed and scientifically applied will ensure success, ever growing success. These faculties are the higher faculties of the mind. Your sensory factors, which you are familiar with:

1. Hear
2. See
3. Smell
4. Taste
5. Touch

These physical factors help you to make sense of experiences; however, these sensory factors work from the inside out and are limiting in how they help you accurately identify or represent your current status. You may look at your bank account and let that tell you where you are financially or what your status is. You may listen to the doctor and look at the x-ray's and let that tell you where you are physically, but does it really? All our lives we've been told “to listen to what I say and do what I tell you to do.” As you grow up and go through school you

are being told how smart you are by the report card you were given at the end of each grading period. All that report card told you (and your parents) is what the marks were you received on your last exam. Most people would allow that report card to dictate who they are, but does it really? Not at all, but that is the idea we are operating under because we have been conditioned or programmed to accept these ideas over many years. All the report card tells you is where your mind was for a few minutes several weeks ago. The report card has absolutely nothing to do with your potential and has absolutely nothing to do with what you are capable of accomplishing in your life.

Let's take a look at the higher faculties of the mind. As you start to understand these higher faculties you can literally begin to take control of your life. These higher faculties are:

1. Reason
2. Memory
3. Perception
4. Will
5. Intuition
6. Imagination

Reasoning Faculty

With the reasoning faculty you choose your thoughts. There is a power that flows to and through you. As that power is flowing through your consciousness, you can make anything out of it you want. That is literally where all creation begins. You can think whatever you want, this is also where your freedom comes in. Your reasoning factor is the mental tool that you think with. All highly successful people are in complete agreement that we become what we think about. Do you pay attention to what you think about? If you want to know what you think about, take a look at the results you are getting - that will tell you exactly what is going on inside your mind. The sad truth is that most people do not think. Earl Nightingale said, "If most people said what they were thinking, they would be speechless." Henry Ford is quoted as saying, "thinking is the hardest work there is, which is why so many people do not engage in it." If you stand back and observe people's behavior, you would recognize that most people operate on "auto-pilot." If they were thinking, they would never do what they are doing. Have you listened to people when they speak? They wouldn't say what they were saying if they were thinking. The sad truth is that most people do not think. So how do people get away with believing they are thinking? Most people accept mental activity as thinking. They allow what's going on outside of them to control what's going on inside. The Reasoning Factor is what we use to make

choices. There are two sides to our reasoning factor, there is inductive and deductive reasoning. Inductive Reasoning, you make choices based off of observed patterns. Deductive Reasoning, you base your choice off of evidential facts.

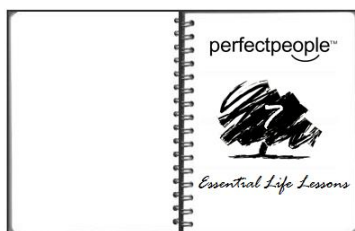
Memory Faculty

The average person wanders around saying, “I’ve got a terrible memory.” The truth is there is no such thing as a terrible memory, there are only weak memories. These mental faculties that we have are like muscles, they are mental muscles. If you are going to strengthen your mental muscles, much like your physical muscles, you are going to have to exercise them. If you fail to exercise your mind, it will become lethargic and useless. It has been said “what we don’t use we lose.” You have a remarkable memory, you can remember anything. Memory is developed through association and in many cases it is ridiculous association. Dominic O’Brien, the 8 time world memory champion stated, “your memory is everything and it isn’t just about remembering meaningless things. Your memory helps in creativity.” Mr. O’Brien went on to say, “the *journey method*, which is used by 99% of the competitors at the memory world championships is a method that includes using a well known route around your house or street and attach whatever you want to remember to features along the way.” I can recall in vivid detail experiences of my past when I hear a song that had

impact on me during that time. You may realize this, but you remember experiences in your life by having an anchor or associating that experience with something else. You must not allow yourself to use common phrases like, “I don’t remember names with faces”, or “I have a horrible memory”, things most people say. When you do that, you are setting yourself up to forget and not exercising your memory faculty. The point is, we all actually have a perfect memory.

Perception Faculty

This mental faculty we discussed in the first chapter, but let me add some additional thoughts as we cover perception in this chapter. When we talk about perception, we are talking about your point of view, how you look at a situation. Have you ever been caught in the middle of a debate between two people that have strong opinions about how they see a situation? Most of us have had that experience. Do you remember thinking that both sides were correct in their statement, but still could not see eye-to-eye and agree? I have a book I hold up in seminars and classes that I conduct. On the one side is printed “Perfect People, 7 essential Life Lessons” and a logo of a tree, and on the other side it is blank.



Back

Front

I will stand in front of a person and hold that book up and all they can see is the cover of the book. I then tell them that there is nothing printed on the cover of the book, I ask them if I am right or wrong? They will quickly tell me I am wrong. I then say that I am going to insist there is nothing printed on the cover of the book, when I do this I draw their attention more to their perspective that there is in fact something on the cover of the book. I begin to cause them to focus on what is in front of them. I am not causing them to see the book from my point of view, but rather see it more from their point of view. When I turn the book around, they still don't want to give up the fact I was wrong, but they understand better there are two sides to the book and what I considered the front, they considered the back and what they considered the front, I considered the back. This is an example of what science would refer to as polarity, which decrees everything has an opposite. It is the flip side of the coin, it is the front side and the back side of the book, the north and the south. You might want to consider this next time you disagree with someone and you want to believe they are wrong. As far as they are concerned, they are right from their point of view - just as you are from your point of view. Their persistence might not take them where they want to go, but they are still right from their point of view. If you want to change a person's view on something and get them to buy into your ideas, we will discuss strategies for changing a person's point of view in a later chapter when I

share “meta-programs” with you. For the purpose of this example, it would be wise to understand that people will have their point of view and it may not be wise to get into an argument over perceptions, but rather to develop keen communication skills to help you move others perceptions. We will cover communication skills in a later chapter.

Will Faculty

The next mental faculty is the Will. The Will is a powerful tool, it gives you the ability to concentrate. There is a power that flows to and through you and as it flows through you, you give it direction. As you are able to take this power or energy and harness it directly on an idea, your mind will then hold that idea. As the energy magnifies, that idea intensifies the vibration toward that idea and you attract all the resources available to the accomplishment of the idea. This is passion! You will notice that all highly successful people have a greatly developed Will. It is the Will that gives you the ability to focus. Remember your physical sensory factors? Those factors are actively picking up information from the outside. As they pick up information, it literally scatters your brain into millions of pictures that are going on inside your mind. A person with a highly developed Will can think and take an image and focus on that image, those people are the people that really make things happen. You can do the same thing by better organizing your

thoughts and paying attention to your emotions. Anthony Robbins says, “With the right emotion, we can get ourselves to do anything.” That is what your Will Faculty does for you.

Intuition Faculty

Intuition is a mental faculty that is built into all people, male and female. You may have heard of a woman’s intuition, women have no more intuition than men do. You may have also heard people talk about intuition as a sixth sense, intuition is not part of the physical senses of which you have only five. Your intuitive faculty is what picks up other peoples vibration. I am sure you have had experiences when you meet up with someone and you can sense there is something wrong and you ask them what’s wrong and they say “nothing.” You know there is something wrong because your intuitive faculty was at work. Eventually you got them to tell you, and as you detected, there was indeed something wrong. You can also identify when you are around someone who is moody, what I mean by that is; they are either in a good mood or bad mood or in other words, they have good energy around them or bad energy around them. It is your intuitive faculty (a mental faculty) that picks up on that energy around that person. Your mental faculties really tell you a lot. Your body is a molecular structure and moves at a very high speed of vibration. You have also likely had experiences in your life when you had an

impression to call someone or as you were thinking about them they called you. It is the vibration of that thought you picked up on. Thought waves are cosmic waves that penetrate all time and space and it is your intuitive faculty that picks up on that thought vibration. When you develop your intuitive faculty, you've got one of the most powerful forces you will ever discover and it will work for you.

Imagination Faculty

The imagination is the next mental faculty. There is a saying that goes like this, "The imagination is the greatest nation of all." Napoleon Hill said, "The imagination is the most powerful force that the world has ever known." You can build anything in your imagination! That is where all creation begins in your life. Vincent van Gogh, the famous artist was asked how he painted such beautiful paintings, and he replied; "I dream my painting and then I paint my dream." That is what you and I do. Everything is created twice, first on a mental plane and then on a physical plane. I was so thrilled when I finally got it and realized that thoughts do become things. I also love playing with the idea that everything was once a thought. Take a look around you at all the physical things you see, the house you live in, buildings, cars and roads were all a thought first before being a physical structure. This exercise is going on all around us, whether we understand it or not. Did you know that the internet has always been here, it just took someone's imagination to see it? Now,

what about you, how do you want to live? No matter what your vision is, do you know your imagination will take you there? You just need to know how the mind works and why it is that you can imagine a life of meaning. If you want to know why you are not able to get a clear and accurate physical manifestation of your life; the reason your dreams get knocked sideways, is because of your current paradigm. You will learn about paradigms in the next chapter, but understand this, there are no shortcuts in life. You can make quantum leaps forward by developing your mental faculties.

Chapter Four

THE POWER OF A PARADIGM

par·a·digm

perəˌdɪm

In seminars I conduct or coaching session I perform, when I ask individuals, “what is a paradigm”, I very rarely, get the correct answer. It is not uncommon that a person does not know what a paradigm is let alone how to design one that will direct a life toward happiness and prosperity. If you do not know what a paradigm is, it is unlikely you will have control of the powers that can get you what you want in quick way. Your paradigm is the central architectural platform for your life. The paradigm controls all aspects of your life and is the most important element to a prosperous life. We should be teaching about paradigms in school, but we don’t. It is sad to think this might be the only place you will ever get precise instruction on what a paradigm is and how to design an effective one.

A paradigm is a “model or pattern for how something should be done that can be copied or repeated.” Bob Proctor says, “A paradigm is a multitude of habits and a habit is an idea that has been programmed in the subconscious mind over and over again.”

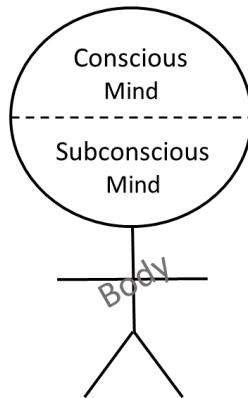
Your paradigm literally controls your results. The paradigm dictates your logic, your paradigm controls how you utilize your time, your paradigm controls your perception of situations, your paradigm controls your effectiveness, and your paradigm controls the abundance you obtain in your life. If you want to change your life, you are going to have to change your paradigm.

Everyone operates with a paradigm regardless if you understand it or not. Some paradigms are weak and others are strong, in other words, some are effective and some are ineffective. The strength or weakness of a paradigm has a lot to do with how well it is aligned and I'll explain that later in this chapter. Your current results are a manifestation of your current paradigm. If you are not getting the results you want, you are going to have to change your paradigm. Your current paradigm controls your behavior, your actions and thus your outcomes. If you recognize this in your own life and you are prepared to change your paradigm, you can create an amazing life much more than you are experiencing now. I am going to be honest with you, if you desire to change your paradigm, you are going to be in for the battle of your life. Paradigms do not want to be changed. You are familiar with the old saying, "habits die hard!"

To begin the changing process, you need to understand what a paradigm is. A paradigm is a cybernetic mechanism fixed in the mind that controls how you experience the world around you. The medical world defines “cybernetic mechanism” as the “science of communication through an automatic control system.” The wisest therapist among us do not fully understand paradigms and thus they do not know how to change it. Unfortunately, the advice, counsel and instruction given to people seeking change in their life by some therapists don’t always get the correct information and direction to change the behavior. Only because the licensed therapist is counseling based on their education and requirements for the license and not necessarily what is the correct process. If a person is struggling with something, they are told essentially to try harder. If only we understood that the behavior of people is a reflection of that person’s current paradigm and not a reflection of the information they have gathered, we could begin to make a significant change in the behavior. The report card or the stat sheet only tells you about the person’s paradigm, not what they know about the subject or the job. People study and they learn about certain subjects and get it down to a science, but when it comes time to present the topic in front of others, the paradigm takes over and the behavior can tell a different story.

An effective paradigm model includes 6 steps in the process and each step keeps the paradigm aligned as you check it continuously. The more aligned your paradigm is the quicker your outcome is revealed physically and the smoother the journey.

To fully understand what a paradigm is and how it works, you must first understand how your paradigm was created. When you first arrived on the scene, meaning the day you were born your mind was completely clear. Over the years your mind has been programmed by your environment and experiences. Understand, your mind is not the same thing as your brain. Your brain is an electronic switching station for the body, in other words, the brain's function is to send signals to the physical body. It's your mind that controls your results and it's the results you want to change. If you want to change your results you are going to have change what is going on inside. Dr. Thurman Fleet, a doctor in the 1930's made this profound statement to the medical community when he said, "we are just treating the body, if we are going to have any health we need to treat the whole person." Dr. Fleet sought better understanding that the mind is central to mental health. No one has ever seen the mind and because we see in pictures we are going to need a picture of the mind. He created the drawing (next page) to better explain how the mind works and the association between the conscious and subconscious minds.



When you make the necessary changes inside you are in a position to enjoy the changes on the outside. There is a thought power flowing through your consciousness and you can think anything you want to think. Pay attention to what you are thinking about right now, think anything you want. Think about the beach, think about a clear sunny warm day, or think about playing with your children, or being with friends. Instantly you can change your thoughts and be in that moment, but that does not necessarily change your behavior. Your thoughts reside in the top half of your mind or in other words your consciousness. It's the subconscious that controls the behavior of your body. The subconscious controls every action you are involved in. Remember it is your actions that control your results.

I shared an earlier quote from Napoleon Hill who said, "An educated person is not necessarily a person with an

abundance of general or specialized knowledge, but an educated person is a person who has so developed the faculties of their mind that they can acquire anything they want or its equivalent without violating the rights of others.” When you impress an idea upon your subconscious mind that immediately alters the vibration of this instrument we call the body. The body as we have already pointed out is a molecular structure, a mass of energy in a very high speed of vibration. We have invented words to describe the vibration our body is in and these words have to do with “feeling.” When we ask a person how they are doing, they will usually reply with how they are feeling. They may be feeling fine or good and they may even reply with how bad they feel, but usually we express how we feel when asked how things are going. What we are expressing is the vibration our body is in, but we do not realize that consciously in the moment and thus we do not say what vibration we are in. As you better understand how this works, you begin to realize that you are in control of how you feel and how you can better change that vibration of feeling. It takes work of course, but when you know the cause and how it works, you can make the adjustments that improve and change the way you feel. People will have a tendency to think that other people are the cause of getting them upset, but you do not need to let other people upset you. You get upset because you are reacting, but you don’t need to react - you can respond. When you react, you

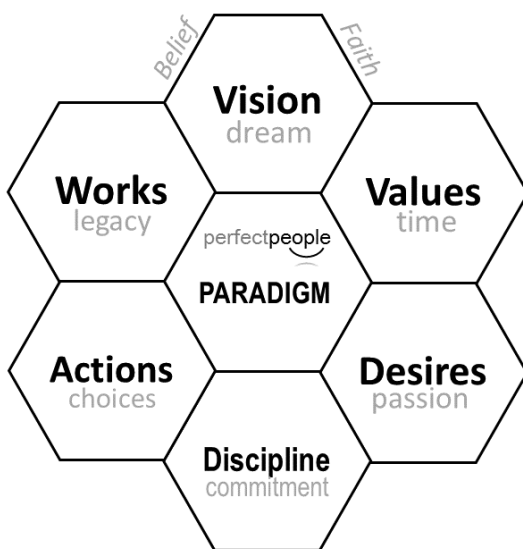
are allowing your subconscious to act out of habit. When you respond, your conscious mind has to think about the action you take next. Try this out next time you are in a situation where you can respond instead of react. See if this works out better for you.

The sensory factors are hooked up to the conscious mind. The conscious mind has the ability to choose thoughts and those thoughts turn into pictures, the pictures are turned over to the subconscious mind and then the subconscious mind expresses the action. The subconscious mind has no ability to accept or reject a thought. The subconscious mind cannot differentiate what is real and what is not real, the subconscious mind does not know the difference between what is right or what is wrong. When you were born into this world, you did not have any conscious faculties developed. The subconscious mind was wide open and you began putting images into it. Your subconscious is programmed genetically, which explains why you look like your relatives, but more importantly, your subconscious is programmed environmentally. You begin to pick up on language and other habits influenced by your environment and the people you are surrounded by. As the conscious faculties develop, you then have the ability to think and the power is now flowing through you. What are you going to think? You are going to think thoughts that are in harmony with your current paradigm. Your paradigm is

the multitude of habits that have been programmed through repeated actions over many years. Let's say today you want to make a change in your life and this day you want to dream a big idea (maybe you have already experienced this). Take for example, you initiate a thought that you are going to quadruple your annual income, or buy a luxury car, or take an exotic vacation this year. You are going to like those ideas, but what is really going to happen? Your current paradigm is going to reject that idea because it will seem illogical based on your experiences thus far. It's not that it is illogical - because it is not, but because you're current paradigm has been programmed with conflicting ideas that don't align with the new idea. You can believe something on a conscious level, but if the subconscious believes something else you will have conflicting ideas and that will cancel out the bigger idea.

Anyone who has experienced success on a large scale will tell you, "If you are going to change your life, you must change your paradigm." Your current paradigm controls what you accept to be logical. If you are going to work with a big idea you will need to create a new model that supports that big idea. Praxis, is the integration of belief with behavior. There is a bible phrase that states, "By their fruits ye shall know them." If your actions do not agree with the idea, you will not achieve a connection to the resources to complete your vision. Your current

paradigm was created through the repetition of information, your new paradigm will be created through the repetition of new information. You start by taking the new ideas you have consciously and plant them in the place of the old ideas. You must come up with daily rituals that will permanently plant the new productive ideas in your mind. The paradigm model below will help you stay the course. The reason so many people have difficulty with creating a paradigm model is they have no image to work with. This diagram is the result of many years of study and research by my company and it has helped thousands of people create a model, including steps, to an empowering paradigm that will work wonders in your life.



The model has many significant paradoxes, but I will save that for another time and place. What is important are the steps and the order of the process.

1) Vision

James Allen wrote, “Mind is the master power that molds and makes and man is mind and evermore he takes the tool of thought and shaping what he wills brings forth a thousand joys or a thousand ills we think in secret and it comes to pass our environment is but our looking glass”

Everything begins with thought, an idea, dream, or vision. You create first in your mind with the expectation that the thought will become manifested physically. You could think of it as the process of transforming the “invisible to visible.” As you start to think powerful thoughts that is when things begin to happen because you have launched the creation processes. Raymond Holliwell states, “We are progressive beings you and I, a creature of constant growth before whom lies an unlimited ocean of progress to be navigated and conquered only by development and culture of our inherent powers.” The progress of the individual is largely determined by their ruling mental state.

The mind is the basic factor in governing power in your life. Your predominate thought or vision is the definition of who you are. Solomon in the book of Proverbs said, “As a

man thinketh in his heart, so is he..." James Allen also made this powerful statement, "Of all the beautiful truths pertaining to the soul which have been restored and brought to light in this age, none is more gladdening or fruitful of divine promise and confidence than this - that man is the master of thought, the molder of character, and maker and shaper of condition, environment, and destiny."

Your dream can be anything you want with no limits. Your current paradigm may resist the logic of the dream if your dream is bigger than anything you have ever done, but that is only because you have not yet replaced the old paradigm model with the new paradigm model. When you have locked into a thought, you have it intellectually, when that thought becomes fixed in your paradigm, you've got it emotionally and then it is just a matter of time before you've got it physically. The action most neglected in the vision step is that the thought or vision must be clear and detailed. Although you do not need to see or understand the "how" of what you want will be manifested, you must visualize the dream with clarity and with detail. As much clarity and detail as you can come up with. Do not just think of the new car; picture also the type, the color, the smell, the feel, etc... Whatever the dream, give as much detail to it otherwise it is possible for the dream to fade.

There are three very important keys to this first step in your new paradigm model. The first is that you must

demonstrate faith. Faith, is not just a religious word. The dictionary defines faith as, “A complete trust or confidence in something.” In the book of Hebrews Paul states, “Now faith is the substance of things hoped for, the evidence of things not seen.” It is difficult for human beings to buy into an idea when we don’t know the outcome or we cannot see the step by step evolution. Faith is a powerful element to the success of your paradigm. Work on it if you need to, but do not take for granted faith is not important.

The second key is one of the biggest mistakes people make in the creation process and that is to reason that a detailed plan is required before anything can happen and that is not so. That may seem like a total contradiction to what society has programmed you to accept. Society demands, “You must have a plan, what is your plan, show me the plan.” In interviews with the most successful people today, it is common among them all that they first had a dream and a passion, but they will all tell you they were not sure how it would happen. Many will tell you that they did not expect the journey to unfold the way it did. I love this inspiring saying, “Where focus goes, energy flows.” Will Smith is quoted as saying, “There is no need for a plan -B- because it distracts from plan -A-.” The only plan you need says Will, is to “decide on an idea and from that moment the universe will [work for you].” Martin Luther King didn’t say he had a plan, he said, “I have a

dream!” When you lay out a detailed plan, the moment that plan goes sideways your vision breaks down. This is not to say that a plan is bad or that you should not consider a plan at all. A plan should be flexible according to obedience to where the forces compel you to move. Just remember, the laws of nature knows the best way to accomplish the vision. Stick to the creative process and recognize when nature is preparing the way. Your job is to pay attention and follow the path you are compelled to take. Poet Robert Frost wrote, “Two roads diverged in a wood, and I, I took the one less traveled by, and that has made all the difference.”

The third key is, you are going to have to create new habits. Allow yourself to create any thought big or huge, regardless if it seems now to be illogical or unrealistic. You will want to post reminders of that thought on sticky notes, white boards, flash cards, etc., everywhere and include a declaration that you will repeat every day for 90 next days (at least). For example; “I am so happy and grateful now that...” You might also want to include a question such as, “What am I willing to do today that will lead me closer to my dream?” or “Who will I meet today that will help me achieve my vision?” It is very important that you do this exercise immediately.

2) Values

A value is something you hold as high importance. The one thing you have that is of great worth is your time. Understand this, all your time is spoken for. You spend your time doing what you accept is most important to you. I know when someone does not keep an appointment with me, that appointment did not have a higher value to them than what they did with that slice of time meant for me. No matter the reason the fact is we do with our time what we value most. You might disagree with that, but it's true. You might also think you have a lot of wasted time or you may think that what you do with your time is not as important as what you could be doing with your time. It doesn't matter, what you do with your time tells you where your values are. If your values are not aligned with your vision, you already have a conflict and your vision is not likely to become physically manifested. If you are not aligned, make adjustments. You will notice a difference and you will be glad you did.

3) Desire

Desire is a conscious impulse regarding something that promises to bring satisfaction. Desire is the mechanism that releases energy into the universe in search for the most appropriate path to the vision. Passion is a compelling emotion that will release physical endorphins throughout the body and placing the body in a high vibratory state or in other words a magnetic state. Check

your desire and passion with your vision and values. If your desire and passion are operating at a high level, and you are allocating your time to the vision, then you know you are aligned.

4) Discipline

Discipline has so many definitions that it is no wonder the word creates such confusion. I like the way Bob Proctor defines discipline – he says, “Amazing results come from discipline that is consciously chosen, ardently desired and patiently persisted in.” Discipline is the ability to give ourselves a command and follow it. Anthony Robbins said, “We rarely do what we should, but we always do what we must.” Without discipline there can be no commitment, no sacrifice, no courage and no preparation. Discipline is a key component to your paradigm, it is what gives it flight. People know how to choose what is right, but we do not always do it because it seems to interfere or delay our immediate attainment of a distracting object. Of course, we want instantaneous healing of our shortcomings, but we are reluctant to give up the net of habits that caused them. All that we are is the substance of our character, which is to maintain discipline and commitment to our vision and to not waiver and give in to the petty things that arise steadily as we allow our visions to be disturbed and harassed. Raymond Holliwell makes this powerful point, “a man who will not deviate from the path of what he deems to be right for the sake of personal

profit or popular acclaim; [is] a man, in short, whom one may trust absolutely. He is one on whom others rely for leadership, whereas the man who is easily persuaded to yield to pressure, even for kindly motives, is not the type of individual on whom we can depend.” There is no secret pill or potion you can take that will embed discipline in you. Discipline is a self-manufactured characteristic. I think of it as the one thing that we have to give to the creative process that is not already made. Without it, the realization of the vision cannot be completed. With it, the key ingredient to physical manifestation is secured.

5) Action

Action requires movement and all creation and achievement involves effort and effort is action. Faith without action is dead. Action enhances your body magnet to increase in its vibration. You may have heard this popular saying, “A body in motion tends to stay in motion, and a body at rest tends to stay at rest.” Movement is a great way to get ideas flowing and your magnetic fields to vibrate at a higher frequency. Albert Einstein said, “Life is like riding a bicycle – to keep your balance, you must keep moving.” I would strongly encourage daily exercise for the benefits that will come from the intense activity. When you take any action, that effort essentially requires the making of choices. You must pay attention to the choices you are making and if those choices are getting you closer or further to your

vision. Again, check your choices with your discipline and desire. Be sure to maintain alignment with all the steps in the paradigm and for goodness sakes – move more!



6) Works

The dictionary defines works as, “The activity involving mental and physical effort done in order to achieve a planned purpose or result.” Your paradigm exists only to lead you to the creation of your vision. If your paradigm is aligned, then it has to produce a good work. Jesus, in the bible spoke of works as the fruit of your labors. He said, “By their fruits ye shall know them.” He also said, “A good tree cannot produce a bad fruit.” Interesting that he would use a law of nature to compare the paradigm process. Your paradigm begins with the vision, dream or thought and as you follow the steps, checking to stay on course, be sure your paradigm stays aligned, you will realize the physical manifestation of that original thought or idea (same as vision or dream), regardless of what that idea is.

I am often asked after the process of taking an idea through the paradigm process all the way to the physical manifestation, what then? What’s next? When you have taken an idea and then created the visible-physical

expression of that idea, you begin to comprehend your purpose and your capabilities. You are a creator and your purpose or fulfillment will come in developing your creative powers. You only have to do this a few times before you realize you can call upon the powers of the universe to create anything on this earth whether physical or experience, whether big or huge, it doesn't matter. How effective you are with the process is what matters.

I began to understand this concept more clearly through an associate and local icon to Utah, Larry H. Miller. I had a brief encounter with Mr. Miller many years ago playing in a softball league. Larry was a parts manager for an auto dealership in Salt Lake City. I remember him as a fierce competitor. Shortly after my initial association with him, he had acquired ownership in an automobile dealership. That alone would classify as an impressive achievement. Particularly given Larry's background to that point. Over the next few years Larry had acquired a couple more dealerships and it looked like he had hit it big. Fast forward 10 years and Larry is presented the opportunity to become a co-owner in an NBA franchise. In his biography, he tells of what a difficult decision it was for him to wager all he had built up to that point to become a co-owner in a volatile franchise. One year later, Larry acquired full ownership the Utah Jazz NBA franchise and as they say the rest is history. Larry had a dream that the franchise would thrive and compete for a world title. That

is exactly what happened. Larry continued to dream and the dreams became visible quicker and quicker. He had built a franchise owned arena that was the largest in the league at the time and in the smallest market in the NBA. Today, The Larry Miller family owns several successful companies and built a multibillion dollar empire. Larry passed away in 2009 and though it's true he could not take any of his earthly creations with him, he did take his creative faculties with him. I have heard it said that when we pass away everything we own will be owned by someone else. The creative power and ability is not passed on to someone else, but stays with the one who developed it.

Legacy serves as a reminder of the contribution made when we pass a current state. Legacy is your reputation and other works, whether physical or intellectual, that you leave behind when you move on to another phase. Whether we are speaking about your lifespan or moments during your life journey, legacy is important to the human experience. When I consult a company I will often hear about an individual that came before me and the comments made whether good or bad, that is their legacy for that moment. Your efforts and example when you move on will be what is left for others to judge your contribution. Your purpose is to do good works. You possess a creative power and learning how to exercise and channel that power is your task and will affect your

legacy. It doesn't matter what you create, the only thing that matters is how well you develop this creative power.

When a process works, meaning that the outcome is equal to the expectation, that is when you have established a belief. I think it is important to understand the difference between "Faith" and Belief." A belief is the recognition that something is true and exists, usually through experience. If you don't believe you can do something for example, or in something that you have no actual witness of, that does not mean it won't come to pass. You first need to have faith or a hope (free of doubt) in something that it will occur physically. The principles of faith and belief often get twisted. Belief preceded faith, there are several scripture references that supports this principle. In the stories regarding the healing of many, Jesus replied to all that "their faith made them whole." Why was it not their belief? Because they had not yet witnessed the actual experience, the belief was to follow after the trial of their faith. You can have a belief in something you have not experienced, that you have an assurance of through a similar experience or a first-hand account. For example, I've never seen the Great Wall of China, but I know someone who has literally touched the wall. I believe the wall exists based on their account, among other things. The point of my interpretation, is to make sure you do not get confused if you may not believe right now you can follow the

paradigm model to achieve success, but allow your faith to lead you to the belief.

This paradigm model I have shared with you will serve as your compass along your life journey, I am a witness to its effectiveness. May your experiences lead you to develop your inherent powers, may you recognize better now than ever before what is actually going on in your world; and may you realize your dreams.

Chapter Five

HAPPINESS AND PROSPERITY

The force of life is the drive for fulfillment; we all have a need to experience a life of joy, a life of meaning. While each human being is unique in terms of our experiences, we are alike in terms of how we were wired. We share the same physical “blueprint” including a nerve system that functions in all of us the same way. We are all designed the same way and thus we share a very powerful bond with each other when it comes to what we want most. Unfortunately, society has programmed the masses to believe, behave and accept processes that prohibit personal progress and prosperity. If you are going to move away from what society has conditioned you to believe in and tolerate meaningless processes, you will need to understand the “why?” Why do you do the things you do?

When I pose a specific question to people such as, “why do you do the work (or the job) you do?” I may get an answer similar to, “well, so I can make money.” I will follow that up with, “why do you need to make money?” I continue to ask the question until I finally get to the bottom line, “Because it makes me happy.” That is the underlining answer to why people do what they do? Try

this on yourself, ask yourself why you do the things you do and see if you arrive at the same place? If you could vacation anywhere you want, where would it be and why? Why do have the friends you have? You do the things you do because you believe it will make you happy.

Happiness is what people want most. Happiness is what drives you in your life today. The million dollar question is, “how is happiness achieved?” Let’s begin with, “what exactly is happiness?” Society has freely offered its many unsolicited definitions. Society would have you believe happiness is found in material possessions and the greater the cost of the “stuff” the happier you should be. The greatest illusion in life is that happiness comes from so called fame and fortune. Robert Fulghum wrote, “It’s not that I am not grateful for all this attention, it’s just that fame and fortune ought to add up to more than fame and fortune.” A lot of famous people would agree.

In all my study and research, I cannot find a better definition or model for achieving happiness than what is found in the “Perfect People” program. I am deeply excited to share with you the contents of this book, particularly this chapter, and what has taken years of research and study to prove regarding the most essential answer to the most profound question all human beings have asked since the beginning of time; what is happiness and how do I achieve it? Many people believe that

happiness is simply having fun, regardless if it's at a party, a fine restaurant or on vacation. These experiences can bring pleasure and that is often labeled as happiness. However, pleasure from material things or temporary experiences is fleeting and will have to occur all the time if it is to continue to please. Our distorted perceptions will adapt to our definition of happiness if we define it in fleeting experiences and objects. Chasing pleasure is not the same as happiness, which is why so many people become frustrated and miserable.

Happiness is an emotion, a feeling, and an effect. Happiness is not the same as an idea or a stimulus, which is why it never works when another person tells you to just be happy because of all the things you have or all you need to do is decide to be happy. Another person cannot flip a switch attached to you and change your emotional state. Happiness is an emotion controlled by your vibratory state and is a joint venture between the mind and the body. When the body and the mind are aligned in a common purpose, the energy released from that intense vibration generates an empowering condition, or in other words a creative state. It is a common understanding that "happy people are productive people." This is an absolutely proven statement however, society has once again confused that definition with the perception faculty in human beings. It is often understood that happiness comes after the acquisition of something. People tend to

assume that happiness will come from a future event and that it typically depends upon something else happening. Does this sound familiar?

*I'll be happy when, I don't have any more school
I'll be happy when, I get a car and then can be cool
I'll be happy when, I get a girl to be my wife
I'll be happy when, I get a house and start a life
I'll be happy when, I get the job that pays me tons
I'll be happy when, I have daughter and a couple sons
I'll be happy when, the kids have families of their own
I'll be happy when, I get a cabin by the lake to be alone
I'll be happy when, I retire with nothing more to do - what then
Happiness seems so far way, will I ever be happy when?*

Happiness is a powerful emotion that breeds increase in people. Happiness is a fuel or energy that expands a person's capacity to endure the journey of life. Happiness is the creative power that transforms the invisible to the visible. Happiness creates better health to the body and the mind. Happiness is an inner emotion that is manifested on the outside.

How happiness is generated is what confuses most people. Raymond Holliwel stated, "we are progressive beings you and I, living in an ocean of motion to be navigated..." From the beginning of time, humans, either individually or culturally have been in continuous pursuit of progress. The evidence is all around us and undeniable

as you consider the common actions demonstrated by people throughout history. Since humans have been on the earth, progress has been the persistent cause of every action. From the invention of the wheel to putting a man on the moon, to the technologies of today, human beings are as busy as bees pressing forward and progressing, developing and improving our quality of life.



Every aspect of our lives is tied up in some effort that reflects progress. Every conversation, every analysis, and every report, is centered on progress. When you ask a friend how things are going, they will typically break out in a report on how little Johnny is doing in school and how Sarah got an award for doing something exceptional. When you go to work, all that is talked about is growth, sales, customers and revenue. It's all around us and it is present every day. We see communities and cities growing, something is always being built or remodeled. We celebrate birthdays and graduations. We continue to see upgraded versions of technology, every few months.

This is our world and it has meaning and purpose. Happiness and progress are synonymous, intertwined in an eternal evolution that gives purpose and meaning to our human existence.

We are happy when we are progressing and we progress and prosper when we are happy. Happiness is an emotion and that emotion can occur at any moment as long as you detect progress in your journey. When I am working with a person who is sad, depressed or otherwise unhappy. I ask them if they feel as though they are progressing (in general). I have yet to receive a contrary answer to “no.” I can quickly get to the cause of their current state of feeling unhappy and that they have a perception, at least in general, of no progress. A common mistake made by a consoling friend or even by many professionals that deal with individuals with distraught emotions, is to try and convince that person why they should be happy. Happiness in anyone is driven by the perception of progress in that individual.

For many people, the awareness that their emotional state has to do with their sense of progress or regress goes largely undetected because most people will associate a feeling with what is happening right now. Most people have been programmed over the years to predetermine the cause of their emotional shift. For instance, “I’ll be happy when...” When you consider the laws of nature, there is a

progressive process before the outcome can be achieved. As humans we get impatient because we do not understand the progressive process, or we try to determine the process and if and when it fails us we perceive progress has stopped and the outcome disappears.

When you watch a sporting event, what technically is occurring, is that you are contributing your energy field toward the expected victorious outcome of your team. If your team is triumphant, that is how you defined progress and you are filled with an emotion of happiness. If your team loses the competition, that is regress or a setback, thus progress was not achieved and the emotion of unhappiness is the condition. Think about this, during the course of the contest as the score changed with your team falling behind and then moving ahead; notice how your emotions shifted even before the game was decided. You will likely hold the desire to celebrate the progress of your team if they won, or you will be down if your team lost. This is not as much a choice as many may think, but has to do with how you are programmed (you maintain the choice to reprogram your perceptions). If my team lost by virtue of the score, I could still have an emotion of “happy” if I determined another perceived cause for progress, such as “they played well.” The point being that progress in any form will produce an emotion of happy.

It seems to be a common observance of people who have reached celebrity status to be tagged with having achieved fame and fortune. For a lot people, celebrities are the envy of our culture. It is also a very sad, but evident fact that so many celebrities are unhappy. How is this possible? To have what a celebrity has seems to be all anyone needs to get through life happy and comfortable. Truth is, there is no difference between a celebrity and an ordinary person in terms of how we are wired and what it is we want most. Money is not the root of all evil and being famous is not vain, another misconception of society. Celebrities find themselves in the same emotional state as any other person. If a celebrity is unhappy even with all the material possessions, it is only because progress has stopped in their mind; or they accepted that happiness was found in fleeting pleasurable experiences and objects. There is no difference in people how happiness is achieved or maintained.

In a recent article published by the NPR commemorating International Day of Happiness (March 20th), I read an inspiring article that included interviews by residence of the country of Nepal. Nepal is a country of 25 million people and is struggling out of poverty after a decade long civil war. Squabbling politicians have paralyzed government, and high unemployment means 1,500 youth leave every day for jobs in Malaysia and the Middle East.

Secretary-General Ban Ki-moon made this statement as he addressed the United Nations on the International Day of Happiness; "I wish everyone around the world a very happy International Day of Happiness! The pursuit of happiness is serious business. Happiness for the entire human family is one of the main goals of the United Nations. "

This was one of the interviews given by a woman of Nepal, "Working is my happiness. I go to my fields every day. We grow everything we eat: garlic, rice, vegetables. I have done this since I was a child. I love Bollywood movies, but the government — they cut the electricity all the time and it is hard to watch the movies. Where is our constitution? Where is the development the government promises? That makes me sad, but I do not like to be sad. It is better to be happy."

Understanding what happiness is and how it occurs gives you a significant advantage in controlling your own emotion. Understanding how you can change your emotional state from one of sad to glad in an instant, is priceless. It is vitally important to your life experience to develop the ability to change and control your emotional state.

Your experiences come in two forms; one, what you are physically feeling and two, what you are paying attention

to or in other words your focus. These are the only two factors you have control over when taking control of your emotions. How you perform in any situation whether professional or personal will depend heavily on how you feel and what your emotional state is. How you feel depends on your physical condition and your physical condition is influenced by what you are focusing on.

What happens when you change the way you move your body? When you change the way you move your body, you change the way you feel and that affects your emotion. If I were to ask you to describe a person who is sad or depressed, how would you describe their physiology? You would most likely describe them as being slumped over with their head down, speaking slow and soft, and not moving much. That would be an accurate description because there is a certain physiology associated with depression. Depression dictates a certain physiology and if you change that physiology you will change the depression. The same can be said of a person who has a lot of energy and ambition. Their physiology would be much different. This type of person would be active and always on the move, keeping busy and their body would be straight up. Just remember that you can change your state any time by changing your body movement. If you are not feeling good get up and move, just do something.

The other important aspect of affecting how you feel, is controlling your focus. What you are focusing on at this moment are the things you are programmed to receive. This is what makes focus so critical in a person's life. If you focus on the wrong thing, you will miss the thing that you should be focusing on which is important to you controlling your emotions. There are two things you can regulate about your focus. One, what you are focusing on and two, how you are actually focusing. What you focus on includes the pictures in your mind, what you are saying to yourself, and what you are paying attention to with your body. How you control what you are focusing on includes the dimensions of the pictures in your mind, the brightness of the colors and so forth.

How do you change your focus? Many people believe that to change your focus you just need to think positive. The problem with positive thinking is that you have to think about it all the time. What you want to do, is program your mind to naturally make adjustments. Thinking is the process of evaluating things. Questions are the key tool to controlling your focus, which makes them the control tool to the quality of the experiences in your life. If you can control the questions you ask yourself and develop empowering questions that are consistent, you can control how you feel, how you think and how you make decisions, which all have to with who you will become. The only difference between you and people

who operate on a high emotional level are the questions that are being asked. Thinking is simply the process of asking and answering questions within your mind. As human beings, we are doing this constantly. Take a moment and think about some of the questions you might be asking yourself. What is the first thing that comes to mind when you wake up in the morning? Do you have the same questions for yourself on Monday morning as you do on Friday morning? Do you say to yourself – things like, “why do I have to go to work today?” Do you say, “Why can’t I sleep longer?” What about in other situations, what are the questions you are asking yourself? What do you say when something goes wrong, do you ask yourself, “Why do these things happen to me?” A lot of people ask themselves questions similar to these all day long, every day. You can only imagine the type of day’s they have. This might explain some of the day’s you have had.

Whatever questions you ask yourself, your subconscious mind will produce an answer. If you ask consistent questions, you will receive consistent answers and those answers will become your reality, even if you ask questions that have no basis of reality. If you feel a certain way on an ongoing basis it is because you are asking specific questions on an ongoing basis. As your focus changes, your body moves to match what you are thinking.

Questions will do three things:

1. When you ask a question, the question will immediately change what is being focused on and therefore, instantly changes how you feel.
2. Questions change what you are deleting. In order to feel unhappy, you would have to focus on the things that would cause you to be unhappy and you would then have to delete all the good things that are happening in your life.
3. Questions help you gain access to the resources within yourself.

The only difference between you and all the great minds throughout history; inventors, leaders, teachers, scientist, etc. are the questions they asked. Believe it or not, any one of us could have invented the iPad, cell phone, or play station if we had just asked ourselves the same questions as the inventor.

Because the questions we ask ourselves have very powerful repercussions, you should know how to ask appropriate questions. A lot of people, in general, do not ask empowering questions. Society and culture have great influence on the type of questions we are asking ourselves. Avoid asking presupposition questions; these are questions that deliver an answer in advance. Such as asking yourself, “why do these things always happen to

me?” These types of questions guarantee you are going to get a negative answer. Your subconscious will search its warehouse of information you placed in it and produce all the reason you gave it as to why these things happen to you. You should always be very careful of what you say about yourself or what you allow others to say about you. Your subconscious mind will store everything it receives, even if you are joking or not serious. If you are regularly receiving thoughts that you are not good, or not smart, your subconscious will store it. When you ask “why” questions, your subconscious will reply with what it has predominantly received. Those answers will most certainly turn your focus to a nonproductive state; your body will match your focus and not feel good. Unfortunately, you will be blocked from entering an empowering state where you can do a lot of good.

Decide what you are going to focus on - on a daily basis, because that is where your power is going to come from. As you condition yourself to focus on all things positive, you will feel great! You only control your focus through questions you are asking yourself, but not just any questions, well designed empowering questions.

I am going to make another important point; don't spend too much time feeling bad. Feeling bad is based on your focus, and if you will change your focus, you can feel good instantly. If you will begin each day by asking

yourself custom questions, you will program your mind to receive those questions and then create a productive focus. You will then position yourself to produce wonderful things for your life. I am going to ask you the following questions. Pay attention to how these questions cause you to feel.

1. *What are you most happy about in your life right now? (If nothing - What could you be happy about?)*
2. *What about that makes you happy?*
3. *How does that make you feel?*
4. *What are you really excited about in your life right now?*
5. *How does that make you feel?*
6. *What are you really grateful for in your life right now?*
7. *How does that make you feel?*
8. *What are you really proud of in your life right now?*
9. *What about those things that make you feel proud?*
10. *How does that make you feel?*
11. *Who do you really love most in your life and who really loves you?*
12. *How does that make you feel to love someone so much?*

Do you notice a state change from where you were before reading the questions? I'd like you to understand there is no capability difference between you and someone you might consider to be an ultimate role model of success. The only difference is that they have learned to use their body and mind to create a more powerful emotional state on a consistent basis.

Chapter Six

THE POWER OF PEOPLE

As we dive into the depths of understanding “self” and how to control the powers within to create a magical life, it would be careless to think success is only locked up in individuals alone and that people do not need other people. Oh, I have come across plenty of people who truly believe they do not need anyone for their success; of course that is the big misconception. It is selfish to think people do not need people to grow, prosper and be happy. We can do nothing big or small without the association of people. There is an unmeasured power found in people who socialize and connect with other people. Our greatest resource is people and the better you are at interaction, socialization and connection with people, the greater your experience will be in life.

All of people need other people in order to be well and thrive. We feel better just being around other people. And we need close relationships in order to be happy. Why are relationships so crucial to our well-being and happiness? In an article titled “Connection and Happiness” co-produced by PBS and NOVA and jointly written by several contributing psychologists, had this to say; “Relationships create psychological space and safety

so that we can explore and learn. When we feel safe and supported, we don't have to narrow in on survival tasks like responding to danger or finding our next meal. We are able to explore our world, which builds resources for times of stress and adversity.”

I do believe people provide a valuable resource to our creating a prosperous life. It doesn't take much thinking to realize the good things in your life, whether it be a job, an introduction to someone who has helped you, a gift, or an idea came to you through another person. Your association with people helps you understand who you are and feel part of something larger than yourself. Researchers also find that people with strong social connections have less stress-related health problems, lower risk of mental illness, and faster recovery from trauma or illness. Friends and family can also encourage and support you in healthy lifestyle habits, such as exercise and moderation.

Psychologist James H. Fowler studied the data of 5,000 people over 20 years and found that happiness benefits other people through three degrees of connection, and that the effects last for a year. He says: “We found a statistical relationship not just between your happiness and your friends' happiness, but between your happiness and your friends' friends' friends' happiness.”

The idea of “rugged individualism” is a myth. Humans are social creatures; we need social networks to survive and thrive. Even independent, self-reliant people need to connect with others. We read in the book of Genesis, “The Lord God said, it is not good that man should be alone.” The happiest people are those with strong relationships with family and friends. Family and friends are important to everyone, whether they are quiet or outgoing. Researchers have found that introverts get just as much of a “boost” from being with other people as extroverts do. People who have a smaller number of close relationships can be just as happy as outgoing people with large numbers of acquaintances. The important thing is to cultivate a network of people you are close to, not how large that network is. Some people have more outgoing temperaments, but introverts form just as many close connections as extroverts do and are just as capable of developing their social skills. Social skills are learned, and they can be learned and improved at any time in our lives. Though the number of people you are linked to in your network may be many or few, the actual interaction connection you make with people is a more serious emphasis.

For many people, social interaction is a challenge. However, it is important to connect and if you can develop the skills I will share with you in this chapter, you will

create more confidence in your interaction with other people.

You may have heard all your life that you are unique and there is no one like you. If you measure experience and genetics, that statement is true. However, all human beings are wired the same way and are more predictable than you might have once thought. Human beings can have different dreams and ideas about the quality of their life, but in order for us to interact and help each other, we must work on common ground. The human communication processes is static in all of us and when you understand the processes, you will produce productive connections with anyone; more particular, people who can help you build your dreams.

Interaction with people is a skill. Society will have you believe that men are from Mars and women are from Venus, so just get used to it. Not only is that statement inaccurate, but it creates more confusion with the whole communication process. It is true that most people communicate with other people just enough to get by. What's more concerning is that when I ask people if they consider themselves a good communicator, most would claim they are very good communicators. The fact is the more I interact with them the more I notice the sloppy and lazy approach people use to communicate with other people.

This chapter is designed to help you understand the fundamentals of human communication and to help you put them into practice so you can experience improved connections with anyone, anytime, anywhere.

Rapport

Can you remember moments in your personal experience when you felt a total connection with another person? Do you remember that feeling of energy that connected you with them? That energy, that connection is rapport. Rapport is an incredible tool that can impact your life in a very positive way. Creating rapport with people is a fundamental aspect of human communication. Being able to establish rapport is sometimes viewed as a basic element of social interaction, but one where many people have no idea how to create on purpose. Rapport is also viewed as the development of trust, understanding, respect, and a liking between two or more people. If you are to become a master of human communication, you will need to better understand the principle of rapport. You might think that achieving rapport with another person is natural, but that is mostly not the case. For most people rapport is hit and miss. Although rapport is a very powerful communication tool, it is a simple skill to develop. It is a skill you already have to a certain degree. Before another person is going to tell you what their real needs are, you will have to establish rapport, or in other

words, a state of responsiveness. Commonality or sameness is the foundation for rapport. Think about this, “When people are like each other, they tend to like each other.” If I asked you to think of someone you really like a lot, I would guess they would either be a lot like you or someone who you would like to be like. People prefer being with other people they feel they have a common bond with. So, in essence, if you can become like another person they will like you. It makes sense that people who like each other are usually like each other. However, the trick is knowing how to create rapport with someone you don’t know, or someone you may not know well? I will share that secret toward the end of this chapter, but first it is important to creating rapport to know the fundamentals of communication.

As elementary as it may seem to address basic communication fundamentals, I believe it is important enough to start at the beginning and work our way up.

Throughout my consulting career, working with customer service centers across the country (some you would be very familiar with), I am surprised by the sloppy communication skills of those who are expected to be professional interacting with customers. When you understand the basics, there can no longer be excuses.

Human communication is the process of sending and receiving messages between people. When you communicate with other people, your objective is to have them understand what you are trying to get across. When you speak with other human beings, you assume they will understand you just fine. After all, you know what you are trying to say, right?

Three V's

Human communication begins with understanding and implementing the basic elements of communication. I refer to these elements as the three V's of communication, Verbal, Vocal and Visual. Studies have proven that the verbal element of our communication makes up only 7% of all human communication. Our vocal element makes up 38% and our visual element makes up 55% of our human communication.

While your verbal communication is the weakest form of communicating, it seems to be the form that is given most attention to. While it is ultimately your responsibility to ensure that your message is getting across to the listener, you will want to be careful with the words you select as well as paying attention to the words the other person uses. Thus, if you want to be understood, you will need to master the communication elements and know how and when to use your verbal, vocal and visual elements together to get your message across. Also, note that the

spoken word is unlike the written word where a person can review the written word over and over to ensure they understand.

Your vocal communication element, includes your tones, sounds, pace and rate of speech. This element is a much more powerful form of communication than words alone. In fact, it is your vocal element that will give meaning to your words. It is important that your tones match the words you use. When interacting with other people you should be aware of the power of your tones. For example, if you use a nervous tone while speaking with another person or in front of a group; you will most likely be perceived as vulnerable and nervous. Your tone then will act as an indicator of your current emotional state. The person or people you are speaking to will react and treat you accordingly.

Your visual communication element, which makes up the major portion of your human communication, is the conveyance of ideas and information through creation of visual representations. Your visual communication is a powerful tool as it includes everything you can see or perceive. This element remains the most powerful tool even when you are not physically in front of the person you are communicating with. The mind creates images and you can paint pictures when communicating with other people even over the phone for instance.

Great communicators, will effectively use a combination of the verbal, vocal, and visual elements to communicate, and get their point across. Note the three areas problems most commonly occur when communicating:

1. When we do not select the correct words and then put them together with proper gestures, expressions, and tones.
2. When the message is being presented in the midst of many distractions.
3. When we do not use proper words to describe the meaning of our message, or in other words, misunderstandings.

Barriers

Problems in communication are considered barriers and barriers are referred to as noise. Noise barriers may result from something the speaker said or did that detracts from the message being sent. Noise can be internal or external interference. Noise can also involve actual noise, not understanding the words, or physical and mental distractions. It can also be a lack of interest, daydreaming, or a host of other barriers that causes your message to not be received the way you intend. Although you cannot directly control your listeners noise, you can control your own, the best way for you to overcome noise barriers is to use the three V's in a feedback processes to

filter out and minimize the listener's noise by checking how your message was received.

The verbal skill clarifies what your listener thinks you said. After you complete a statement, you must follow up with a verbal comment to find out if the listener understood what you just said. In a vocal situation you must pay close attention to the tones and sounds the listener uses to respond. The visual cues will indicate how your message is received without asking a feedback question. Practice by observing the way people communicate with one another, and notice how they are communicating using the elements.

Listening

There are two additional skills important to the communication process that are often overlooked, listening and probing. "Listening is the process of receiving, constructing meaning from, and responding to spoken and/or nonverbal messages." Listening has been identified as one of the top skills employers seek in employees and is probably the most important skill in relationships and in dealing with children and parents, etc. Even though most of us spend a majority of our day listening, I presume what is actually happening is the act of hearing rather than listening. Listening is the communication activity that usually receives the least attention. To listen effectively, you must remain actively

involved in the communication process, and not just listen passively. People will act and respond on the basis of understanding; too often, there are misunderstandings that neither party is aware of. With active listening, if a misunderstanding has occurred, it will be known immediately and the communication can be clarified before any further misunderstanding occurs. Consider these 5 tips when improving your listening practices:

1. Try and be mindful of the other person's point of view.
2. Try and avoid evaluating the speaker's message, avoid forming any preconceived ideas.
3. Indicate to the speaker, both verbally and nonverbally, what they are saying is actually being received and understood.
4. Always let the speaker finish what they started to say.
5. If the speaker says something that you do not understand, you will need to clarify the information.

Probing

Probing is an effective communication skill few people understand let alone practice. Probing is the skill of asking questions to obtain valuable information. There are two types of probing questions, an open probe and a closed probe. An open probe is used when you need to find out what the listener is thinking regarding a certain matter. An open probe question could be, "Tell me what happened today at work?" An open probe question gets

you more information about the other person's situation. Closed Probing questions are used when you need a direct response or need to maintain control of the conversation. A closed probe question requires an "either-or" answer, for example, "Would you like to go to the 7pm or 9pm movie?" Those are the only choices.

Connection

To actually make an immediate connection with people regardless of how well or little you know about them is truly a valuable skill. Not an easy skill to perfect, but very useful in everyday communication. For some it seems natural and for others making a connection with people they don't know or don't know well can cause stress and anxiety. Confidence in interacting with other people occurs very specifically and by understanding how, will give you confidence and will help you be more consistent and accurate in having productive conversations.

There is a simple three step process that is easy to remember and will help you stay on the right track with your conversations.

1. Ask Questions
2. Pay Attention
3. Empathize

When you *ask questions*, you are actively engaging in a conversation and the human energy begins to flow between you and the other person or persons. Be sure to ask questions that get you valuable information.

Pay attention to what the other person is saying. Answers to the questions you ask the other person, will provide you with clues from the other person regarding how they are thinking and their position on the subject. This allows you to tailor your response in a way you can have a productive interaction.

Empathy is an ability to understand and share the feeling of another person. Empathy demonstrates you can recognize the other person's point of view. This does not necessarily mean you have to agree, but it is a level of understanding that builds trust and trust between people is the gateway to a productive interaction.

When you have achieved a rapport with another person, you are on a productive energy level that will ensure positive outcomes. Creating rapport however, can sometimes be a bit of a trick. Creating instant rapport is a talent few people are able to master without knowing what I am about to share with you.

Understand this about people, we are all wired to communicate through our senses. We use our *auditory*,

visual and *kinesthetic (feel)* senses to understand one another. Most people will favor one or another sense to actually gain a connection with another person. This does not mean they do not have access to the other senses, it just means they prefer a particular sense over another. If a person prefers to use their visual sense to accept an idea and the person they are communicating with prefers to use their kinesthetic sense, you can easily understand how and why there will likely *not* be a connection. What is very surprising, is that people do not recognize they are in a particular communication state. I deal with this situation time and time again with clients in my business. I help people every day understand the different communication states and the reason why both sides are unable to connect or agree and yet, each have valid points. The reason is that they are communicating on different communication levels. The most effective process one can use to achieve an instant rapport with another person will be to match and mirror the other person's communication state (empathy). When you model another person's verbal, vocal and visual communication style, you create an instant rapport, because the other person identifies a commonality, and a sameness with you. That bond creates instant trust and cooperation with the communication process. It takes practice and careful execution to not be too deliberate and obvious. If you approach this method with a sincere desire to connect so

you can first, fulfill their needs and to the degree you fulfill the other person's needs - they will fulfill your needs.

Identifying a Person who is Auditory

Auditory communication includes sounds and tones. A person who favors their auditory communication state will speak with a balanced pace. They tend to be more articulate and selective of the words they use and will choose words mostly based on sound. They will also select auditory words to describe their thoughts. Words like, sound, hear, noise, etc. Can you think of a person you may know who favors their auditory sense? How about radio personalities or news reporters, do you notice that they tend to be more auditory based on their tones? Next time you watch the news, pay attention to the tones used by the anchors and reporters.

Identifying a Person Who Is Visual

Visual communication includes anything we can see, or visualize. Most people would think that what we see, we see with our eyes. If you know how the eyes work, you would know that the eyes send signals to the brain and the brain sends signals to the mind and the mind creates the image. The brain is an electronic switching station that produces electronic impulses that the mind uses to produce images. The eyes are sensors used to detect what is physically in front of the body. However, the other senses can send signals to the mind to create an image.

A person who favors their visual communication will have a tendency to speak at a fast pace and use hand gestures. This type of person sees pictures; causing them to have an instinct to get those images out. Because they speak fast and see the pictures in their mind, they often will skip words, or not give the full explanation, because they see what they are trying to convey. You will notice that a visual person will use visual words when they speak, words such as; see, seen, saw, look, picture, etc. Can you think of someone you know that is predominantly visual? Next time you get into a conversation, pay attention to the words and tones being used and determine if that person favors their visual sense.

Identifying a Person Who Is Kinesthetic

The Kinesthetic sense of communication includes everything we feel, whether physically or emotionally. A person who prefers to use their kinesthetic sense to communicate will generally speak soft and slow. They will use feeling type words to describe their thoughts such as; feel, care, trust, etc. If you are physically in front of a kinesthetic person, they will like to hug and touch. Can you think of someone you know that is Kinesthetic? This type of person I refer to as a type “A” kinesthetic person. There is also a type “B” kinesthetic person; a person who is opposite of the gentle, soft spoken type “A” kinesthetic person. Type “B” people will be emotionally charged.

They will be loud, boisterous, and full of energy or excitement. You may think of a crowd of people watching a sporting event as being in a kinesthetic type “B” state. Maybe you have been in a one-on-one situation, or have seen a situation, when a person has been angry or upset. That type of person would also be considered in a Kinesthetic State. Of course you would not necessarily want to match or mirror that type of person, otherwise, you risk escalating the emotion, and thus, creating a communication breakdown. What you would do is lead and pace that person to a level of communication that can be productive and not destructive.

If you want to appeal to people either individually or as a group, you would be wise to develop your rapport skills. Another important note is to understand there is no right way or wrong way for a person to use their communication faculties. People use what they use based on their preference and when you understand this detail you can make the adjustment to match and move toward a productive interaction.

Motivating Others

Can you think of moments in your life when you needed to convince or motivate another person to buy into your idea? Do you remember what a challenge it was to get them to act on what you believed was the better choice? Do you think it would be useful to have the communication

skill that allows you the ability to motivate other people to support you and your ideas? Motivating people is an even more powerful skill than rapport. While rapport is a communication skill that will connect you with other people, motivating people will help you gain people resources that will be invaluable to reaching your vision. You can predict how a person will respond to a conversation you are having with them by mastering NLP.

Richard Bandler and John Grinder, the founders of Neuro-Linguistic Programming, (NLP), which is a psychological approach based on the model of interpersonal communication. NLP is essentially based on the relationship between successful patterns of behavior and thought. Our patterns for learning are not infinite, but rather specific, thus allowing human beings to become predictable, if we can learn and implement the patterns.

Learning how to motivate people begins with understanding 4 meta-programs:

1. The Direction Meta-program
2. The Reason Meta-program
3. The Frame of Reference Meta-program
4. The Convincer Meta-program

The approach to meta-programs is the same as all elements of the human communication process. A master

communicator must listen for the clues from the person speaking and that will reveal how that person organizes their experiences through communication. Meta-programs will help you know how people become convinced of something, how they are moved to action and how you can predict their response.

The Direction Meta-program

The Direction Meta-program reveals the direction in which people move. All people will move in one of two directions, either towards pleasure or away from pain. Although, it is important to know what direction a person is moving, you will want to know how to identify what direction a person is moving. If you want people to accept your ideas, you will want them to move toward you and not away from you. How can you tell what direction a person is moving, pay attention! Listen to the tones and words they are using. I have instantly increased the productivity of many organizations just by this strategy alone; you can probably imagine why. For instance, if a sales or customer service agent's approach to a customer or prospective customer is abrasive, then the other person reacts accordingly and won't want to be near them. When the person you need to connect with is moving away from you, you stand no chance of making a connection or have a productive interaction. The same goes for leaders, parents, friends, etc. If a person is moving away from you and you don't identify that, there will just be frustration and

no opportunity for positive results. Have you had an experience when you may have lost the interest of someone and you became frustrated? Whatever your opinions are or your position is, you do not want to represent pain to a person, but rather pleasure or the good thing. Using your rapport skills would be a good place to start, demonstrating empathy, or establishing from the beginning of your conversation, that your intention is to not cause pain. Be familiar with pain and pleasure words. People have been burned, hurt, misled, taken advantage of, lost, etc. That is the “pain” people want to avoid. What people want is understanding, to feel good, happy, prosper, win, etc. This is how we all are wired. If you want to persuade people to follow you, then you will want to master this meta-program.

The Reason Meta-program

The Reason Meta-program will reveal the reason a person will do something. People are motivated to take action on something based either on possibility or necessity. A person that is motivated by possibility will want to hear about all the wonderful things that will come from their decision or actions. Your verbal, vocal and visual communication elements will need to work together to describe this “incredible possibility.” You want a person that is motivated by possibility to know what they will get and what will come from their decision to do this thing you would like them to do. Be careful to not make the mistake

that all people are motivated by possibility. It's a common mistake; I believed for a long time that all people were motivated by possibility before I learned this principle. A person that is motivated by necessity will do something because of their perception that there is no other choice or no other way. How can you tell if a person is motivated by possibility or necessity, pay attention! Listen to the tones and words they are using. If you can't tell by what they are saying, you will want to use your probing skills. You can ask a question about why they made a certain decision to do something. If they reply, "Because I knew it would be a great thing for my future" or "I was hoping it would pay off in a big way", then you would know they are motivated by possibility. If they reply, "Because I had no other choice" or "Because I have to", then you would know they are motivated by necessity. Once you have determined the reason for why they do something, you then proceed by framing your communication appropriately. A person who is motivated by necessity needs to be approached firmly, sometimes even with a harsh and direct tone, letting them know that they "have to do this thing because there is no other choice." That may be uncomfortable for most people, but I'm telling you that if you try and approach a person that is motivated by necessity as if they are motivated by possibility you will not get very far. If you try and approach a person that is motivated by necessity as if they are motivated by possibility you may get yourself in big trouble.

The Frame of Reference Meta-program

The Frame of Reference Meta-program will reveal how a person values something, whether by what other people think (externally) or by what they think (internally). There are people who will accept an idea only if other people also accept it, have done it or endorse it. This is how they will know if something is worth doing. There are other people, however, who won't care who else has done it and they don't care how many people have done it, because they only value their personal opinion, independent of what other people think. This again is another common mistake people make when attempting to appeal to other people. Many people assume that all human beings value something based on the experience of many others who have done it. You may notice how many marketing campaigns will boast how many customers they have, or how they are being endorsed by a celebrity customer, meaning, if they've done it, it must be something you should do as well. While most people may be motivated this way, there is still a large population that it won't matter to. This group will still only believe in the value of something if they think it is of value. In a one-on-one situation, how would you identify a person that is motivated internally or externally? You should know the answer by now, ask questions and pay attention! Also, listen to the tones and words they are using. If you can't tell by what they are saying, you will want to use your

probing skills. You might ask a question about the last time they decided to do something similar and how they knew it was the right decision. If they say, “Because the sales guy told them that a thousand other people had it and they never had a problem”, then you can determine that they are motivated by what other people think and say. You will want to motivate them by telling them about all the other people who are doing what you would like them to do, as well as, what other people have said and think about it. If they answer your questions, instead, by saying that they just knew it was right, that they had done their homework and determined it was right for them, then you would know that they are motivated only by what they think. You cannot motivate a person who is internal by talking to them about what other people think. This will not appeal to them and you will lose their interest because they don’t care what other people think. You will want to approach these types of people by letting them know that the decision is theirs and no one else can tell them if it is right, because only they know. Can you think of anyone in your own life that is internal or even external? Can you think of moments where you maybe missed some opportunities because you didn’t understand how the other person became motivated? Look for these opportunities and practice identifying these types of people. Applying this communication principle will give you a noticeable advantage when motivating others.

The Convincer Meta-program

The Convincer Meta-program will reveal how a person needs to receive a message in order to become convinced of it. People will rely on their senses to draw a conclusion about something. For instance, people will need to either see it to believe it, hear it to believe it, or feel it to believe it. How would you identify a person that uses their convincer meta-program to become motivated? I hope you said pay attention, because that is the right answer. Listen to the tones and words they are using and if you can't tell by what they are saying, you will want to use your probing skills to pick up on the clues. A person who relies on their sense of sight or vision will say things like, "That doesn't look right" or "I can see how that can be done." A person that relies on their sense of sound will say things like, "That doesn't sound right to me" or "That clicks for me." A person that will rely on their sense of feeling will say things like, "That doesn't make sense to me" or "I'm just not feeling it." They might say something like, "I don't understand you" or "That is awesome!" It is important to not try and appeal to a person who relies on their sense of sight by talking about their feelings. You will end up with a disconnection and you won't be able to motivate them. If a person says, "Yeah, I'm just not seeing it." You will want to say something in response like, "Let me show you something else" or "Let me paint this picture in your mind" or "Let's look at it from a different angle." You see, you will want to frame your

communication to fit the mode or state they are in to help them become convinced.

I believe people are a great resource for each other when it comes to achieving success and fulfillment in many areas of our lives. How we communicate with one another as well as within ourselves is crucial to effectively tapping into this great people resource.

Chapter Seven

WHAT IS YOUR SPHERE OF INFLUENCE

I became acquainted with Dr. Bruce H. Lipton's work a few years ago and I have since become a strong advocate of his breakthrough research. Dr. Lipton's research gave validation and scientific evidence to the work I have been committed to for more than 28 years. Allow me to familiarize you a little bit with Dr. Lipton.

In 1982, Dr. Lipton began examining the principles of quantum physics. He produced breakthrough studies on the cell membrane, which revealed a feature similar to a computer chip, which is the cell's equivalent of a brain. His research revealed that the environment, controlled the behavior and physiology of the cell. His discoveries, defined the molecular pathways connecting the mind and body.

I have taught for years that people are influenced by their environment and perhaps more by their environment than by their inherent DNA. I do believe that the people we are surrounded by and the places we enter into, have huge impact on how we behave and perform. Before my discovery of Dr. Lipton's studies, I had drawn my conclusion of this concept from my personal experience.

There runs through my inherent veins the ethnic blood of my Mexican background. My biological mother and biological father both were pure blooded Mexican. Both my mother and biological father were raised in rather poor circumstances to say the least, particularly my mother. My mother, was the youngest of three children (all girls) and her parents divorced when she was very young. Living in a small town in New Mexico, my mother was raised by her father and the other two children, were raised by my grandmother. Eventually my grandfather and mother moved to Utah and settled in a town outside Salt Lake City when she was about to enter high school. My grandfather and mother moved to Utah shortly after my grandmother and aunts moved to Utah. Although my mother tries to keep her story positive, compared to what society considers a fortunate lifestyle, my mother's upbringing was far from that. My mother and biological father met in high school while running with a juvenile bunch considered by their local society, delinquents. My mother having gone down the proverbial path of prior generations of my ancestors, made a decision (I believe caused primarily by her environment) and married a narcissist and together they brought me into the world. Shortly after that they parted ways and my mother was left alone to raise me. For the next several years my mother's life spiraled out of control. In a very fortunate twist of fate, my mother met a man that was interested in her as well

as her fatherless son. In addition, this man was interested in supporting a family and was an extremely hard working individual. When I was just 5 years old, this man became my father and from that moment on provided a good life for my mother, me and my younger brothers and sisters. I remember at that time moving to Denver for my father's job and living in a nice neighborhood and associating with good people. After a few years in Denver, my father was transferred back to Salt Lake City. By this time our family had grown to six children that my father and mother were caring for. The house my father bought for our family in Salt Lake City was a big house for the middle class neighborhood we lived in. My father had to work several jobs to provide for us, but the area proved to be life altering and I am sure made all the difference in my life and the lives of my brothers and sisters. We grew up in that neighborhood and had a stable and ideal childhood. The experiences and our lifelong associations in that neighborhood had such a positive impact on the quality of our lives, then and now. During my childhood, my mother grew closer to her two older sisters that were raised by my grandmother. My aunts also had a rocky haul in life, but did not fare as well as my mother. My aunts bore several children between them, and were in and out of relationships and moved from place to place. I recall my father offering a lot of help to my aunts and cousins. Although I considered my aunts and cousins good people, many of my cousins would always seem to find trouble. A

few of them spent time behind bars. I remember throughout my childhood my family being the pillar of strength for my cousins and aunts. They would look up to us and would appreciate the association we had with them. My parents would constantly be counseling my brothers and sisters and me about the rights and wrongs. We would be taught to offer respect to others, we would be taught to not judge and we were taught to have manners. I believe these lessons, along with my environment and associations of good neighbors and friends that I was exposed to, had more than just influence on me, I believe it programmed me for future success. I am not saying that life went along without challenges or difficulties, but I know that my environment promoted productive decisions and abilities to cope with challenging situations. My point, as Dr. Lipton has discovered, that environment has more to do with our experiences and what we become in this life than genetics.

It's common knowledge that our bodies are made up of trillions of individual cells. These cells are in constant motion, or in other words in a vibration. As a leading stem cell researcher, Dr. Lipton discovered the influence of cell behavior on the environment. He explains, "I put one stem cell in a culture dish all by itself and that cell divides every 10 to 12 hours. After about a week to ten days I have thousands of cells in the petri dish. What is

important is that all these cells are genetically identical to each other. This is the experiment; I separated the cells into three separate petri dishes and I changed the environment. The culture medium to cells is like the world in which we live in, it's got the air, the water, the food and all the [survival] things in it. The results revealed that environment "A" the cells formed muscle, and environment "B" the cells formed bone and environment "C" the cells formed fat. What is important about this study, if you ask the question what is responsible for changing the fate of the cell? The experiment clearly revealed the only thing different between these genetically identical cells was the environment."

I was impressed by this information about Dr. Lipton, who taught medical students for years the conventional story out of the text books that genes control our fate and our lives. His experiments and study proved otherwise. His breakthrough studies proved that environment was responsible for shaping genetics. He goes on to share more information regarding the make-up of cells. "I take three different cells, a Christian cell, a Jewish cell and a Muslim cell. Are they different entities? No they are not – the religious affiliation are programs that are downloaded in the mind of the individual. What is important is that the cells all come from the same source. All represent the same processes having come to this planet. The [culture] was not built into the system it is a program. You can

take a person from one culture and reprogram them to adopt another culture.”

So, what is the function of the program? The mind is designed to take the programs and turn them into reality. The function of your mind is to create coherence between what you believe and the life reality you experience. Henry Ford perhaps said it best when he stated; “Whether you believe you can or you believe you can’t – you are right.” That is the reality of your perception.

Although we have covered the conscious and subconscious minds in an earlier chapter, allow me to make a further point between the two. Why is your subconscious so important? Because we now know a simple point, the conscious mind can think. If I were to ask you, “what you are doing this weekend?” You would begin thinking about what you are doing this weekend. The reason this point is relevant, is because the moment I asked the question you stopped paying attention. If you are walking down the street when I asked you the questions, you don’t stop walking until your conscious mind comes up with an answer, you keep walking. The moment your conscious mind stops paying attention, the “back-up” subconscious mind takes over. Scientists tell us we are only conscious 5% of the day. The scary thought about this fact is that only 5% of our day comes from creative wishes, desires and aspirations and 95%

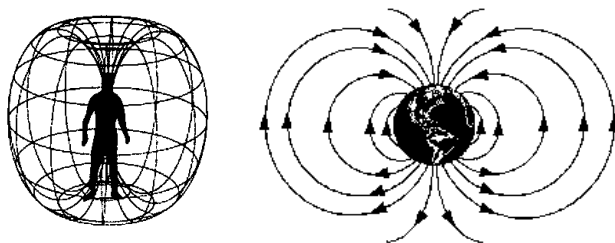
comes from the program. Another startling fact is that about 75% of our program is disempowering, limiting and undermining who we want to be. All our lives we have been told what we can do and what we can't do. Regardless if we are telling ourselves that, or someone else is telling us, it doesn't matter. If that is your program you will do what you've been told you can do and you won't be able to do what you've been told you can't do. You become your program. The issue with how you are programmed is that you get 5% from your creative mind and 95% from your subconscious mind. The relevance is, you are not creating your life from the conscious mind, but from the acquired programs you downloaded in your subconscious mind from other people. When you think about it, you are living other people's lives 95% of the day. This may be the reason why you are having trouble with your wishes and desires to be happy and prosperous. Your hopes, aspirations and expectations for your life are being compromised by your behavior - behavior influenced by other people and places, usually by your choice.

Albert Einstein also made important discoveries about this world in which we live that explains how influence works. He stated "The field is the sole governing agency of the particle." The particle being the cell and the field being the influence. A bar magnet is a seemingly ordinary piece of metal from which invisible magnetic field-lines originate.

These magnetic field-lines effect any magnetic material in the vicinity of the magnet. Magnets have a north pole where, by convention, magnetic lines of force point outward and a south pole where they point inward. Opposite poles attract each other; while similar poles repel each other. All magnetic fields are the result of moving electric charges. In a permanent magnet, the fields of the individual atoms are all lined up so that they add rather than cancel each other out.

Similarly, nerve impulses are electrical energy signals; and, they create energy-fields around the body and electro-magnetic energy waves that can travel away from the body. As electricity passes through a metal wire it causes an energy field or magnetic field. In a similar way, human electricity creates human magnetic fields. There are billions of electrical impulses in the body and these are constantly creating complex human magnetic fields. The human body is a source of electro-magnetism that, even at several yards away and further, is detectable by modern scientific instruments. One of our greatest inventions is the Thermographic camera or the infrared camera. The technology is able to detect the energy flowing from any living thing in darkness or fog. Although the technology has many applications, what is breakthrough is that energy waves that are invisible to the natural human eye are indeed real and exists in human beings. Further scientific discoveries prove human beings

possess what is referred to as a Torus Field that surrounds the entire body. The earth also has a Torus Field that encompasses the earth. The Torus shows us how energy moves in its most balanced dynamic flow process. The important thing to understand about the torus is that it represents a process, not just a particular form.



The Torus Field represents your personal space, or sphere, and the energy flowing through your sphere has direct influence on your behavior. When other energy comes in contact with your sphere that will have a positive or negative influence on your behavior just like a magnetic force. Not all energy is created equal, which is why you feel a greater or lesser power, force, momentum or influence depending upon the places and people that come in contact with your sphere.

You already know that there are places you enjoy going and there are people you enjoy being around. You are pulled like a magnet to that force. The same goes for

other people who are drawn toward you. Your job is to determine what supports your vision and what is considered a conflict. Your genetic programming has influence over your physical features that is why you look like your relatives. What you do with your life and what you become has everything to do with how you are programmed environmentally. You are programmed to think and behave like the people you are surrounded by. The people closest to you are the ultimate reflection of yourself. Ideally, I hope that is working out for you. For others, that might be a very scary thought as you evaluate who you closely associate with. If you are not satisfied with your current environment and/or associates, you need to give serious consideration to what adjustments are necessary for you to achieve your goals. Do not ignore this thought because you might be afraid of what decisions will follow. Your decision might not have anything to do with what to delete from your life, but what or who to add. Know this, you cannot have conflicts and achieve what you want out of your life. You might be required to give up somethings you have grown comfortable with or add things that seem a bit terrifying. In the book of Matthew, there is wise advice to all mankind that I believe is appropriate, "No man can serve two masters..." The reason behind why a goal or task you wish to accomplish is either easy or hard has so much to do with your environment. Pay very close attention to that statement. "The reason behind why a

goal or task you wish to accomplish is either easy or hard has so much to do with your environment.” Your environment has deep influence on your life, so much more than you may even realize. If you have a habit that conflicts with your vision or goal for your life, you will not be able to continue in that habit and achieve your vision. If you wish to rid yourself of a contradicting habit, you cannot find yourself in places or surrounded by people that create a conflict of the goal. You will want to be very careful with the thought process of creating a conducive and supportive environment. You will want to make sound and courageous decisions, but be prudent to not create setbacks that create more separation between your vision and your resources. Remember the story of Viktor Frankl, who spent three years in a prison camp. Although his environment was not ideal, he had complete control of his mind and creating the future he envisioned, which came to reality.

I would encourage you to take serious inventory of your current situation and the points made in this chapter. Make a list of places that have a strong empowering influence on you. Make a list of the people that support your vision. Include in these lists, people and places you have not been to or met and give thought to including them on your list and come in contact with these people and places in your very near future. Make a conscious

effort to seek people and places that are aligned with your paradigm.

Poet Dave Scott said, “I believe there is something to be said for visiting inspiring places. It’s good for the soul.” It is more than good for the soul, it is imperative to your joyful life experience. Make a plan right now to visit a place and a person that is within your reach in the next 24 hours.

Pay attention to how your emotions changed instantly by just deciding. Now, follow through and you will notice an even bigger energy charge. Meet people and visit people, go to your inspiring place and find new ones, do this often and make it a part of your daily routine. Ask questions that will manifest new ideas. For example; “Who will I meet today that will inspire new ideas in me?” Another questions might be; “Where can I go today that will be fun and exciting and help me realize my goals?” As you focus on the people and places you are magnetically drawn to, by law, the people and places that conflict with your vision will be eliminated and replaced with empowering people and places that move you toward your vision.

Chapter Eight

THE SECRET LAWS OF PROSPERITY

Raymond Holliwell stated, “Man’s problems are mental in nature; they have no existence outside of themselves, and it has been discovered that nearly all will yield up their solutions when subjected to a broad and exact analysis.” You can acquire this ability (mind mastery) by studying the law of life and its modes of expression. Then by constant effort use your thinking faculty in constructive ways as you work with the Laws.

For most my life I have pondered the question; “why can life move along effortlessly and orderly some of the time and other times it’s such a struggle?” I have always felt that something was missing. What is that something?

A few years ago, through my mentor Bob Proctor, I was introduced to Raymond Holliwell’s studies; “Working with the Laws.” Raymond Holliwell was a student and master of the Laws of Living. He was educated through years of study and research in all the great religions and philosophies along with modern psychology and the new science. He authored many books, the cornerstone of which is his classic contribution, “Working with the Law.”

A good portion of my entries in this chapter are influenced by my study of Raymond Holliwell.

Science has defined a variety of natural laws that explain the physical world and how it changes. One such law states; that for every action there is a reaction and that for every motion there is corresponding counter-motion. Whether it is visible to the human eye or not, one thing is certain, movement and change will always occur as a result. When speaking and studying laws, you need to consider the universal physical applications, the spiritual (the unseen) applications, as well as the mental applications. This type of law is understood to be a phenomenon (natural law) of nature that has been proven to invariably occur whenever certain conditions exist or are met.

We have covered many of the principles of improved living so far in this book, the question you might be asking yourself is, whether you have the determination, resources, and ability to control your life. Whether you can be what you want to be; or whether you are a drop in the great ocean of life.

As you observe the calamities that occur across the world and even in your personal life. These destructive events all give rise to the belief that you are a victim of circumstance over which you have no control. Such belief

makes of people pessimists and “karmic” addicts instead of masters and controllers of our destinies. A fatalistic belief is contagious, and when people submit to its influence, believing that the circumstances around them are stronger than the power within them, that person is defeated before the race begins.

The inquisitive soul on the other hand, searching diligently into the mysteries of human life, reveals to us a wonderful world of power, possibility and promise. The mind is the creative cause of all that transpires in the life of humans, the personal conditions are the results of a person's action, that all the actions of a person are the direct outcome of their ideas, we never make a move of any kind until we first form some image or plan in the mind. These visions or ideas are powerful, potent; they are the causes, whether good, bad, or indifferent, of the following effects, which in turn correspond to their natures. These ideas release a tremendous energy. Hence, when we learn to employ our minds constructively, we use correctly these hidden powers, forces, and faculties. This is my message, it is the very KEY to success in living a happy and prosperous life. There is a marvelous inner world that exists within each and every person, and the revelation of such a world enables you to do, to attain, and to achieve anything you desire within the bounds or limits of Natures Laws.

Dr. Raymond Holliwell made this statement in his book, "something is God or Law. I shall call God working in our lives Law. Interpreting the Law in several ways should bring it more clearly into our way of thinking. Then as we strive to work with the Law we are living closer to God, and such living brings a better understanding."

In the book of Genesis it's recorded, "The Lord God made the earth and the heavens and every plant of the field BEFORE it was in the earth, and every herb of the field BEFORE it grew." Every architect and builder follows the same plan whether he is building or planning a house, a building, a business, or his own life. Every person is his own designer and builder; like the Creator, you make your creations in your mind before they materialize on the outside. All fears of sickness, poverty, and old age, are impressions, ideas, and mental pictures, long before they become painful realities. Every idea and mental picture must produce after its own kind whether the picture is good or bad; the Law determines it so.

If all conditions are the result of your actions, and all actions are the outcome, or the "fruit" of your ideas, then your ideas must determine the conditions in your daily life. An idea is a thought or a group of thoughts, an idea is an image or a picture in the mind. There had to be an idea, a mental picture, a vision; that initiated every well-known

achievement and invention. From the very beginning this has been the creative plan.

The Law of Thought

The progress of the individual is largely determined by their ruling mental state, because the mind is the basic factor and governing power in the entire life of a person. Attention should be given to the predominant mental state, for it will regulate the action and direction of all one's forces, faculties and powers; the sum total of which will inevitably determine many particular experiences and the personal fate. Your thoughts affect your welfare, and often affect others you think of. The kind of thoughts you register in your memories or habitually think, attracts the same kind of conditions. The average person thinks at random; they have no clear design in their mind to which they can frame their thoughts. Typically, if a person has a design, they don't direct their daily efforts toward it. Most people think it is beyond control, chaotic, and unorganized. This is why disappointment and failure are always near, sadly most people thrive on indecision. You will attract only what you think or create in your mind; this is the Law of Thinking. To achieve success you must think it, you must work it, and you must become it. You cannot think of plenty and then worry about the unfavorable conditions that may seem apparent. As you think about plenty, lack - its opposite, will become absorbed and disappear. All your thoughts must be

directed to that one thing which you desire in order that your desire may be fulfilled. The method is not manipulating two powers, not dealing with good and evil, right and wrong, prosperity and poverty, but as we follow the Law of Good and dwell upon that which is good we shall bring to pass all good things. Whatever you think in your mind must grow. As long as you allow things to seem real to you, you are putting your energy into it. You are nurturing it, you are feeding it; you are keeping it alive. You are putting your faith into that thing, whether you believe it or not, or whether you like it or not, it must naturally grow. The law of growth is ever working to produce whatever seed you plant and give your thought to.

We all draw into our daily lives the things we most desire and expect, and whether we attract good things or bad things, the principle operated is the same. As you desire more of the good things in your life and less of the bad, it will be necessary to understand this law more perfectly, and so be able to adapt your thinking to it in a more direct fashion. As you strive to do so, you secure the greater benefits that accrue from a conscious, intelligent use of its power.

The Law of Supply

I notice many people who have had good fortune cast upon them, will publicly proclaim their gratitude to God for

the award, victory or ability to accomplish the thing they achieved. For a lot us, we have no problem with the expressed recognition going to God. The difficulty with some, is that they can more easily look to the creature for the source of their substance than to the Creator if we don't REALLY believe that God is the source of the substance. Because some people do not see an abundance around them and do not enjoy plenty, it is evidence that they do not understand or do not work the Law of Supply. In their blindness they say that plenty does not exist, and as far as they can see, they may be right. However, when they learn to see with their mind's eye, they will realize differently. Nothing can ever become something, nor can something ever become nothing. Substance can be converted, transmuted, and changed in a million ways, but it can never be destroyed. For instance, the earth provides substance and we consume the substance and that substance returns to the earth to be consumed again and often in another form. The enigma of the Law lies in one's consciousness. Your life consists not in the abundance of the things you own, but in the consciousness of that which you have. You possess the whole world and all its wealth, yet you are only able to enjoy what your consciousness permits you to discern. Getting the Law of Supply to work for you will require you to not worry or be troubled about supply or about where your next dollar is coming from. Agonizing and worrying tend to restrict and limit the supply at hand.

Too many people tend to close off the outflow of substance, whether that flow is small or large. Instead of lifting them out of limitation, instead of improving their conditions or increasing their supply, those emotions will drag them deeper into the agony of doubt and fear. If you fall into this slump, instead of expecting more to follow, you will grow tense and anxious, which increases fear and will bring you less and less. Instead of tightening up in your thinking, you must relax and be more growing. You must educate your mind to an expanded state of thinking. When you think and comprehend more abundance, you will receive more abundantly. This does not mean that the doctor is destined to be rich while the farmer remains poor. There are poor doctors and rich farmers. It is not the vocation that determines riches, but the demands we make of our vocations that determine riches. As we are able to think and to reorganize more abundance out of what we already have, we will not only expand our thinking, but receive more abundantly. This is the basic principle of the Law of Supply.

The Law of Attraction

Many people are familiar with the movie produced by Rhonda Byrne in 2006 called "The Secret." The documentary style film introduces the "Law of Attraction" and gives the outline of how thoughts can attract things. Although, I would recommend seeing the film if you haven't already, I can promise you this section will offer

an even deeper insight and instruction to how you can get the Law of Attraction to work for you in your life. The underlying law that regulates supply in the world of effects has two important phases; one is “desire” and the other is “expectation.” These mental attitudes, represent lines of attractive force. Desire embraces a positive process of attraction; that is, when you earnestly desire a thing you set up a magnetic line of force that connects you with the invisible side of the good you desire. Desire keeps your focus, but also builds a passion, which is a stronger, more intense vibration that centers your focus on the thing you desire. It is no use to desire a thing unless you expect to get it. Desire without expectation is idle wishing or dreaming. Desire will put you in touch with the inner world of causes, and connects you by invisible means with the substance of the thing desired. Then continuous expectation is necessary to bring it into a reality in your life. In the book of James we read; “...Faith without works is dead.” Action spells results. This supplements your mental creative process and provides the channel for its expression. Once you have established the desire and expectation, then leave the physical manifestation process to the Law. As you do your part, the Law will do the rest. How well or how accurately you align with the Law determines the duration of the time required to bring forth your supply. Time is a period created by man; nature knows no time and always responds in the present, in the now. “Like attracts like” or in other words, “Things

equal to the same thing are equal to each other.” Your thoughts actions will draw to you people and resources of your own type and kind to fulfill your thought. Holliwell explains in his book the three steps you can use to build up realities. By following closely these suggestions, you can note where you may have failed in the past:

1. **Interest** - Things you think of that give you joy, pleasure, wisdom and satisfaction are interests. Interests are largely individual because we do not all think alike.
2. **Attention** - To have a high interest is not enough. Attention must portray your interest, and the keener your interest, the more intense will be your attention. As you direct your attention to your interest, the magnet forces begin to attract by law.
3. **Expectation** - This is an active form of attention; it is attention with intensity.

When you believe in the probability of success in your undertaking, you experience the sharpest interest in your work. This interest is intensified with expectation and anticipation. Through this you will draw to you the success you are working toward. Your expectation must be built up with your interest and attention.

The Law of Increase

When you can sing praises in the face of adversity, the adversity will soon disappear. This is not a just a promise; it is a Law. Learn to render praise, to be thankful for the

good at hand, and you will have found the “holy grail” of Spirit. This attitude of mind not only brings forth your desires, but it also generates your confidence and strengthens your faith and builds up an assurance for the things to come. Thus to be able to praise when things appear the darkest will invariably force through sunshine. Your degree of faith in the Law is measured before you receive, not afterwards. It is that degree of faith that determines what you shall be capable of receiving. Praising and gratitude are much the same. You want to praise your source of supply, you want to praise abundance. Have you ever had someone condemn or criticize your efforts when you were giving the very best you thought you had to give? I am sure such an experience broke your spirit and you lost your desire to do better. On the reverse side, when someone praises your efforts you feel like expanding and trying harder to do better. Your interest becomes greater because of that pleasure. When you put “good” into anything, “good” is going to come back. Praise changes our observation, our whole outlook on life. In the past you may have been in the habit of seeking your weaknesses and failings, as well as the shortcomings of others, but now you see differently. You look for the accomplishments, the good, and the beauty that is worthy of your praise. This in turn, has a dual effect. One, it enriches your human self and you are able to radiate praise, joy, courage, and happiness to all who are affected by your influence.

Second, it affects your inner self in such a way that your memory begins to retain all praiseworthy thoughts sent to it. The power in this, is that it sets up a new system of thinking and gradually the old thoughts that were destroying become absorbed in the new ones. Thus it becomes habitual to think praises, and your life takes on the likeness of all good that is worth praising.

A faithful law faithfully observed will ever reward generously the observer. These Laws will lift you from sickness to health; it will raise you from ignorance to intelligence, from poverty to affluence, from weakness to strength, from fear to courage. The Laws will promote you in all things and in all ways. The Laws cannot fail you when you do not fail them.

Chapter Nine

THE LAW OF COMPENSATION

When you perform your tasks to the very best of your ability, or when you are thorough in your work and do it well you infallibly bring out the best there is in you. When you bring out your best, you grow more capable and efficient in your endeavors. When you become better, you thereby show your growing capability. And the Law states, that “he who becomes better will attract the better and be given the greater things to do.”

In the book of Galatians we read, “...For whatsoever a man soweth, that shall he also reap.” Ralph Emmerson said, “That was the law of laws and that law did not exist, we should invent it.” The Law, that we “reap what we sow” is mathematically accurate. Each experience by which we go through operates ultimately for our good. If you attract the unpleasant, it is often because some dormant or neglected phase of your nature needs to be awakened and developed. You learn from the experience to create something better. If you want success in living life, you must exercise an intelligent discrimination of your thoughts. When you speak of hard times, money scarcity, limitation, you are sowing that type of seed. What kind of harvest do you expect to get if the farmer sowed thistle

seed, and then complained that his field did not bring forth corn? Never make a statement, no matter how real it seems to be to you, if you do not want it reproduced or continued in your life. Do not say money is scarce; the very announcement will send money away from you. Do not say times are hard; this will tighten your purse strings so tight that even God will not be able to slip in another coin. Do not say you are not loved, or not interested in other people's lives. Truly you will lose their interest and their love. Holliwell stated, "One cannot build upon the substance or the virtue that another has created. You can only build on that which you create."

The law of compensation is based on three steps. The amount of money or good you receive in life are based on:

1. The need for what you do
2. Your ability to do it
3. The difficulty there is in replacing you

The world is looking for effective people. Everybody wants someone to serve them. Take your personal situation and ask yourself, is there a need for what I do? There is probably a great need for what you do and you don't need to do anything to create it, the Law of Supply takes care of that for you. Now, ask yourself the next question, "How good am I at what I do?" It is very important you understand how good you are at what you

do. A lot of people will just do enough to get by. This second step (Your ability to do it) will take care of the third step (The difficulty in replacing you) if you are doing the second step right. When you become so effective at what you do, you are very difficult to replace and that is when your stock goes up. When you become so good at what you do there will be people waiting in the wings to hire you and to pay you to go and work for them.

The principle involved with the Law of Compensation is that when you become too large for your present place you will begin to draw yourself to something larger. You cannot attract the better until you first become larger. You must earn what you receive or you cannot keep it. If an individual appears to do so, it will not continue; for, in accordance with the Law of Compensation, that person will find their true place.

If you make a decision today to get better at what you do or what you want to do and you study every day, and decide to change the way you are living, the universe is going to be very friendly toward you. Understand that it is up to you. The universe will give you whatever you ask for, if you ask in the form of providing service. You will get back exactly what you give.

Bob Proctor explains, “You don’t go to work to earn money, working is the very worst way to earn money.

You go to work to gain satisfaction. You should spend your day's doing what you absolutely love to do." Mark Twain said, "The secret to success is making your vocation your vacation." The idea is that when you love doing what you do, it never feels like work. The money comes to you by law.

You might have doubts, you might be afraid that if you do more that your company will not pay you more. You may not get it from where you are working, but you will get it from somewhere else. I have had the privilege of working with a lot of good hard working people throughout my career. I have often served in positions where I have been approached by many of these hardworking individuals for a raise. This particular subject, I realize can be a very delicate and stressful for both parties. In my case, particularly in the later years of my career, it has been a very positive experience. Primarily because I could share this Law of Compensation with these good people. I felt I could offer a much clearer understanding of how compensation works without offending an individual's efforts. I shared with those I met with that the pay the company offered was not a reflection on the value of them as a person, but rather the position they occupied and the integrity of maintaining the economic balance of positions within the organization. There were cases when a raise was appropriate and there were other cases when we lost good people to another company that offered a

higher salary. Regardless of the outcome, the law of compensation was fully and accurately at work and the fulfillment of the law proved exact. You see, you don't get your pay from the company, you get your pay through the company. Your pay comes from an infinite source of supply. If you become bigger than your current position, by law you must move up. Whether it is with the current company or not, the law will work perfectly. It is the most basic law, when anything becomes bigger than its current position it must move on to a bigger space.

You need to ask yourself how good you are at what you do and can you get better at it, can you get a lot better at it? How can you get better at it? You need to realize you have the potential. You have more power running through you than you will ever hope to utilize, but are you applying it? Who does a better job than you, at what you do? Do you study these people or associate with these people? Find out what they do and model yourself after them. If you will do these things, it will be a sure way to accelerate the reward process.

Be good at something, strive to acquire a skill in some area. Understand that what is expected of you is to grow and expand your value. Your value is not measured in what your occupation is or even the size of your creation. Your value is not measured in the title you hold or the fame and fortune you impress on society. Your value is

based on the effort you make in perfecting your creative powers. Your compensation is based on three principles; the need for what you do, your ability to do it and the difficulty there is in replacing you.

I know a lot of people who are convinced that a college education or knowledge is the key to a secure high paying job. I caution people to be careful about losing themselves in the acquisition of knowledge with a conflicting purpose. As Napoleon Hill put it, "KNOWLEDGE will not attract money, unless it is organized, and intelligently directed, through practical PLANS OF ACTION, to the DEFINITE END of accumulation of money. Lack of understanding of this fact has been the source of confusion to millions of people who falsely believe that "knowledge is power." It is nothing of the sort! Knowledge is only potential power. It becomes power only when, and if, it is organized into definite plans of action, and directed to a definite end."

"An educated man is not, necessarily, one who has an abundance of general or specialized knowledge. An educated man is one who has so developed the faculties of his mind that he may acquire anything he wants, or its equivalent, without violating the rights of others."

It is natural for human beings to want to prosper, and the idea of accumulating material wealth has become a programmed idea in the minds of many. Holliwell stated, “He who seeks a greater Life, with “getting” as his objective, does not seek Life in trueness of spirit.” Your compensation is not only monetary reward and the law of compensation is not just based on employment situations.

It is important to understand that what you receive has everything to do with what you give. I am a member of a business group whose mantra is, “*Givers Gain*”, the thought is that those who first have the intention of helping other members will acquire added opportunities for themselves. There are many reports of people who have generated several thousand dollars from referred business from other members.

Raymond Holliwell also stated, “To the extent, and so long as, any material object remains between the mind of the seeker and the Law of [nature], the two are held apart and do not become one. In the same degree that a man holds to personal opinion and desire, he is limited in knowing and experiencing the limitless authority and power endowed him by his creator.”

I quote Bob Proctor, “In a state of limited understanding, we reason that we must get before we can give, and then we turn and walk in the same mental rut as before by

reasoning that we must give before we can get; but in our lack of understanding, we continue to leave the “getting” idea foremost in our thought and we shut out the spirit of giving.”

Giving, which is the first or fundamental law of life, is the first law of all creation. The attitude of getting is the law of life in a choked state, or suppressed action. As long as “getting” dominates the mind, that mind is in a paralyzed condition, being limited in its action in accord with the fundamental law of creation.

The principle of life upon which this Law is based is clearly explained. It states, “Give and it shall be given unto you, good measure, pressed down, shaken together, running over.” Giving always precedes and predetermines the reception, whether you are giving your thought, your word, your service, or your deed; “It is more blessed to give than to receive” and “as you freely give, you freely receive.” Many try to work the Law backwards, and for that reason get little or no results. They say to themselves, “Well, after I get, then I will give.” If you wish any good thing, you must first give some good to build upon.

When we speak of giving, most people have a tendency to think first of giving their money. Holliwell gives this statement about giving money, “What does money get out

of constantly giving itself into hands that so eagerly grasp it? Nothing! Nothing beyond the joy of giving itself in the fulfillment of its mission. Money came into form to fill the need for exchange and on that purpose it is “all intent.” Let our attitude toward it be what it may, money will remain true to its nature as long as it is needed by its master, Man.”

Believe it or not, there is a right way and a wrong way to give. There is a careless, impulsive giving and there is a careful, methodical giving. When we give to a person or organization where we are impeding progress, we are wasting our substance. Where we give to one who doesn't put forth the effort to help himself, we need not expect a good return. I think we all can come up with personal examples of how obedience to this principle has either helped us or set us back. We can point out perfect examples of this Law at work every day. In an article published by the Cato Institute, this was the opening statement, “From across the political and ideological spectrum, there is now almost universal acknowledgement that the American social welfare system has been a failure. Since the start of the War on Poverty in 1965, the United States has spent trillions trying to ease the plight of the poor. What we have received for that massive investment, more poverty!” On the other hand, in a recent interview of a local billionaire, Jon Huntsman Sr., this brief statement was taken from

that interview; “Billionaire Jon Huntsman, Sr. has pledged to give away all of his money to charitable causes before he passes away. At the age of 77, he estimates that he’s already given away 80% of his net worth, or about \$2 billion.” Mr. Huntsman continues to rank high on the “Forbes Fortune 500” list in spite of his generous offerings. His contributions of time, money and loyalty has advanced the Utah community in a monumental way and has not diminished his worth in any form. His giving, among other things, has furthered the research on cancer, college level education, technological advancements, and religious development.

Mr. Huntsman is also, a devoted supporter of the principle of tithing, which is another successful form of giving. One might question why would tithing be such a powerful form of giving than any other form? Holliwell has this to say, “It is effective because you touch the Law of Giving and Receiving in a definite, orderly, and systematic way. You establish a methodical approach of giving, which creates a steady flow of reciprocal good to be received.

After we give, that is not all we must do. Our next step is to prepare to receive the response or results of our giving and to receive, as the Law states. You might wonder, can you ask too much of the Law? Does the Law withhold things from you which are not for your good? This is what Holliwell says, “No desire is felt until the supply is ready to

appear.” No mind can be conscious of a need or of a desire unless the possibility of its fulfillment exists. You cannot ask too much of the Law, for it is unlimited and the supply is unlimited.

The only way to receive “good” is to give “good.” We have to put it out and we have to take it in, that is the law. If you can cause someone you come in contact with to feel good about themselves that will cause you to feel good because you put that good through you to get to them. You receive simultaneously with giving. Before you can receive, you have got to give. You might ask “How can I give, if I don’t have it to give?” You have plenty to give. You give what have to give, you can give of your time, your energy, your loyalty, your knowledge, and your money. Just keep giving and you are going to get more. Understand that when you give, your receiving is going to be tied to the thought that you are giving it with. That is what makes the difference. Leave everyone you come in contact with – with an impression of increase. Think of who you can give to and then give in abundance, give the very best you’ve got to give. Don’t worry about what you are going to receive, receiving is governed by law. As you give you will receive. When you open yourself to receive, you will recognize you are in a relaxed state. Remember, you must willing give and graciously receive.

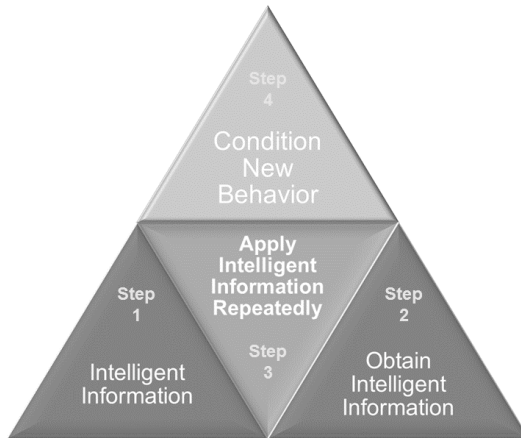
Finally, think about this, what is life giving you today? Health, happiness, and abundance or sickness, misery, and lack? Whatever it is, it is your own. It belongs to no one else but you. You make your investments and you enjoy the profits or losses of that investment every day. If you are dissatisfied with your return, it may be wise for you to note what you invested. Only what is yours can come to you, be sure that all that is yours becomes manifested. It is your responsibility; no other person may share it. Your own and all of your own will come to you.

Chapter Ten

MAKING A LASTING CHANGE

I have been sharing the message of self-improvement, productivity and prosperity since 1982. I recognize that after all the information has been delivered and received, there remains yet the very vital step of actual application and behavior change. The ability to take the information or instruction and express that into visible form, which is the cause of lasting behavior change (that is automatic) is where the meaning of this moment really lies. Moment of truth in other words.

I share the following diagram with the students that attend my programs. This helps to see the “behavior change process:”



I was impressed by a quote I heard from Michael Jordan and I believe it applies to the point I am making. He said, "You can practice shooting eight hours a day, but if your technique is wrong, then all you become is very good at shooting the wrong way. Get the fundamentals down and the level of everything you do will rise." He also said, "Practice does not make perfect, perfect practice makes perfect." If you attempt to exercise bad information or take bad actions and apply it over and over again, your results will be equal to that which you put in and I would think that is not the result you desire. Jim Rohn said, "Poor thinking habits keeps most people poor."

For success to be ensured there must first be intelligent information. By "intelligent", I mean the information must be proven and supported by ample research with confirmed examples of the definite outcome. That outcome is what you must be pursuing in order for you to choose to go down that path.

Information, even intelligent information, is not enough to ensure success in your life. As Bob Proctor says, "All the information there ever was or ever will be is 100% present everywhere all the time and available to everyone." Information may be discovered by someone and if methodically organized and effectively delivered to the recipient, will offer at least some benefit to the receiver, but can also dramatically change the quality of a life. I

believe, for the most part, it is by the Law of Attraction that a person will become exposed to the lessons that will enhance a life in a magical way. I want to recognize the many quality instructors and authors who have invested years acquiring information that impacts lives in a significant way. I commend you for your efforts to learn from them. That should never be taken for granted and regardless of the results, you cannot think of it as a wasted moment. I believe you were placed in a position to obtain the information and instruction you've gained over these experiences. Whether it is a piece of the total puzzle or the "be all – end all" of what you've been seeking, it was not by chance you became exposed to the information. This book is no exception. Many years of research and many people have contributed to the content and evidence of the processes, principles and Laws found herein. It is your great blessing that you found it. You must now do something significant with it.

Information is simply information even if it is intelligent if you do nothing with it. For intelligent information to take hold, you have to apply it. Without application, without action the information will never be fixed in your character. You must fuse this new data into the fabric of your being to become one. This information must be more than an accessory to you that will eventually disconnect and return you to the unacceptable condition you were in before. To create this inseparable bond between your accelerated

healthy thoughts and advanced works will require new rituals to replace your current rituals. A ritual is another way of saying habit. A ritual to me sounds more intentional. A ritual is defined as “a series of actions or behavior that is regularly followed.” Your current rituals are affecting your current actions and thus producing your current outcomes.

Creating new rituals is an essential step in reprogramming or conditioning your behavior; a new behavior that will produce the physical manifestations of your vision.

You can choose to approach the “changing process” on your own, or you can seek the support and assistance of someone that can help you get the results you desire. What Holliwell says about creating a lasting change makes a lot of sense, he states; “The magnet does not charge itself, but has to be charged with an electric energy by one who understands the operation. A magnet in the hands of an untrained man would be little changed, but in the care of a trained engineer it could become a strong force of attraction and do a great good. Likewise the mind magnet of a person can be stimulated to a strong force of attraction, if it is possible to get help from one who already has a full understanding of the Law and can give him a good start. Of course, the mind magnet can be charged with constructive thoughts, but it will take some time for these to be effective, and the student who

lacks perseverance may too readily become discouraged before the work is accomplished. I always advocate that it is better to get a good start when possible by getting help, rather than to come over the slower and more arduous path of self-education. Then the student, knowing that the Laws work, will be able to make rapid progress in his development and practice.”

If you want prosperity and success, but do not strive to change in any way, how can you expect things to be any different? An alcoholic never becomes reformed until they decide to stop drinking. If some habit possesses or obsesses you, you are not yet the master of your life until you decide to change the habit. If you have been brought into the world amongst lack and limitation, you can never get above it until you change your ideas about it. There are many people who live and die and never know anything different from what has been handed down to them. Once you have changed your vision, you will change conditions. Only when you cease to recognize a condition do you cease to attract it. The only way you can cease to recognize things, is to change your mind about them.

The issue with most people is that the power of attraction is too weak to meet the demands. The mind is like a magnet which draws unto itself its own like, type, and kind. A magnet can only draw to itself in proportion to its

power of magnetism that is generated or collected within itself. The mental magnet of many people is greatly reduced in strength by worries and fears, and the inflow of good is slowly closed off. If your mental force becomes too weakened, you might even repel what little good that is trying to reach you. As you can charge a magnet with electric energy to build up its power of magnetism, you can also charge your mind with a mental energy that builds up a power of attraction.

A dreamer or a wisher is one who is continually praying, sending out ideas, wishes and desires, but is so busy dreaming that they get all their enjoyment out of just dreaming. This type of person, doesn't know or even realize that to release their dream and allow it to go forth into the universe and permit the natural Laws to accomplish what it will; will in due time return to them the good it can only return. After you form a definite clear outline of your desire, release your thought heaven-ward and let it go! Like throwing a ball with no elastic string attached to bring it back to you, it then becomes as free as a bird to draw the magnetic fields requisite to the fulfillment of your request.

These principles, laws and processes I have shared with you in this book, as Anthony Robbins would put it, are the "science of achievement." You can implement these rules toward anything you wish to achieve in your life. After

repeated practice of these things, you'll get the rules down and get your results. Once you understand the game what happens next is you simply up the ante, so to speak, and go after bigger and bigger ideas. The "Art of Fulfillment", Robbins says, is about "appreciation and contribution and that is an important lesson of life." You don't lack resources to achieve your dreams, you may lack resourcefulness. "If you can get the right emotion, you can get yourself to do anything." Everything begins with a vision, but be absolute in giving that vision "meaning." When you give your vision meaning, you create the emotion.

Stephen Covey stated, "Sow a thought, reap an action, sow an action, reap a habit; sow a habit, reap a character; sow a character; reap a destiny." He also said, "Live out your imagination, not your history." Be interested in your future that is where you will live out the rest of your days.

Remember, your accurate perception of things is important. Do not be afraid of seeing things from a different angle. If you can see and understand how the laws of nature work, you will begin to understand better how things really work in the world you are involved in. You are an amazing being with a mind that can empower you to great heights. Stand guard at the door of your mind. Only allow empowering thoughts and reject negative thoughts. Progress is your eternal purpose. To

achieve the emotion of happiness, you must be progressing. Your paradigm is a model for how you will create your dreams. Give meaning to your visions, be clear and passionate about what you want. Your greatest resource to achieving your dreams will be through other people. Connect and socialize with people who will contribute to your progress and who you can support in their progress. Be sure to place yourself in environments that promote your vision. Avoid conflicts that will only make your efforts difficult. Seek to be in the company of good people and inspiring places. Your success is assured so long as you are obedient to the laws that govern the effect of a particular law. Everything begins with thought, your thoughts will attract an equal physical manifestation of your desires and expectations. Be sure to praise your source of supply, as you give praise, your substance increases. Your compensation will be based on the need for what you do, your ability to do it and the difficulty in replacing you. You will reap what you sow, as you give of your abilities, time and loyalty, you will receive an increase of your personal substance.

You are a free agent to choose the method of procedure for your life. You decide how or if you are going to proceed with making changes in your life. You get to decide the rituals you will adopt, if you choose to make changes. You have the myperfectpeople.com website as a resource for ideas and support tools.

In conclusion, I leave you with this final thought; whatever you attract you require, and whatever you need is always good. This is a correct attitude to adopt, because all experience is for your good and you must be able to see it in that light. The Laws are infinite, and through their expressions all things are possible to you. Every time you choose a good thought, you make a good investment.