LIGHTEN YOUR LOAD

~ Peter Field ~
A personal message from the author:

If you approach this book with a heavy load,

know you are not alone. We are fellow

travellers on this journey called Life.

Much of our load is self-imposed, born

of ignorance and lack of awareness of a

better way. It is my sincere wish that

the Truth and wisdom found within these

pages will shed the burden of ignorance

and truly

Lighten Your Load
Praise for Lighten Your Load

This is a must read for anybody who doubts their ability to succeed.

– Bob Proctor, author of You Were Born Rich

Thank you, Peter, for sharing such a thought-provoking book. I loved it.

– Gerry Robert, author of The Millionaire Mindset

The principles outlined in Lighten Your Load may be simple, but the results you will achieve by applying them can be extraordinary.

– Loral Langemeier, author of The Millionaire Maker

Peter Field’s book is a MUST READ for anyone looking to move to the next level in any area of their life. I highly recommend it.

– Morris Goodman, “The Miracle Man”, author and speaker

Peter, what a gift you offer with your book; clear, concise insights and wisdom. I’ll treasure it forever. So will all those fortunate enough to have it come into their lives.

– Leslie Fieger, author and wealth mentor

Peter Field is one of the most caring and passionate professionals I’ve ever met. Associate with him and your life will transform into one magical masterpiece.

– Bob Dignard-Fung, Co Founder, Magnetic Thinking Corporation.

If you have ever felt stuck and don’t know why, look no further than Peter Field’s Lighten your Load.

– Dr. Spinozzi, author of What Your Bright Child Can’t See

There is always a better way. Lighten Your Load shows you the better way. I love it.

– Janis Koehler Vos, author of The Success Toolbox
We are so much more than what we believe ourselves to be. Lighten Your Load gently reminds us of our own unique greatness.

– John Withers & Karen Zapp, authors of Turning Your Mind...Inside Out

What a wonderful collection of quotations. Some may be simple, some profound, but they are all full of wisdom.

– Dr. Agarwall, author of Solutions for Your Healthy Smile

This book reminds us of just how much power we really have. I love it.

– Mark Zakowski, author of The Safe Baby System

Read this book and savour it, but most importantly apply the wisdom within.

– Norm Sharkey, author of Sanity 365

To have put together and compiled such a collection of classics and wisdom, Peter has shown, in the words of John W. Gardner “...one man can do anything.”

– Anthony Ward, mentor and speaker

Peter Field has written an A to Z roadmap for living your life As You Wish! I discovered a wealth of wisdom within the pages of Lighten Your Load.

– Carol Gates, author of As You Wish

The question is “What can’t this book achieve?” Lighten Your Load is a little piece of heaven that has the power to change your life from the ordinary to extraordinary. A path to personal enrichment brilliantly conceived, prepare to say farewell to the ordinary.

– Nichola Burton, Managing Director, Thought Global

Read this book and lighten your load.....
Peter is a person that I am so pleased I have got to know. His book Lighten Your Load is full of practical and easy to implement concepts and ideas that will allow you to travel much further and so much faster than you ever thought was possible.

– Steve White, Entrepreneur and Business Coach
Dedication

This book is lovingly dedicated to my Mum and Dad. Thank you for your love, support and encouragement. You planted and nourished the seeds for this book. I love you both very much.
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While it would be difficult to list all the people who have inspired and influenced my thinking, I would like to express my gratitude to the following for sharing their wisdom and insights: Bob Proctor, Jim Rohn, Wayne Dyer, Leslie Fieger, Dr. Robert Anthony, John Assaraf, Abraham Hicks, Stephen R. Covey, Hal Urban, Rebecca Fine, Vic Johnson, Joe Vitale, Bob Doyle, David Cameron, Joseph Murphy, Lynn Grabhorn, Eckhart Tolle, Victor Frankl, James Allen, Raymond Holliswell, Price Pritchett, Mike Dooley, Robert Holden and Nick Williams. I would also like to thank Gerry Robert for his support and encouragement.

Special thanks go to the authors of the many quotations included in this book. May your carefully chosen words inspire, uplift and nourish the mind of all who read them.

Finally, I would like to say a big thank you to my wife Joanne, and children Christopher and Charlotte. The long hours and inevitable sacrifices during the writing of this book did not diminish their patience, support and understanding. I love you very much.
Foreword

Bliss

If you do follow your bliss, you put yourself on a kind of track that has been there all the while, waiting for you, and the life you ought to be living is the one you are living. When you can see that, you begin to meet people who are in the field of your bliss and they open doors to you. I say, follow your bliss and don’t be afraid, and doors will open where you didn’t know they were going to be.

— Joseph Campbell

The sentiments expressed by Joseph Campbell are now being played out in the life of Peter Field. Although he is now on a track that had been there… all the while, waiting for him…it still required an irrevocable decision on his part to follow his bliss. You see Peter did not follow conventional thinking. After being made redundant at age forty-seven, he did not allow his new circumstances and the multiple “how” questions prevent him from doing what he really wanted to do. Instead he made a decision to leave behind his thirty-one years business experience and embark on a brand new career following his passion. He is certainly in the minority. The majority of people will not make that decision. They permit their resources or present circumstances to dictate if and when such a decision will or can be made.

Peter is beginning to discover his true power and has a burning desire to share his new understanding with as many people as possible. The research he has undertaken in the preparation of this book has been extensive. I have said on many occasions that the only thing we lack is awareness and this powerful message flows through this book from the very first page. The book has been divided into three sections with each section building upon the one before. It is recommended therefore that you initially read this book sequentially. This will enable you to get an overall feel for the information that is being shared with you. Thereafter you may wish to review those sections that resonate most with you.
The selection of over three hundred quotations in part three, represents a small sample of all those studiously researched. My advice would be to read just a few quotations at a time in order that they may “germinate” in your consciousness. As Winston Churchill once remarked, “It is a good thing to read books of quotations. The quotations when engraved upon the memory give you good thoughts”. After studying human potential on a daily basis for more than forty years, I can only reiterate the importance of “good thoughts”. So do not be in a rush with this book. Read it slowly and apply the timeless principles within.

As Peter would be the first to concede, it is never too late to follow your passion and be all that you are capable of becoming. Start right now. There is no other time than the present.

Bob Proctor
Best Selling author of You Were Born Rich

For a FREE Motivational quotation from Bob Proctor called Insight of the day please visit…

www.insightoftheday.com
My Story

I had heard the phrase “when the student is ready the teacher appears” in the early 1970s, but it took thirty years before the truth of these words impacted my life in a most significant way.

I was sixteen when I got my first job working for a local insurance company to earn pocket money during the school summer holidays. My plan was to return to school to complete my higher qualifications, but as the holiday period came to an end, I was offered a full time position. A regular income seemed far more appealing than returning to school so I accepted the position. Little did I realise this six-week holiday job would turn into a career spanning thirty-one years!

Although I enjoyed a successful career, I paid a heavy price. My belief at the time was to achieve financial security, I had to work long hours and remain loyal to the company. I knew of no other way. I continued to work hard with the belief that to earn more, I had to work more. Then, in 2004, everything changed.

My job became redundant and I was presented with a number of different options. I could follow the conventional path and seek a similar job utilising my 30 years work experience. I could seek part-time employment to provide time to adjust to my new circumstances, or I could seize the opportunity to do something completely new. Something I would really enjoy doing. Not surprisingly, this last option flipped my self-talk into overdrive! “Start again at your age? Who do you think you are? Don’t be so stupid. Be realistic. Do what you know. You can’t earn money doing what you enjoy? You’ve got financial responsibilities. Get real.” On and on it went.

Despite this mental chatter swirling around in my head, I was being drawn to follow my passion. This was quite challenging. For thirty years I believed in the importance of a regular income. I had worked hard all my life to achieve this. Now, at age 47, I was considering self-employment for the first time. Moreover, I was starting at the beginning, in a completely new area of work, with no client base, no established network and no guarantee of any income. Nevertheless, I decided to follow my passion. It was a quantum leap of faith. I had no idea how it would all work out.
My passion was personal growth. If the experts agree we are only using a tiny fraction of our abilities, why do so many people feel stuck? Why is it so difficult for people to access their true power? What did the small number of people living a happy, healthy, and abundant life know that the majority of people did not know? In my search for the answer, I read hundreds of personal development books, listened to countless audio programs and attended many seminars. Despite years of serious study, I had not been able to find the missing piece, the differentiating factor that would explain the diversity in peoples’ results. Undeterred, I continued my search.

In the first week following my redundancy, I received by airmail a compact disc about a 12-month Coaching and Consulting Program. It offered the exact support, information and expertise I required to assist me in my new career. Why did the CD arrive when it did? I had not requested it. At the time, I put it down to coincidence and luck. I have since come to understand there is no such thing as luck or chance in an orderly universe. Put simply, the student was ready and the teacher (Bob Proctor) appeared.

Intellectually, most people agree our thoughts control our life, but a look at their results suggests something is still missing. The Coaching program provided the missing link. It explained how our thoughts and feelings create our results. This was important as it developed the belief that change was possible. For the first time, I understood the reason for the diversity in peoples’ results and, perhaps more importantly, a process for permanent and lasting change.

As I studied the program and learnt more about myself and my potential, I realised I was also learning more about YOU and your potential. In essence, we are all the same. We are all gifted with the same ability to create whatever results we desire. The only difference lies in our understanding of how to effectively use what we already have.

This realisation was so empowering that I made another major decision. I would work night and day to write a book to help others understand the creation process and how they can achieve whatever results they desire.

You are holding in your hands the fruits of my labour. It has been a joy to write. Much of the material may be new to you, as it was for me. Do not be discouraged. It is said understanding precedes change. I have explained the principles the best way I know how for you to understand. Even if you feel you have tried everything before, approach this material with an open mind. You will not be disappointed.
Although I came across this life changing information late in my business life, I am grateful. The teacher appeared when I was ready. Perhaps you’re ready as well, right now. My purpose in writing this book is to share with you the understanding that has made a profound difference in my life and the lives of many others.

I wish you every success and trust this book will serve as a valuable companion on your journey.

– Peter Field
THERE IS ALWAYS
A BETTER WAY
Introduction

Do you get frustrated because no matter how hard you work, you keep getting the same results? You have a long list of things you want, but never seem to get, and an even longer list of things you don’t want, but always seem to get! You try new initiatives, read the books, attend the classes but wearily find little, if anything, changes. Does any of this sound familiar? If you are like most people, the answer is a resounding “Yes!”

You look around and see other people and think, “They’re no smarter.” Yet, these people are enjoying the things that appear so elusive to you. What is going on? One answer may lie in the following statement from Yogi Berra, the legendary baseball player:

\[
\text{It's not what you don't know that gets you into trouble.}
\text{It's what you know for sure that just ain't so.}
\]

In the Middle Ages, people believed the earth was flat and you would “fall off” if you sailed too close to the edge. As a result, few ventured far from land. At one time, people believed there was no such thing as electricity and were unable to enjoy its many benefits. Although we may look back today and smile at these erroneous beliefs, an important principle emerges.

Even as these people conducted their lives according to these beliefs, the real Truth (with-a-capital-T) was:

- The world has always been round: they just didn’t know it;
- The laws governing electricity have always existed: they were just unaware of them.

The only thing which prevented these people living their lives in accordance with the Truth was understanding and awareness.

When people accepted and applied the Truth, the quality of their lives improved considerably. The promise is exactly the same today.

\[
\text{Know the Truth and the Truth will set you free.}
\]
A recent statistical analysis, from an insurance company’s actuarial tables, presented the following predictions:

29% of people will not live to age 65. Of the remaining 71% who live beyond 65:

- 63% will depend on Social Security, relatives or charity to house and feed them.
- 3% will still be working; not by choice, but because they cannot afford to retire.
- 4% will be able to retire at some level of comfort.
- 1% will be wealthy.

Such numbers have not changed significantly over the last fifty years. These predictions suggest if a person continues to think and act like the masses, there is a 93% probability that on reaching age 65, that person will be living at or below the poverty level.

How can this be? Experts agree we are using only a small fraction of our infinite potential. Even though the intellect cannot comprehend “infinite,” the inference is clear. We are all capable of achieving extraordinary results and of enjoying a happy, successful and prosperous life.

The answer to this paradox may lie in the words of Yogi Berra. Much of what we have been brought up to believe about ourselves, our universe and our ability to enjoy financial success just ain’t so. We live in a universe which operates by laws. Understanding and working in harmony with these laws is the key to living a successful life.

This book is divided into three main sections.

Part 1 starts at the beginning and challenges “what you know for sure” about yourself, the universe and reality. You will be amazed at what you discover. You will be introduced to Universal laws and Nobel prize winning research which will change how you look at life forever. Confusion, doubt and fear about being able to change your life for the better will be replaced with understanding, clarity and confidence. Certainty will replace uncertainty. You will see exactly how your thoughts and feelings cause your results - both wanted and unwanted.
It is part of the human character to desire more. You were probably motivated to read this book because of your desire to achieve or attain more. Why is it predicted that 93% of people, on reaching age 65, will be living at or below the poverty level? It is because they do not believe they can change their current circumstances. They believe they have no way out. These beliefs are both inaccurate and incomplete. Belief has the word “lie” in it, which accurately reflects what we have been conditioned to believe about ourselves and our capabilities.

Before Roger Bannister completed the sub four-minute mile, it was believed such an achievement was impossible. Sports commentators and physiologists said it could not be done. Within twelve months of Bannister’s historic run, 37 other runners broke the four-minute barrier followed by a further 300 runners the following year. Their beliefs changed in light of their re-evaluation of the Truth.

Part 1 is designed to help you re-evaluate your beliefs in light of the Truth. When you understand the Truth about yourself and the universe, you will be delighted at the power you have to create the life you desire. To exercise this power you will have to replace the old conditioning (paradigms) in your subconscious mind with your new empowering beliefs. It is your paradigms that control your behaviour, actions and results and explains why so many people feel frustrated. They desire change on a conscious level but are unaware of how to change their paradigms.

Part 2 introduces you to a powerful concept known as “The Stickperson.” The Stickperson is probably the best concept in the world today to describe the mind, how it works and how to change it. You will learn about the three parts of your personality and why there is much more to YOU than you have been conditioned to believe. Your mind is, without question, your most precious possession, but its amazing creative ability can be yours only when you have learned how to use it effectively. Part 2 will show you how to harness the power of your mind to create the life you truly desire.

To replace the old conditioning in our subconscious mind we have to change our thoughts. Although this is not a new idea, it is not easy to achieve. It has been estimated out of the approximately 60,000 thoughts the average person has each day, a staggering 90% are the same ones repeated day after day! Research also shows 77% of everything most people think about is negative, self-damaging, hindering and counterproductive. This explains why so many people feel stuck. The primary cause of their results – their thinking - doesn’t change.
Part 3 is designed to help you monitor and change your way of thinking. Much of what people regard as “thinking” is mental chatter - surface thought, which is ordinary, trivial and negative. Real thought is based on Truth. It is new, creative and life enhancing.

To help you develop real thought, a principle associated with personal success has been selected for each letter of the alphabet. Both a supporting narrative and a number of inspirational quotations have been presented. By guiding your thoughts specifically to these principles, you will:

(i) begin the process of consciously choosing your own thoughts rather than responding to whatever is happening around you;
(ii) replace the habitual cycle of negative thoughts with new empowering thoughts to support your goals and aspirations;
(iii) provide regular nourishment for the mind. The easy to use A to Z format caters for the busy lifestyle. It can be read sequentially, one principle at a time, or by subject matter, whichever is preferred.

Some additional guidelines to get the most out of the success principles are included in the introduction to Part 3.

We began with the words of Yogi Berra. Before commencing our journey together, it is fitting to conclude the Introduction with a poem by Valerie Cox. It will serve as a timely reminder to keep an open mind, for what we think we know, just ain’t so!
The Cookie Thief

by Valerie Cox
As read by Wayne Dyer

A woman was waiting at an airport one night
With several long hours before her flight
She hunted for a book in the airport shop
Bought a bag of cookies and found a place to drop

She was engrossed in her book but happened to see
That the man beside her as bold as could be
Grabbed a cookie or two from the bag between
Which she tried to ignore to avoid a scene

She munched cookies and watched the clock
As the gusty cookie thief diminished her stock
She was getting more irritated as the minutes ticked by
Thinking “if I wasn’t so nice I’d blacken his eye”

With each cookie she took, he took one too
When only one was left, she wondered what he’d do
With a smile on his face and a nervous laugh
He took the last cookie and broke it in half

He offered her half as he ate the other
She snatched it from him and thought
“Oh Brother this guy has some nerve and he’s also rude why he didn’t even show any gratitude”

She had never known when she had been so galled
And sighed with relief when her flight was called
She gathered her belongings and headed to the gate
Refusing to look back at the thieving ingrate

She boarded the plane and sank in her seat
And sought her book which was almost complete
As she reached in her bag she gasped with surprise
There was her bag of cookies in front of her eyes

“If mine are here” she moaned with despair
“Then the others were his and he tried to share”
Too late to apologise she realised with grief
That she was the rude one, the ingrate, the thief.
Part 1

Things ain’t what they seem!
The lighthouse

In the same way there are laws such as the Universal Law of Gravitation (commonly known as the Law of Gravity) operating in our physical world, there are Universal laws operating in our non-physical or mental world. These Universal laws explain the causal connection between our thoughts and feelings and the results we get in our life. Understanding how to work in harmony with these laws is the first step in regaining control over our life and creating changes for the better.

Strange and marvellous things will happen with constant regularity as we alter our lives and begin to live in harmony with the Laws of the Universe.

– Earl Nightingale

Just as the force of gravity applies equally to persons young and old and good and bad, Universal laws are impersonal, absolute and consistent. They operate in every moment of our life whether we are aware of them or not. We can deny the existence of these laws and we can choose to reject them, but until we accept the Truth of their existence, life will always be a struggle. In his book The Seven Habits of Highly Effective People, Stephen Covey relays the following story that helps illustrate this point. Frank Koch in “Proceedings,” the magazine of the Naval Institute, recalls it:

Two battleships assigned to the training squadron had been at sea on manoeuvres in heavy weather for several days. I was serving on the lead battleship and was on watch on the bridge as night fell. The visibility was poor with patchy fog, so the captain remained on the bridge keeping an eye on all activities.

Shortly after dark, the lookout on the wing of the bridge reported, “Light, bearing on the starboard bow.”

“Is it steady or moving astern?” the captain called out.

Lookout replied, “Steady, captain,” which meant we were on a dangerous collision course with that ship.

The captain then called to the signalman, “Signal that ship: We are on a collision course, advise you change course 20 degrees.”

Back came a signal, “Advisable for you to change course 20 degrees.”

The captain said, “Send, I’m a captain, change course 20 degrees.”

“I’m a seaman second class,” came the reply. “You had better change course 20 degrees.”
By that time, the captain was furious. He spat out, “Send, I’m a battleship. Change course 20 degrees.”
Back came the flashing light, “I’m a lighthouse.”
We changed course.

In the same way the captain had to come to terms with the reality of the lighthouse, we have to come to terms with the reality of these Universal laws. We can only be successful to the degree we are prepared to accept this truth.

Everything is energy

What do you really know about the creation process? When every great leader tells us “we become what we think about” are we not more likely to believe this when we can see, step-by-step and scientifically, how our thoughts (and feelings) create the results we are getting in our life?

Quantum physics is a study of the building blocks of the universe and begins to explain how everything in our world comes into existence. In the same way you don’t have to understand the complexities of electricity to enjoy its many benefits, a basic understanding of quantum physics is all that is required to change your perception of what is possible for you.

Quantum physics is the science behind such technological breakthroughs as lasers, computers and nuclear energy and has been described as the most powerful science ever conceived of by human beings. Most exciting of all however, is the enormous implications this research has for our ability to create our ideal life.

Nobel Prize winning physicists have confirmed everything in the universe, both visible and invisible is, at its most basic level, energy vibrating at different frequencies. Energy can be defined as: The basic and underlying substance from which everything that exists is formed, and the force that moves and animates all that exists. Energy is both force and substance, both cause and effect of itself.

This energy is in a constant state of motion (vibration) and never rests. It is forever moving into and out of different forms, never created nor destroyed. Change is energy’s only attribute. Even that which appears to be empty space is energy. You, your home, your car, your thoughts and feelings, and everything else are “concentrations” of energy. Nothing is solid.
Consider the human body. What is the human body made of? Tissues and organs. What are tissues and organs made of? Cells. What are cells made of? Molecules. What are molecules made of? Atoms. What are atoms made of? Sub-atomic particles. What are sub-atomic particles made of? Energy? No. They are not made of energy; they are energy. Everything is made up of large groups of sub-atomic particles or energy packets known as quanta. You are one big “chunk” of energy and so is everything else in the universe. The staggering implications of this, in terms of your eternal connection to, and ability to direct this energy to “create” anything you desire, is explained more fully in Part 2.

Although it may seem strange to think of your body as energy, it is scientific fact. In her book *Infinite Mind: Science of the Human Vibrations of Consciousness*, pioneering scientist Valerie Hunt concludes “As a result of my work, I can no longer consider the body as organic systems or tissues. The healthy body is a flowing, interactive electrodynamic energy field. Motion is more natural to life than non-motion.”

Science and theology agree everything in the universe originates from one power. Scientists refer to this power as energy, but other terms used include Spirit, God, life force, creative intelligence, and universal intelligence. What it is called is not as important as your awareness of it.

Energy operates according to exact and unchanging laws and knowing how these sub-atomic particles (or quanta) work in accordance with these laws is the key to creating the results you desire.

> There is no material world as we know it. All that we perceive to be matter is held together by a force; and this force is intelligent. As a man who has devoted his entire life to studying the substance of which the world is made, I can firmly state that mind is the matrix of all matter.

— Max Planck

As exciting as this ground breaking research was, more amazing revelations followed. Scientists discovered these sub-atomic particles are not physical objects like a dust particle, but are energy waves or “probabilities of existence” which behave in the most remarkable way. It is only when we exercise the power of observation, do these waves become things, a physical particle at a particular point in time and space. Without our observing, things are simply waves or “probabilities of existence”. Things only exist because we observe them. In his book *Quantum Consciousness*, Stephen Wolinsky writes: “There is no reality in the absence of observation and observation creates reality. Put simply, you as the observer create the subjective reality you are observing.”
The implications of this on our ability to change our present circumstances are enormous. Although on the surface it appears life just happens to us, it hides a more fundamental truth. Everything we can see in the physical world is the manifestation of the energy of our thoughts and feelings. These amazing energy packets are under our control. By choosing what you wish to observe with certainty and consistency, you cause the energy field to materialise into the thing you want over “time”, depending on your clarity and focus.

Spiritual masters have told us that even before we ask it is given unto us. Quantum physics proves that everything already exists as a probability wave and it is our observation, attention and focus (thought) on whatever we desire that causes the wave to be a definite thing in our physical world. This is not some feel good metaphysical nonsense. It is Nobel Prize winning scientific fact.

*Man can impress his thought on formless substance and cause the thing he thinks about to be created.*

– Raymond Holliwell
Our senses lie

There is an old Hindu saying that warns:

\begin{quote}
Don’t believe your senses. They lie.
\end{quote}

For some people, statements such as “everything is energy” and “nothing is solid” sound ridiculous and difficult to accept. This is because as physical beings, we like to explain everything from our physical perspective but this perspective is neither accurate nor complete. We believe what we see, hear, taste, touch and smell is reality and if we can’t perceive it with our senses, it doesn’t exist. Nothing is further from the Truth. Our senses enable us to connect and interact with our outer world. They do not reflect true reality.

Consider this. At this very moment, you are on a planet that is rotating on its own axis at 1,000 miles per hour, hurtling through space at 67,500 miles per hour and orbiting the sun once every 365 days, all of which means you are actually moving along at 1.3 million miles per hour! Yet, to your senses you are motionless, quietly reading this book. How can this be? It is the way our physical senses decode the energy around us to create our physical reality.

Think of a movie film. When you watch a movie you see a continuous and moving picture, yet a movie film comprises about 24 frames a second with each frame separated by a gap. If you looked at a movie film on the reel in a projector room, you would see the individual frames and gaps. It is only the speed at which one frame replaces another which provides the illusion of continuity and “cheats” our senses into thinking we are seeing a continuous and moving picture. Think of a television. A TV tube is simply a tube with heaps of electrons hitting the screen in a certain way, creating the illusion of form and motion.

Our senses perceive the sea of energy that surrounds us from a very limited standpoint and makes up an image from that. It is just an interpretation. It is not accurate and does not reflect the reality of the world we live in. To simplify our understanding of the gap between what we perceive as reality and true reality, the following vibrational perspective offers some valuable insights.
The Law of Vibration

Since everything in the physical universe is made of atoms, and atoms are vibrational in nature, we can conclude the universe is vibrational in nature. Everything vibrates, nothing stands still. There is no such thing as inertia. Science and metaphysics agree. We are vibrational beings living in a vibrational Universe.

Everything we experience in our physical environment is vibrational, and everything has its own energetic vibrational frequency. Vibrational frequency is simply the rate at which the atoms and sub-atomic particles of a being or object vibrate. Our physical senses translate the vibration into what we can see, hear, taste, touch and smell, to help us understand our world.

The Law of Vibration explains the difference between what we are able to perceive with our physical senses and that which lies beyond the range of our senses. As you are reading this book, electromagnetic forces such as electricity, radio waves and cellular phone signals are all around you. You know they are there, even though you cannot see them. It is the speed of vibration relative to our senses that determines what we are able to see, hear, taste, touch and smell.

To believe in the things you can see and touch is no belief at all, but to believe in the unseen is a triumph and a blessing.

– Abraham Lincoln

As Figure 1 illustrates, our physical senses perceive a tiny fraction (less than one per cent) of the vast ocean of energy that surrounds us. What we perceive as “reality” is really a narrow band of vibration within the vast, universal bandwidth.
Figure 1. The electromagnetic spectrum

The electromagnetic spectrum is a scale of vibration which includes any kind of “fluid” energy: energy that flows, that travels, that beams or radiates. This includes electricity, radio waves, x-rays and light. Although the spectrum shows separate divisions, each vibrational frequency “blends” into the one above and the one below with no definite lines of demarcation. There are literally millions and millions of different levels of vibrational frequency between what you can see (visible) and what you can’t see (invisible) and they are all connected together. It is the same energy; it is only the speed of vibration (vibrational frequency) that varies.

Our eyes can perceive the colours red, orange, yellow, green, blue, indigo and violet vibrating in a range of around 500 billion vibrations per second (vps), but cannot detect infra-red or ultra-violet light because their speed of vibration falls outside this range. This does not mean such colours do not exist; it simply highlights the limitations of our visual senses.

Similar limitations apply in respect to our hearing. If something is vibrating very quickly, we cannot hear it. A dog whistle generates frequencies of sound too high for the human ear to detect. It’s similar for a very low sound. The average human ear detects energy that vibrates at approximately 15,000 to 25,000 vps; dogs can hear between 25,000 to 50,000 vps and bats 80,000 vps (sonar).
Electricity vibrates at around 1 billion vps, heat at 200 billion vps and x-rays at around 2 trillion vps. Although there is a limit as to what can be measured by scientific instrumentation, it would be erroneous to conclude that progressively higher levels of vibration do not exist simply because they cannot be observed or measured.

Einstein’s famous equation $E=MC^2$ (energy equals mass times the speed of light squared) tells us that matter and energy are the same thing only in different forms. Matter is simply a certain vibratory rate of energy. So why do we see things as “solid” if everything is moving energy? It is the speed of vibration relative to our physical senses giving the illusion of individuality or solidity. We perceive this book as solid because our senses perceive solidity at this frequency of vibration.

If a microscope existed that was powerful enough, you could look at this page and witness a dance, with molecules, atoms, and sub-atomic particles moving about in ceaseless energy patterns. This book is energy slowed down so it appears as a solid mass. This is true of everything perceived as solid in the material world – all “slowed down” energy that appears not to vibrate. However, one look under a powerful microscope would uncover the illusion.

Now do not worry if some of this does not make sense at this stage. It will become much clearer as you progress through the book. This simplified introduction to quantum physics is to help you understand you are not a victim of circumstances over which you have no control. You are a creator and have far more power available to you than you may have realised.

The rest of this book will show you how to exercise this power to consciously create the life you truly desire. Everything that exists, including our thoughts and feelings is, at its most basic level, energy vibrating at different frequencies. This is a key understanding as we consider the most powerful of all Universal laws - the Law of Attraction. It is the operation of this law which will determine the level of your prosperity and success.
The Law of Attraction

This law states:

\[
\text{We will attract into our experience that with which we are in vibrational resonance}
\]

Although people may be familiar with this concept in relation to tuning forks, or the vibration of crystal glass when a particular key on a piano is struck, few understand the connection between what they are vibrating through their thoughts and feelings and the results they are attracting in their lives. In fact, many people make no connection. They think their results occur randomly or by chance, but our thoughts, like everything else in the universe, are energy and different thoughts create different kinds of vibration. Even more significant is the discovery that thoughts, when fuelled with emotion, become magnetically charged, making each one of us a very powerful attracting magnet!

Our thoughts are considered the most potent form of energy penetrating all time and space. Every thought you think has its own energetic vibrational frequency and every thought you have creates a feeling. In fact, the relationship between a thought and a feeling is formed so fast (in a tiny fraction of a second) almost no one realises it is occurring.

Your thoughts always create your feelings. It is neurologically impossible for you to feel anything without first having a thought, as you would have no reference point. Try feeling angry without first having angry thoughts – you simply cannot do it. The connection between thoughts and feelings is discussed more fully in Part 3.

In short, we attract into our life people, circumstances and events that are in exact vibrational resonance or alignment with our most dominant thoughts and feelings. Everything is created through energetic vibration. This is the great secret to enjoying a happy and prosperous life. The principle is similar to tuning in a radio station. In order to hear your favourite radio station, you set your tuner to the exact vibrational frequency match. Your favourite program becomes real for you to the exclusion of all the other radio stations that are broadcasting at the same time.
Even though there are many, many different radio stations playing out there every moment of every day, you are not aware of them and they do not become part of your experience until you tune in and achieve an exact vibrational match.

By the same principle, people are attracting into their lives, experiences that are an exact vibrational match with their most dominant thoughts and feelings. The problem is most people are thinking about what they don’t want and then wondering why it keeps showing up over and over again.

We have to understand the vibrational frequency of what we want and the vibrational frequency of what we don’t want are very different. Each evokes different thoughts and feelings and each has its own energetic vibrational frequency. This leads to one of the most important points in this book.

The Law of Attraction doesn’t respond to what we want, but only to the energy and vibration we are sending out - and it works perfectly every time.

The law of attraction does not select which of your dominant thoughts to bring forth and which ones not to. How could it possibly choose for you? It brings forth all your thoughts to the extent you believe them.

Expressed another way, you can only attract into your experience that which is in vibrational harmony with your core beliefs; that which you expect to receive. Desire without expectation is idle wishing or dreaming. You may know people who desire good things but don’t really expect them to happen. Their core beliefs are not in vibrational harmony with what they say they want. As a result, they don’t attract what they want, thus validating their beliefs.

Similarly, you may know people who expect things they do not want, and by the same lawful process, they attract what they expect to happen. Never expect a thing you do not want, and never desire a thing you do not expect.

Like all universal laws, the law of attraction never stops functioning. This means your attraction meter is never switched off. You are always attracting into your experience people, circumstances and events in vibrational resonance (exact vibrational match) with your most dominant thoughts and feelings. This is why there is such value in understanding these laws. People may see you with their eyes and hear you with their ears, but you are like a “broadcasting station” presenting to them and to the universe in a much more emphatic way through your vibrational offering.
Although you have no choice about being a creator – you are creating every moment of every day - you do have a choice about what you want to create. The problem is most people are creating their lives unconsciously or by default. They believe things are happening to them because they do not understand quantum physics and the law of attraction. Part 2 will show you how to work in harmony with these powerful laws so they work for you instead of against you.

Before the law of gravity was identified nobody knew it existed, yet everyone was affected by it. The same principle applies with the law of attraction. People unaware of its existence are still affected by it. And even if you are aware of it and don’t understand it, this is no reason to reject it. You probably do not understand how electricity works, but it does not prevent you from enjoying the many benefits it provides.

Sometimes, it is easier to see the law of attraction at work in other people’s lives than our own. Have you noticed how people who continually speak of illness are often ill? Those who speak frequently of prosperity enjoy prosperity? Those who continually complain of lack and scarcity experience lack and scarcity? Phrases such as “Birds of a feather flock together”, “Like attracts like” and “The rich get richer and the poor get poorer” are all expressions of the law of attraction.

YOU are in the perfect place to begin

The beautiful truth about the law of attraction is no matter where you may be on life’s journey, you are in the perfect place to begin. It does not matter how many negative thoughts you may have had in the past, or how difficult your present circumstances may be, it is the thoughts you are thinking in the present moment that have power. When you maintain focus on what you want, you will always manifest it because energy follows thought. The object of your attention will always grow in power and size.

There is a great difference between that which you believe is your present reality and true reality. Your present “reality” is the effects of what you have been thinking and feeling (vibrating) in the past, and bears no relationship to your vibration in the present moment unless you repeat the same thoughts and feelings. Your magnetic point of attraction is always in the Now. It is the frequency you are vibrating at this very moment (based on your dominant thoughts) that is attracting experiences into your life. Additional information is included in “Now” in Part 3.
Your current circumstances are the natural lawful outcome of your past thoughts and actions and even though you may have tried previously to change your results without success, you should persevere because:

1. You are not the same person you were previously.
2. Your understanding and awareness have developed.
3. You are learning how to work in harmony with universal laws.
4. These laws work perfectly for everyone.

Gratitude

What can you do right now to begin to turn your life around? You can make a list of things to be grateful for. Start a gratitude journal. Gratitude will immediately change your thoughts and feelings and move you into a higher vibrational frequency. Instead of focusing on your present results and problems, which attracts more of what you don’t want, write down the things you have and feel good about.

As soon as you start to feel differently about what you already have, you will begin to attract more good things into your life, more things for which you can be grateful. Be grateful for having a roof over your head, clothes to wear and food on the table. Millions of people don’t enjoy even these basic necessities. Build your list from there. This is a very powerful exercise to raise your vibrational frequency. Additional information on gratitude is included in “Joy” in Part 3.

To keep a gratitude journal, is the single most powerful thing I have done to change my life.

….write down 5 things you are grateful for each day and watch your whole life being transformed

– Oprah Winfrey
Changing your dominant thoughts and feelings to be in vibrational harmony with the good you desire is not easy. We live in a society that actively encourages us to face reality and look for what’s wrong with everything including our job, relationships, health, home, and finances. Yet, it is in the very act of focusing our thoughts on what we don’t want, normally with powerful emotion, we unwittingly attract more of the very same into our lives.

We have been conditioned to believe we can get what we want by resisting what we don’t want. This is not how the universe works. We live in a universe based on attraction and there is no such thing as exclusion. When we look at something we do not want and shout “No” to it, we are not pushing it away. Instead we are activating the thoughts and feelings of what we do not want and, through the law of attraction, drawing into our experience people, circumstances and events in vibrational harmony with those negative thoughts and feelings.

When Mother Teresa was asked during the Vietnam War, “Will you join our march against the war?”, she replied, “No I won’t, but if you have a march for peace, I’ll be there.” Mother Teresa was aware of the principle that what you resist persists.

We know from the study of quantum physics and nearly thirty years research by Dr. David Hawkins, that what we are thinking and feeling at any point in time causes vibrational waves to be emitted from us and these waves have been photographed. All types of negative feelings emitted low, slower frequency vibrations while positive feelings were associated with high, faster vibrations. In his book, Power Versus Force, Dr Hawkins highlights how good-feeling thoughts of joy, happiness and peace, have a higher, faster vibrational frequency than bad-feeling thoughts of anger, blame and despair.

When we judge, criticise or get angry with other people, we are emitting a negative vibration. This negative vibration will attract more of the same negative thoughts which will perpetuate this low frequency vibration. This is why a day can start off badly and get progressively worse. The law of attraction works the same for both positive and negative thoughts. It also explains why you should “Do unto others as you would have them do unto you.”
Remember:

The way you think
will determine the way you feel.

The way you feel
will determine the way you vibrate.

The way you vibrate
will determine what you attract.

Although many people genuinely want to change their results on a conscious level, it is the dominant thoughts and feelings within their subconscious mind which controls their vibration, actions and results. This explains why so many people feel stuck and frustrated. They desire change but are unaware of how to reprogram their subconscious mind to achieve it.

In *The Power of Your Subconscious Mind*, Dr. Joseph Murphy states:

“Once you learn the truth about the interaction of your conscious and subconscious minds, you will be able to transform your whole life. If you want to change external conditions, you must change the cause. Most people try to change conditions and circumstances by working on those conditions and circumstances. This is a terrible waste of time and effort. They fail to see their conditions flow from a cause. To remove discord, confusion, lack, and limitation from your life, you must remove the cause. That cause is the way you use your conscious mind, the thoughts and images you encourage in it. Change the cause, and you change the effect. It is that simple.”

Although the concept is simple, the process of change is not easy. To use the conscious mind in the way Dr. Murphy suggests requires an understanding of how the mind works.

Part 2 introduces you to a powerful concept known as “The Stickperson.” The Stickperson is probably the best concept in the world today to describe the mind, how it works and how to change it. Part 2 will show you how to harness the power of your marvellous mind to create the life you truly desire.
Part 2

Your most precious possession
Understanding precedes change

Your mind is without doubt your most precious possession, but its amazing creative power is yours only when you have learned how to use it effectively. A hammer and chisel can be used by anyone to break up concrete. The same tools can be used by Michelangelo to create the statue of David. It is the practice, skill and expertise of the user that makes the difference. Although you have only one mind, it has two distinct parts. Knowing the different attributes and functions of each part is essential for changing your results and your life.

When you think something, you think in picture. You don’t think a thought in words. You think a picture that expresses your thought. Working with this picture will produce it into your experience.

– Grace Speare

Understanding precedes change and to understand how our mind works, we must have an image with which to work. This is because we think in pictures. Try it now. Think of your home and as you do, realise an image of your home comes onto the screen of your mind. Now, think of a friend or loved one. As you do, the home disappears and a new image of the person appears. When you think, you activate cells in your brain causing them to increase in amplitude of vibration and the picture in the cells flashes onto the screen of your mind.

Now, think of your mind. What image do you get? If you are like most people you probably don’t get any image at all. This is because no one has ever seen the mind and we don’t have any cells of recognition. Some people get an image of the brain but your brain is not your mind. The brain controls bodily responses by releasing tiny chemical messages called neurotransmitters. These prepare your body to respond to your internal and external environments. In short, your brain is a vibratory instrument which alters the vibratory control of the body. Mind is an activity, it is not a thing. It is in every cell of your body.
The Stickperson

The Stickperson, illustrated in Figure 2, is probably the best concept in the world today to describe how the mind works. It is based on a model of the mind and body originated by the late Dr. Thurman Fleet of San Antonio, Texas around 1934. It is used to graphically illustrate the relationship of your mind with your physical body and material world. Like many brilliant ideas, the concept is extremely simple. Don’t confuse simple with trivial. The Stickperson will help you understand why you are getting the results you are getting, even if consciously you are wanting something different.

Figure 2. The Stickperson

In order to appreciate the power of this concept, you will need to think beyond the limitations of your five senses. Nothing in your rational mind could ever convince you that water, a fluid, is composed of two gases - two atoms of hydrogen combined with one atom of oxygen - yet, you know this to be true. In the same manner, it is unlikely your physical senses could ever convince you that your body, the most obvious part of you, is the smallest part of who YOU really are. If you understood the underlying message in Part 1, you will realise your physical senses do not reflect reality. There is much more to you than you have been conditioned to believe.

Ninety-nine percent of who you are is invisible and untouchable.

- R. Buckminster Fuller
The Truth is:

You are a spiritual being,  
you have an intellect, and  
you live in a physical body

Although we have been conditioned to believe we are physical beings, we are not. We are spiritual beings (everything that exists is spirit or energy), living in a physical body and we have been gifted with an intellect. All three parts are linked together by vibrational frequency.

Since the beginning of recorded history, every great traditionalist has sought to share with their fellow human beings the one incredible Truth: we are spiritual beings, created in the image and likeness of the Creative Source. We can deny this, but we cannot change it.

Just as a glass of ocean water has all the qualities of the ocean, you have all the qualities of the Creator within you. The spiritual part of your personality, sometimes referred to as your Higher Self, is perfect. It is important to draw a distinction between who we are and what we do. When we do things we regret we must learn the lesson, throw away the experience and love ourselves unconditionally. This is important because how you see yourself (self-image) will determine your behaviour, actions and results. You cannot act differently to how you see yourself.

The illustration in Figure 2 will enable you to see how the mind interacts with the body to produce your results. Part 1 of the Stickperson represents your conscious mind. This is the intellectual or thinking part of your personality. The thoughts and ideas you accept in the conscious mind are impressed upon part 2 which is your subconscious mind or spiritual part of your personality (Higher Self). These thoughts and feelings (vibrations) are then expressed through the body (part 3) in behaviours and actions to produce your results.
The Conscious Mind

All information from the outside world comes into our conscious mind through our five senses. We have been conditioned to accept much of this information without question and to look outside for solutions to our problems. The solutions lie with the cause and the cause is always in the inner world of our thoughts and feelings.

In the same way you have your physical senses enabling you to connect and interact with your outer world, you are also gifted with six intellectual factors (commonly referred to as higher faculties) to enable you to connect and interact with your inner or mental world. Many people are unaware they have these higher faculties and fewer still use them on a daily basis. A correct understanding and application of your higher faculties is the key to changing your present results. The six are:

- reason
- will
- imagination
- perception
- intuition
- memory

In his classic book *Think and Grow Rich*, Napoleon Hill, who spent 20 years studying 500 of the world’s greatest achievers, commented:

> An educated person is not necessarily one who has an abundance of general or specialised knowledge. An educated person is one who has so developed the faculties of their mind that they may acquire anything they want, or its equivalent, without violating the rights of others.
Do you think about what you think about?

It is your ability to reason which enables you to accept or reject any idea coming into your conscious mind from the outside world. We live in a society which thrives on bad news and negativity (listen to the TV news or read the newspapers!) and while it is virtually impossible not to be exposed to this, you can choose not to focus on it or get emotionally involved.

You have the ability to filter or reject any information coming into your conscious mind. No person or circumstance can cause you to think about thoughts or ideas you do not choose. Do not focus on negative stories, as these will generate negative thoughts and feelings. These thoughts and feelings will generate negative vibrations, which will not be in harmony with what you desire.

Maybe you are imagining how great it would be working from home, doing a job you love, and having more free time. Then, you read in the paper or hear on the radio all the reasons why such a move would be too risky in the present economic climate. Although many people would accept this information unconditionally, you have the ability to reject it. The truth is people have become wealthy during depressed economies and broke during thriving economies. The difference lies in their thinking.

Gavin de Becker, author of the book Fear Less, advises people to turn off the TV news in order to live a happier, less fearful and stressful life. He says, “The problem today is that the Satellite Age has infinitely expanded the reach of our perception. Now, we don’t just experience calamities in our own lives but in everyone’s lives.”

You can make a decision right now to read inspirational and uplifting material during the time you would normally read the papers or watch the news. Try it for a week. Notice the difference in how you feel. Feelings are your conscious awareness of your vibration.

It is how you use your higher faculties that will determine what you think and therefore, your vibrational frequency. Negative thoughts accepted unconditionally from the outside world will create a negative vibration. Conscious choice of positive thoughts will create a positive vibration. Good results can never arise out of a negative vibration and bad results can never arise out of a positive vibration. Self-mastery is taking control of your vibratory output by intentionally controlling your thoughts.
Part 3 of this book has been specifically designed to assist you in this process.

Remember:

\[
\text{The way you think} \\
\text{will determine the way you feel.} \\
\text{The way you feel} \\
\text{will determine the way you vibrate.} \\
\text{The way you vibrate} \\
\text{will determine what you ATTRACT.}
\]

Wishing to disassociate oneself from the negative happenings occurring in the world is not selfish. Such occurrences inevitably evoke powerful emotions of anger, sorrow, fear, and anxiety, which cause you to send out low-frequency negative vibrations. If you are vibrating negatively and attracting more negativity back into your life, how is this enabling you to help anybody else? It is difficult to provide inspiration and support to others when you are feeling depressed and negative.

The best thing you can do is to raise your own vibrational frequency. Then, help others understand this material so they can learn how to improve the quality of their lives. Helping other people understand the true cause of their results so they can learn how to change them is a gift well worth sharing. It is the reason for this book.

**Bread or biscuit?**

Although science and theology may disagree on many things, there is one area upon which there is complete agreement. Everything in the universe originates from one power. Scientists refer to this power as energy but other terms used include Spirit, God, life force, creative intelligence and universal intelligence. This power operates by law and everything existing in the universe, including yourself, is an expression of this one infinite power.
In his classic book, *The Science of Getting Rich*, Wallace Wattles referred to this power in the following way:

> There is a thinking stuff from which all things are made, and which, in its original state permeates, penetrates, and fills the interspaces of the universe. A thought in this substance produces the thing that is imaged by the thought.

As this power flows to and through you it has no form. It is a pure, unadulterated power that many refer to as Spirit but choose whichever name you prefer. As this power flows into your consciousness, notice you can tap into it and build *any* picture you want on the screen of your mind. In addition to *reason*, you have been gifted with the higher faculty of *imagination* to originate a new and wonderful picture of exactly how you would like your life to be.

Napoleon Hill described imagination as the most marvellous, miraculous, inconceivably powerful force the world has ever known. You can use your imagination to picture things that already exist, such as your favourite car or luxury house, as well as things that don’t yet exist such as your ideal partner, dream holiday, or conceptualisation of an innovative idea.

In the same way every construction begins as a picture in the mind of the architect, everything you wish to create begins as a picture on the screen of your mind. By using yet another of your higher faculties, your *will*, you are able to focus and hold your attention on this picture to the exclusion of all other information craving your attention. As this picture (thoughts and ideas) of what you really, really want is held on the screen of your mind with passion and excitement, it is impressed upon your subconscious mind (represented by part 2 of the Stickperson) and becomes your dominant vibration. This vibration, more commonly referred to as feelings, expresses itself through your body (part 3 of the Stickperson) in behaviours and actions to produce your results.
Think Truth regardless of appearances

Although we can tap into this power and build a picture of anything we want, we have been conditioned to let our current circumstances influence our thinking (picture). We look at the hospital x-ray, the overdrawn bank account or the difficult relationships and allow these thoughts, normally accompanied with powerful emotion, to dictate the picture we form in our mind.

As an example, people with considerable debt will, because of their conditioning, focus on debt. They take this marvellous creative power which is continually flowing into their consciousness, and with which they can build any picture they desire, and build a picture of debt. Their thoughts (picture) are focused on the outstanding bills and not having any money.

If they continually talk about debt and focus all their energy on it, they send out a slow-frequency vibration of lack and not having enough money. Even though they may ask for money and take action which should attract money, money cannot come because it is vibrationally incompatible with the thought energy they are sending out. This is why many people find it difficult to get out of debt and feel powerless to change the situation.

They are using their most magnificent power, their imagination, for something they do not want. Why? Because they are not aware of these powerful Universal laws operating in every moment of their lives.

An aware person thinks what they want to think regardless of appearances.

To think Truth, regardless of appearances, flies in the face of everything we have been taught. We have been told to face facts and be realistic but this is our conditioned response. It is not how the universe works. The Truth is we live in a universe governed by Universal laws and the most powerful of these - the Law of Attraction - doesn’t respond to what we want (eg, prosperity), but only to the energy and vibration we are sending out and it works perfectly every time.

When we let our current circumstances determine the picture we form in our mind, most of our thought energy is spent trying to change our external circumstances. But our external circumstances are the effects of our previous thoughts and feelings. We are attempting to create in reverse and it will never work. We must change our inner thoughts and feelings first and then our outer circumstances will change. You eliminate what doesn’t work - past thoughts and feelings creating current unwanted results - by creating something new in the “Now”.

25
When we stop resisting our present reality, accept what is, and excitedly build new pictures of what we want, we are in perfect vibrational alignment to attract the good we desire into our life.

Remember, no more effort is required to aim high in life, to demand abundance and prosperity, than is required to accept misery and poverty.

– Napoleon Hill

There is only one power

There is only one power flowing to and through you which is either rightly or wrongly used. There is not one power for “good” and another for “bad”. Prosperity and poverty are not manifest from two different powers. They are merely two sides of one and the same thing. It is your understanding of how to use this power which determines your results. This power may be likened to the ocean. You can go to the ocean with a thimble or a barrel; whichever you fill, the abundance of the ocean remains. So it is with this power. You can tap into this power and build images of prosperity and abundance or images of poverty and scarcity. Whichever you choose, this infinite power is always available to you.

In short, the law of attraction does not select which of your images to manifest and which ones not to. How could it possibly choose for you? It therefore brings forth all the images you hold in your mind to the extent you believe them.

If you desire prosperity, focus all your energy (thoughts, beliefs, feelings, actions) on prosperity. Give no energy to poverty. As Emerson remarked:

The only thing that can grow is the thing you give energy to.

By focusing all your energy on creating prosperity, you will attract people, circumstances and events in vibrational harmony with prosperous ideas, because your thoughts must find their vibrational match.
The Law of Gender

How long will it take for prosperity to manifest? The law of gender decrees all seeds (thoughts and ideas are spiritual seeds) have a gestation or incubation period before they manifest into physical form. This serves us. We would not wish our thoughts to manifest instantly because despite best intentions, we all have negative thoughts!

Although we know the gestation period for physical seeds, we do not know the gestation period for non-physical or spiritual seeds. Thoughts or ideas, like everything else in the universe, are energy. An idea planted in the fertile soil of the subconscious mind grows by the same immutable law as physical seeds.

In the same way you do not see immediate evidence of manifestation when you plant a physical seed, you will not likely see immediate evidence of manifestation of your thought seeds. But even though you do not see such evidence, the attraction of other thoughts that are a vibrational match to your thought seeds is occurring. The thought is becoming stronger, and other similar thought vibrations are joining it. Exactly the same faith, understanding and nurturing is required for spiritual seeds as for physical seeds.

Tools to assist the manifestation process

Although the gestation period for spiritual seeds is not known, steps can be taken to accelerate the process.

- “Act as if” or “be” the person you would be if you had already attained your goal. This will raise your vibrational frequency and attract to you people, circumstances and events in harmony with the good you desire.

- Express gratitude in advance for having already received (on the non-physical level) that which you desire. The law of conservation of energy states that “energy can neither be created nor destroyed” which means everything in its original state of energy or Spirit is already here. Manifestation is choosing and maintaining the thoughts and feelings which will put you into harmonious vibration with the good you desire. Expressing gratitude in advance is both a declaration of faith and a powerful way to achieve vibrational alignment.

- Create a vision board with pictures portraying attainment of your goals. This is an excellent tool to maintain your focus on what you want. Be creative. Have a picture of yourself sitting in your ideal car, or standing outside your dream home, or relaxing in your favourite holiday location. Attach a headshot to a picture of the “ideal” body you would like. Create a vision board for each area of your life.
• Write and verbalise affirmations or goal statements in support of your goals. You may want to begin each statement “I am so happy and grateful now that I have achieved….”. If this does not feel right because of any conflicting beliefs consider “I am so happy and grateful now that I am in the process of achieving ….”.

By remaining focussed on the idea of what you desire, and nurturing it through supportive affirmations, vision boards, and “acting as if”, the idea must grow and move into form. Energy is forever moving into and out of form and an idea is a non-physical or spiritual seed connected by the law of vibration with its physical equivalent. The law of attraction responds to your every thought or the energy you are sending out. These tools will shift your vibration to help you attract what you want.

Your conditioned response may try desperately to have you skip over the exercises suggested in this book. This would be a mistake. You may be thinking, “I know this” as you flip from page to page. But knowing this material will not change your results. Correct application will. If you are serious about changing your results, you have to appreciate the necessity of acting on these ideas. The creation process begins with building the ideal vision of how you want your life to be. This “inner” work requires discipline and focus.

E.M. Gray spent his life searching for the common denominator shared by successful people. He found it wasn’t hard work, good luck or astute human relations, though these were important. In his essay “The Common Denominator of Success”, he observed, “The successful person has the habit of doing the things failures don’t like to do.”

Failures do not like to invest the time required to change their old conditioning. That is why they are not enjoying the results they would like. Investing time completing the exercises suggested in this book is the best way to prove these ideas work. Nothing will be as convincing as you applying these ideas and experiencing improved results.
Faith

To maintain your focus on what you desire, when this is contrary to surrounding evidence requires tremendous faith. We are conditioned to believe with our eyes. “I’ll believe it when I see it” is a much repeated phrase which lacks understanding. Everybody wants to see the facts first before they believe. But this is not how the creation process works. What is required is faith in the natural laws of the universe.

When you act from faith, you energise and attract the things you desire. When you act from fear, based on surrounding evidence, you empower and give energy to what you don’t want. You rob yourself of the power to create in the present moment.

Don’t set your goals based on what you have done in the past, or on the basis of your current circumstances. Set your goals on what you really, really want. It is your beliefs which determine your vibration and what you experience in your life. By consistently applying the material outlined in this book with faith and perseverance, you will accomplish tasks others think impossible.

As Clarence Smithison stated:

\[
\text{Faith is the ability to see the invisible and believe in the incredible and that is what enables believers to receive what the masses think is impossible}
\]

When you hold the picture with faith, it is impressed upon the spiritual part of your personality, the subconscious mind.
Part 2

The Subconscious Mind

The subconscious mind (part 2 of the Stickperson) is the most magnificent part of you, the power centre. It is the “God-like” part of you, frequently referred to as the spiritual side or Higher Self. It is the subconscious mind which brings your thoughts and ideas into the world of reality through quantum physics. It operates in an orderly manner by law, the law of belief.

It is easy to read the preceding paragraph and miss the powerful truth it contains. The following iceberg analogy may help. Sit quietly and imagine a massive iceberg floating in open water. The tip of the iceberg, visible to all, is glistening against a beautiful blue sky. Below the water surface, out of sight, floats the rest of the massive iceberg. Let the tip of the iceberg (normally 10% of the total iceberg) represent the conscious mind. Let the 90% of the iceberg below the water surface represent the subconscious mind. In the same way the iceberg below the water surface is intimately connected to the vast ocean of water in which it floats (ice is crystallised water in a different speed of vibration), the subconscious mind is intimately connected to the vast ocean of energy (or whatever name you prefer) which is the Source of everything that exists in the universe.

When we live through our five senses, as we have been conditioned to do, we are like the tip of the iceberg. Hidden from sight below the surface is where our true power lies. This is our intimate and eternal connection to Source Energy.

The subconscious mind has no ability to reject any thought or idea impressed upon it. It only acts. Its primary function is to ensure the conscious mind is “right”. It will create the circumstances and find the people to support your beliefs or the picture you hold in your mind. This is the point at which the uncreated becomes the created and the invisible becomes visible.

The subconscious mind cannot differentiate between what is real or vividly imagined. Based on developments from the Apollo program, Olympic athletes hooked up to sophisticated biofeedback equipment were asked to run their event only in their mind. Incredibly, the same muscles fired in the same sequence when they were running the race in their mind as when they were running it on the track. You can imagine anything you want and the subconscious mind must accept it.

Any thoughts or ideas you consciously choose to impress upon your subconscious mind over and over again become fixed in this part of your personality. Fixed ideas are more commonly referred to as habits and you automatically act on these ideas without the need for any conscious assistance. A collection of habits is referred to as your conditioning or paradigm.
Why is it so hard to change?

The reason it is so hard to change is because our behaviour, actions and results are controlled by the fixed ideas in our subconscious mind. We don’t attract what we want by acquiring new information in our conscious mind. We attract what we are, and what we are is based on our conditioning or collection of habits.

It is our dominant thoughts and beliefs (habits) in our subconscious mind which determine our vibration and what we attract into our life. There are many knowledgeable people not living the life they desire because their paradigms (habits) are holding them back.

Habit has been defined as “an acquired mode of behaviour that has become nearly or completely involuntary”. This means the behaviour is so deeply ingrained in our subconscious mind, it is virtually unstoppable. To appreciate how powerful habits are, pause for a moment and think about the routine you follow when you wake up in the morning. Does it follow a regular pattern?

Mentally recall the actions you take. You will probably find they are all the same right down to which hand you use to comb your hair to which arm or leg you place first in your clothes. Habit patterns control our life and by their nature, are performed unconsciously.

If you are a driver, do you recall your first lesson? You consciously had to think which peddle to press, which gear to shift, while at the same time paying close attention to your driving environment. You may have thought you would never master the basics. Through continual repetition and practice these actions became automatic without any conscious thought. You progressed from a conscious incompetent learner to an unconscious competent driver.

Our conditioning begins at an early stage. When we are born, our fertile subconscious mind is wide open because none of our intellectual factors have been developed. You can place anything in a baby’s subconscious mind and if it is repeated over and over again, it becomes part of the baby’s “conditioned” way of thinking. This is why babies born into homes where the family are multi-linguistic can speak multiple languages. They have no ability to reject the information. The subconscious mind will accept anything. This is also why many welfare recipients are normally 3rd, 4th, or 5th generation because the same type of information is being programmed into their “open” mind at birth. It is generally acknowledged that established patterned ways of thinking are formed within the first six years of life.
The information programmed into the subconscious mind will come from a variety of sources including parents, teachers, family and others in authority. Although provided with the best of intentions and to protect us, it is easy to see how erroneous beliefs can be passed down generations. According to research, a person who grows up in an average, reasonably positive home, is told “No!” or what he or she cannot do more than 148,000 times before they reach their 18th birthday! If you were a little more fortunate you may have been told “No!” only 100,000 times, but it is considerably more negative programming than needed.

The research further suggests that some people could not remember being told what they could accomplish in life more than three or four times! Whatever the number, the words of support and encouragement did not balance out the daily negative programming most of us received.

Our paradigms (habits) control everything we do and prevent many people from living the life they want. Many of these habits have been inherited from other people. If paradigms are holding so many people back, can they be changed? The answer is an emphatic “YES” but it requires discipline.

Your neural pathways which create pattern and memory have to be redrawn by the same methodology which created the programming in the first place – practice and repetition. Negative habits have to be replaced with positive habits and the secret is to focus on just one or two habits at a time.

Most people tend to associate habits with negative actions such as smoking or over-eating. Positive habits however can be powerful tools for change because after a short time they become automatic and permanent. Research suggests that it takes at least 21 days to turn a repetitive action into a habit. Many of the exercises included in this book such as a daily gratitude journal, visualisations and daily affirmations can all be regarded as new positive habits which, when learnt, will become automatic.

Men are anxious to improve their circumstances, but are unwilling to improve themselves; they therefore remain bound.

– James Allen

Your goal is to continue until your new empowering habits begin to take seed in your subconscious mind. Although it requires commitment and discipline the rewards are exponential to the effort involved.
Uncomfortable feelings can be good

It is important to understand that any process of change involves discomfort. The thoughts and ideas impressed upon your subconscious mind determine your vibration or feelings. When you entertain new thoughts and ideas about what you really want, they will not be in harmony with your old conditioning. These opposing vibrations will cause uncomfortable feelings (feelings are conscious awareness of vibration) and will generate self-doubt and fear. The normal temptation is to step back into your comfort zone, or old conditioned way of thinking, to avoid the discomfort. While the comfort zone may not hurt, it holds you back from realising your true potential.

As Abraham Maslow observed:

You will either step forward into GROWTH, or you will step back into safety.

Stepping back into the comfort zone is to permit your conditioning (a composite of the habitual way of thinking of your peers) to prevent you from being all you can be. Your Higher Self (spiritual side of your personality) is always for growth and expansion; your old conditioning is holding you back. The self-talk is relentless: “Who do you think you are?” “You can’t do this.” “You’ve tried this before and failed.” “You don’t deserve success” and on and on.

These uncomfortable feelings are a reflection of your conditioning, not your potential. They are the body’s natural response to the different vibrations of opposing thoughts and ideas. A good question to ask is: “Does the belief I currently hold, which is in opposition to my new thoughts and ideas, move me closer in the direction of my goals?” If the answer is “No”, consider the matter carefully. Although there is a risk to stepping outside the comfort zone, there is a risk to playing it safe. It means you never get what you really want. Further information about “Beliefs” is included in Part 3.
It is helpful to remember every positive change takes you through a transition process. These uncomfortable feelings are a normal part of the transition process. Dan Millman expressed it well:

Every positive change – every jump to a higher level of energy and awareness – involves a rite of passage. Each time to ascend to a higher rung on the ladder of personal evolution, we must go through a period of discomfort, of initiation. I have never found an exception.

Thoughts and ideas impressed upon the subconscious mind are expressed through the body (represented by part 3 of the Stickperson) in behaviours and actions to produce results.

The Body

The body is a molecular structure, a mass of molecules in a high speed of vibration. It is the thoughts or ideas impressed upon the subconscious mind that determine the vibration of the body. The subconscious mind is in every cell of your being. By choosing different thoughts and ideas you activate different brain cells altering the vibration of the body.

If you impress a negative thought or idea upon the subconscious mind such as worry, fear or regret, instantly and automatically the body moves into a negative vibration and you feel bad. Positive thoughts of love, appreciation and happiness instantly and automatically move the body into a faster positive vibration and you feel good.

Our feelings determine the actions we take and the results we achieve. Although many people like to think their actions are rational and logical, their actions are driven by their feelings. It is only afterwards they seek to rationalise (rational...lies) their actions to themselves and others!

It is the dominant thoughts (beliefs) of the individual impressed upon the subconscious mind that explain some of the miraculous healings that take place in the body.
The body’s function is to experience. Although the body is the most obvious part of you, it has no power to cause or create. The body is merely the obedient servant of the mind and takes on whatever characteristics our thoughts and beliefs give it.

While Spirit or Universal Intelligence will look after the attraction process by presenting you with the opportunities, people and circumstances to create what you want, you must take the required action. Nature provides in abundance, but even the bird must search for the worm. “Pray and move your feet” is good advice from the Quakers.

**The promise**

If you feel daunted by your BIG goals and dreams, understand you are not working alone. Moving from where you are to where you want to be is not achieved through your own singular struggle. There are invisible resources you can access which are far more powerful than the resources you can see (see iceberg analogy in “The Subconscious Mind”). Remember, absence of evidence is not evidence of absence.

> Act boldly and unseen forces will come to your aid.
>  
> -Dorothea Brande

The real you, the unique you, is 99% invisible, untouchable, and impervious to the physical senses. If we associate primarily with the “physical”, we will always be constrained by limitations. Part 1 identified the limitations of our senses. The body can only work so hard, run so fast, lift so much and jump so high. In the most important area of thought, which is the beginning of the creation process, there are no limits. You can picture or imagine anything you want.

The Stickperson concept opens up a wonderful world of power, possibility and promise. It introduces you to the most magnificent part of you – your mind – and to your eternal and intimate connection to the Source of everything that exists in the universe.

By using your powerful imagination you can build a detailed picture of exactly how you want your life to be. When you impress this picture upon the subconscious mind, the unseen forces will delight and amaze you with their support. Inspiration, creative solutions, people, circumstances and events will appear as if by magic.

It is a beautiful concept, a wonderful promise.
As Johann Wolfgang von Goethe so astutely observed:

\[
\text{Until one is committed, there is hesitancy, the chance to draw back; always ineffectiveness. Concerning all acts of initiative (and creation), there is one elementary truth, the ignorance of which kills countless ideas and splendid plans; - that the moment one definitely commits oneself, then providence moves too. All sorts of things occur to help one that would not otherwise have occurred. A whole stream of events issues from the decision raising in one's favour all manner of unforeseen incidents and meetings and material assistance which no man could have dreamt would come his way. Whatever you can do, or dream you can, begin it! Boldness has genius, magic and power in it.}
\]

\textit{Begin It Now.}

The creation process starts with our thoughts. Our thoughts determine our vibration and our vibration determines what we attract into our experience. Part 3 of this book is designed to help you raise your vibrational frequency by exercising more conscious control over your thoughts and feelings.
SUMMARY OF KEY POINTS

• Everything in the universe is energy vibrating at a particular frequency.

• We are spiritual beings, we have an intellect and we live in a physical body.

• 99% of who you are is invisible and untouchable – R. Buckminster Fuller.

• Our senses perceive less than 1% of the vast ocean of energy surrounding us.

• It is the speed of vibration relative to our senses which determines what we perceive with our senses.

• The universe is based on attraction; there is no such thing as exclusion.

• We don’t attract what we want, we attract what we are based on our dominant thoughts and feelings.

• Our magnetic point of attraction is always in the NOW.

• An aware person thinks what they want to think regardless of appearances.

• Unseen forces are on hand to support our dreams and aspirations.

• When we associate primarily with the “physical” we are always constrained by limitations. In the important area of thought, the beginning of the creation process, there are no limits.

• All change involves shifting our thought energy or our vibration.
Part 3

*Keep your thoughts on what you want*
Emotions are your guidance system

Through the Law of Attraction we attract into our experience that with which we are in vibrational resonance. If we want to change our results, nothing is more important than being aware of our vibrational output at any point in time.

Everything we experience in our physical environment is vibrational. Our physical senses translate the vibration into what we can see, hear, taste, touch and smell, to help us understand our world. Our most advanced vibrational interpreters are our emotions. By becoming more sensitive to the way we are feeling, we have an indication of the vibrational frequency we are sending out.

Remember:

The way you think will determine the way you feel.  The way you feel will determine the way you vibrate. The way you vibrate will determine what you ATTRACT.

While it is impossible to monitor 60,000 thoughts a day, we can be aware of how we are feeling. Although many different words may be used to describe similar emotions, there are really only two emotions; one feels good or one feels bad.

By paying attention to the way we are feeling, we have an indication of our vibrational offering at any point in time. Our emotions are an indication of the degree of alignment we have with Source Energy (or Spirit) which is who we really are. We are spiritual beings and if we feel good we are allowing Source Energy to flow freely through us. If we feel bad, we are resisting or blocking Source Energy. Thoughts of love, appreciation and joy feel good because they are in harmony with who we really are. Thoughts of fear, anger and hatred do not feel good because they are not in harmony with who we really are.

Our emotions are our guidance system to what we are vibrating at any moment in time. As our vibration determines what we are attracting into our life, our emotions are very powerful indicators of whether we are moving towards what we really want. This is important because sometimes the originating thoughts generating different feelings can appear similar.
For example, the thought “I want financial security” is vibrationally very different from the thought “I don’t want to be in debt” even though they appear similar. The thought “I want to be well” is vibrationally different from the thought “I don’t want to be sick.” What you think and what you get is always a perfect vibrational match. Paying attention to our feelings provides valuable information as to what we are attracting into our experience at any point in time.

In short, the happier you are, the more you are allowing what you really want to come to you. The unhappier you are, the more you are resisting whatever it is you want in life.

**Flip switching**

You have the freedom to choose any thoughts you wish (see “Attitude” and “Responsibility” in Part 3 for further information). When you are feeling low or negative, you are holding thoughts which are not in vibrational harmony with what you truly desire. These negative thoughts are attracting more low-frequency vibrations back into your experience. Anything you can think of in the moment to make you feel good will raise your vibration and cancel out the low negative vibration. This process, known as “flip switching”, is simply an action you take when you become aware of any negative feelings to move you from a low to a higher vibration.

It is impossible to stay happy and positive all the time. Flip switching is simply reaching for a better feeling thought in the moment you become aware of any negative feelings. It is done by you, and for you, in response to the daily negativity so prevalent in peoples’ lives. You don’t have to change the negative feeling or thought into a positive one. You just have to generate a good feeling thought in the moment to interrupt the cumulative impact of your habitual negative thinking. The secret is to do it immediately you become aware of a negative feeling. This should not be difficult because there is always a better feeling thought to be found, and then a better one still.

In *Ask and It Is Given*, Esther and Jerry Hicks confirm that within seventeen seconds of focusing our thought, a matching vibration becomes activated. If you can hold a thought or positive feeling for seventeen seconds in the moment you become aware of a negative feeling, you will have successfully activated a higher vibrational frequency.

The longer you keep your attention focused on something, the easier it becomes for you to continue to focus upon it because you are attracting other thoughts or vibrations in harmony with your original thought. One of the easiest ways to generate good feeling thoughts is to compile a gratitude list. This could be as simple as acknowledging the provision of food, fresh drinking water, shelter, clothing and power to heat and light your home. You do not need to look far to find people unable to enjoy the basic benefits many take for granted.
As previously indicated, a gratitude journal is a very powerful tool to increase your vibrational frequency. If you feel a little down, put on your favourite music, hum your favourite song, think about family, friends, pets, holidays – anything to generate a better feeling inside.

If something doesn’t turn out the way you want, flip switch and find a better feeling thought. The intention is to create a new positive habit. Flip switch or reach for the best feeling thought you can whenever you remember to do so. As with the development of all new habits, initial discipline is required until the activity becomes automatic and permanent. Feeling good in the moment and then focusing your attention on what you want is a powerful combination to attract what you want into your life.

Do not let the simplicity of this idea deceive you. It has been proven scientifically a good feeling thought is hundreds of times more powerful than a negative one. You are always attracting circumstances, people and events into your life in harmony with your vibration every moment of every day. The law of attraction never stops working. Reaching for the best feeling thought each time you become aware of a negative feeling will raise your vibration and things will begin to get better. They have to because your thoughts must find their vibrational match.

Flip switching is a very effective weapon in our armoury to exercise more conscious control over our thoughts. Nothing is more important than becoming more conscious about what we are thinking. It is the beginning of self-mastery. Part 3 of this book has been specifically designed to support you in this process.

Out of the approximately 60,000 thoughts the average person has each day, the vast majority are both repetitive and negative. Much of this “thinking” is not real thought, but mental chatter or surface thought, which is ordinary, trivial and negative. Real thought is associated with understanding Truth. It requires both discipline and persistence.

\[\text{Thinking is the hardest work there is, which is the probable reason why so few engage in it}\]

– Henry Ford

To help you develop real thought in support of your dreams and goals, a principle associated with personal success has been selected for each letter of the alphabet. Both a supporting narrative and a number of inspirational quotations have been presented.
This powerful combination will help you combat the habitual cycle of negative thinking so prevalent in society today. The easy to use A to Z format caters for the busy lifestyle and can be read sequentially or by subject matter according to preference.

Whichever style is adopted, the following simple steps will ensure you get the most out of this material:

(i) read a principle;
(ii) take a moment to reflect on what you have read;
(iii) in the blank pages provided for your own notes identify (a) any new insights provided by the narrative and quotations; and (b) what small step you can take immediately to implement what you have learnt to move you in the direction of your goals.

This may be a conscious effort to listen more as explained in “L” (Listening) or to complete the exercises in “J” (Joy). The great mistake is to do nothing, either because the task looks monumental or because you think you can only do a little. Destinies are shaped not by size of action, but by consistency of action as explained in “S” (Success). There is no bigger destroyer of success and happiness than not applying what you know in order to create the changes you want.

A commitment to review a new principle every 2 weeks will provide a 12 month program of learning. This will serve you for the rest of your life. Focusing your thoughts on this uplifting and inspirational material on a regular basis will generate good feeling thoughts. These thoughts must find their vibrational match and magnetically bring back to you people, circumstances and events in vibrational harmony with the good you are sending out.
## SUCCESS PRINCIPLES (A - Z)

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In his book *Man’s Search for Meaning*, Victor Frankl describes the horrendous circumstances he faced as one of the millions of Jews imprisoned in the death camps of Nazi Germany during World War II. He was tortured and experienced every form of human degradation possible. His parents, brother and wife died in the camps or were sent to the gas ovens. Except for his sister, his entire family perished. He saw many of his friends killed or commit suicide in the camp, and lived every moment not knowing if his path would lead to the ovens. Despite these unimaginable circumstances, Frankl decided there was one thing that no one could take away – his ability to choose his own attitude – no matter how bad his conditions became.

In what later he called “the last of the human freedoms,” Frankl discovered no matter how horrendous his experiences, he still retained the freedom or power to choose his response. By using his free will and his other higher faculties of imagination and memory – to picture himself lecturing to his students after his release from the camps - Frankl survived the atrocities. He has since helped thousands of people recognise even in the most difficult of circumstances, they have the freedom to make new choices and find new meaning in their lives.

Attitude is the most important choice you will ever make because it affects everything you do. Research undertaken at Harvard and other top universities concluded up to 85% of our success in life is due to attitude and 15% due to ability. Your attitude is what’s going on inside you, your thoughts and feelings about yourself, other people, and life in general.

Although much is written about the need to develop a positive mental attitude, the reality is many people do not consciously think about their attitude. They tend to begin each day in neutral, responding to whatever
stimuli they encounter. If they hear good news, they have a positive attitude; if they hear bad news, they have a negative attitude. As a result, their attitudes, and the way they think and feel, are determined by external factors over which they have little or no control. This creates frustration and the resultant negative expectation that “nothing good is going to happen to me” becomes a self-fulfilling prophecy.

You will frequently hear people make statements such as “When I have more money (or find a better job, or move into a better house, or find a better mate), then I’ll feel better.” The creative process doesn’t work like this. Your present results are the effects of your previous thoughts and feelings. Your future results will be based on your current thoughts and feelings. If you want more money, a better job, a better house and better relationships you must build a vivid picture in your mind of exactly how you want your life to be and “live” that life now. You can only attract into your experience that with which you are in vibrational resonance.

You have to look beyond the appearances of your current results and develop an attitude of positive self-expectancy. Success does not create a positive attitude; success is the result of a positive attitude. What you put out is what you get back. It is the law of cause and effect - so simple, yet so misunderstood. It is what prompted Somerset Maugham to remark, “It is a funny thing about life, if you refuse to accept anything but the best, you very often get it.”

Three of the best attitudes you can have to attract more success into your life are:

1. Think with an open mind
2. Think for yourself
3. Think constructively

In his book *What to Say When You Talk to Your Self*, Shad Helmstetter states:

> Everything we do is affected directly or indirectly by our attitudes. A change in a person’s attitude can affect just about everything else in that person’s life. Even a small shift in “attitude adjustment” can have a profound effect on what we do and how we do it.

> Our attitudes make us rich or poor, happy or unhappy, fulfilled or incomplete. They are the single most determining factor in every action we will ever make. We and our attitudes are inextricably combined; we are our attitudes and our attitudes are us.
Words of Wisdom

A - Attitude

Nothing can stop the man with the right mental attitude from achieving his goal; nothing on earth can help the man with the wrong mental attitude – **Thomas Jefferson**

Your living is determined not so much by what life brings to you as by the attitude you bring to life; not so much by what happens to you as by the way your mind looks at what happens – **John Homer Miller**

The most significant change in a person’s life is a change of attitude - right attitudes produce right actions – **William J. Johnston**

Two men look out through the same bars; one sees the mud and one the stars – **Fredrick Langbridge**

Any fact facing us is not as important as our attitude toward it, for that determines our success or failure – **Norman Vincent Peale**

There are no menial jobs, only menial attitudes – **William Bennett**

It’s not the situation. It’s your reaction to the situation – **Bob Conklin**

The greatest discovery of any generation is that a human being can alter his life by altering his attitude – **William James**

Hardening of the attitudes is the most deadly disease on the face of this earth – **Zig Ziglar**

A man sooner or later discovers that he is the master-gardener of his soul, the director of his life – **James Allen**

Always bear in mind that your own resolution to succeed is more important than any other one thing – **Abraham Lincoln**

The greatest part of our happiness depends on our dispositions, not our circumstances – **Martha Washington**
New Insights

Narrative:

Quotations:

Action step for today:
Of all the natural laws governing success, the law of belief is one of the most powerful. Put simply, this law states whatever we believe, with feeling, will become our reality, irrespective of whether it is based on true or false information.

Quantum physics has confirmed everything in the universe, including our thoughts and ideas is, at its most basic level, energy vibrating at different frequencies. This means whatever you focus your attention on is already pulsing an energy vibration. If you have an idea “to earn money you have to work hard” and give thought and focus to this idea, you begin to vibrate as it is vibrating. The more you focus your attention on this idea, the easier it becomes for you to assume that particular rate of vibration. Eventually, you have practiced this vibration so much that as soon as you think about that idea, you instantly assume the vibrational frequency associated with it and this is referred to as a belief.

A belief is a practiced vibration and will bring into your life experience everything in harmony with that vibration, thus reinforcing for you the truth of your belief. A belief however is not fact. It only appears true because by the law of attraction, you can only attract into your experience people, circumstances and events in vibrational harmony with your most dominant thoughts thus validating the truth of your belief.

Because your beliefs are always true for you, it is important they serve, rather than limit you. For example, if you desire to be happy and prosperous, as most people do, but your beliefs are “money is scarce” and “I do not deserve to be wealthy,” this will be your dominant vibration and the subconscious mind, via the law of attraction, will create the circumstances and find the people to prove you are right.

The Truth is we live in an abundant universe and you are as deserving of prosperity as anyone else. When we experience lack or insecurity in our life, it is normally because of limitations in our own mind.
Many of our beliefs are formed during the formative years from family, teachers and others in authority. Although these people had good intentions, their own beliefs reflected their own level of awareness at the time. The purpose of this book is to help you re-evaluate your current beliefs in light of Universal laws and Nobel prize winning research so you may understand the Truth about your creative abilities.

However uncomfortable the process is, you can only be successful to the degree you are willing to identify and replace your erroneous beliefs. Replacing erroneous beliefs with more empowering ones works on the theory of displacement. In the same way the continual running of clear water into a glass will displace the existing dirty water, the continual repetition of an empowering belief will eventually replace the erroneous limiting belief.

Investing quality time to identify your current beliefs in important areas such as health, financial, spiritual, family and business is a powerful and insightful exercise to see what may be holding you back from achieving all you are capable of achieving.

Writing out specific intention statements or affirmations, in the present tense, and using words that trigger powerful emotions, is an effective way to begin the displacement of limiting beliefs. Combining the affirmations with a picture in the mind of already having achieved the goal will engage the forces of the subconscious mind to “create” the reality in accordance with the new picture and belief installed.

Although the vibration at first is not very strong, if you continue to think about it and speak (affirm) about it, the vibrations will get stronger until it becomes a dominant thought and replaces the old belief.
Words of Wisdom

B - Belief

Everything is possible for him who believes – Bible, Mark 9:23

In any project the important factor is your belief. Without belief there can be no successful outcome – William James

To accomplish great things, we must not only act, but also dream; not only plan, but also believe – Anatole France

To succeed, we must first believe that we can – Michael Korda

What distinguishes the majority of men from the few is their inability to act according to their beliefs – Henry Miller

Those who say it can’t be done are usually interrupted by others doing it – Joel A. Barker

They can conquer who believe they can – Virgil

Argue for your limitations and sure enough they are yours - Richard Bach

One person with a belief is equal to a force of ninety-nine who have only interests – John Stuart Mill

We are what we believe we are – Benjamin N. Cardozo

The belief that becomes truth for me.... is that which allows me the best use of my strength, the best means of putting my virtues into action – Andre Gide

Drugs are not always necessary, but belief in recovery always is – Norman Cousins
New Insights

Narrative:

Quotations:

Action step for today:
C

COURAGE

All our dreams can come true –
if we have the courage to pursue them.

– Walt Disney

It is surprising how many people do not understand courage. Most people think courage is the absence of fear. The absence of fear is not courage. Courage is the capacity to go ahead in spite of the fear.

Although we tend to think of courage solely in terms of dramatic events such as saving a drowning child or coming to terms with a serious illness, some of the greatest acts of courage are those that take place internally and in our everyday decisions. It takes tremendous courage to challenge your deeply held beliefs and to let go of the excuses or rationalisations preventing you from being the very best you can be.

It takes courage to make a stand, to swim upstream, knowing the choices you will make may be unpopular or misunderstood by others. It takes courage to overcome years of shyness, inhibition or self-doubt, knowing in the very act of seeking to overcome this fear you are creating immediate uncertainty and discomfort in your life. It is in these very acts of confronting your fears that mental and spiritual growth takes place. You take risks not to escape life, but to prevent life from escaping you.

Ralph Waldo Emerson, the great nineteenth-century philosopher and poet, said, “Do the thing you are afraid to do, and the death of fear is certain.” If I had given in to the fear of the unknown and not taken a quantum leap of faith to follow my passion, you would probably not be reading this book.
The subconscious mind responds to your thoughts. Fear is a thought in your mind. If you have a fear of public speaking or flying, remember it is your own imagination of what might go wrong – you may forget your speech or the plane may crash – that you actually fear. It is not real. Such expectations, which are thoughts with powerful emotion, will, through the law of attraction, attract into your experience the very circumstances you don’t want.

Consider the following definitions below:

*Faith is believing that what you cannot see will come to pass.*

*Fear is believing that what you cannot see will come to pass.*

When you are full of hope, faith and enthusiasm, it is because you are imagining future scenarios. When you are fearful or frightened you are also imagining future scenarios. It all depends on what you are imagining!

Use the wonderful power of your imagination and subconscious mind to help you overcome your fears. The subconscious mind cannot differentiate between that which is real and that which is imagined. It must accept any image impressed upon it.

Sit still and put yourself into a state of deep relaxation. Imagine as vividly as you can doing what you fear. Be in the image or picture, not an observer looking at it. This makes it “real” to the subconscious mind. Experience all the emotions of doing that which you previously feared with effortless ease and joy.

This is not idle daydreaming. What you are experiencing in your imagination with feeling and emotion must be impressed upon your subconscious mind. The image and likeness of the picture impressed must, by law, be expressed in conditions, circumstances and events in your life.

We are born with only two basic fears, the fear of falling and the fear of sudden loud noises. Both are perfectly normal and provided by nature to keep us safe and secure. All our other fears are acquired and need to be overcome. Fear is caused by resistance to the Truth and lack of understanding and awareness. Have the courage to confront your fears and recognise them for what they are - illusions.

*Fear knocked at the door. Faith answered.
And lo, no one was there.*
Words of Wisdom

C - Courage

It isn’t life that matters; it’s the courage you bring to it – **Hugh Walpole**

One man with courage makes a majority – **Andrew Jackson**

Courage is the capacity to confront what can be imagined – **Leo Rosten**

Courage is the first of human qualities because it is the quality which guarantees all others – **Winston Churchill**

Courage is the ladder on which all the other virtues mount – **Clare Boothe Luce**

Life shrinks or expands in proportion to one’s courage – **Anais Nin**

If you have the courage to begin, you have the courage to succeed – **David Viscott**

No great things come to any man unless he has courage – **Cardinal James Gibbons**

He who is not courageous enough to take risks will accomplish nothing in life – **Muhammad Ali**

Take a chance! All life is a chance. The man who goes farthest is generally the one who is willing to do and dare – **Dale Carnegie**

If I were asked to give what I consider the single most useful bit of advice for all humanity it would be this: Expect trouble as an inevitable part of life and when it comes, hold your head high, look it squarely in the eye, and say, “I will be bigger than you. You cannot defeat me” – **Ann Landers**

What would life be if we had no courage to attempt anything? – **Vincent Van Gogh**
New Insights

Narrative:

Quotations:

Action step for today:
Success in life does not start with long hours and hard work, but with a state of mind. This state of mind is desire. A burning desire to succeed is one of the most important ingredients in the accomplishment of any worthwhile goal. Desire is a natural law of growth. It is part of our human character to desire more. If you are not growing you are standing still and stagnating.

Spirit or energy (or any name you prefer) is always for expansion and fuller expression (growth). As spiritual beings, we have an inherent desire to become all we are capable of becoming. In the same way a seed dropped into the earth multiplies itself, so every thought we think makes it necessary to think another thought and then another. Our consciousness is continually expanding.

In his classic book *The Science of Getting Rich*, Wallace D. Wattles provided the following definition of “desire”. He said: “Desire is the effort of the unexpressed possibility within seeking expression without through your action.”

In other words, whatever it is you are wanting to experience in your life, your dream or your goal, can only become a burning desire when it has been impressed upon the subconscious mind (the spiritual part of your personality) to be expressed through the body in behaviours and actions. Desire by itself, however, is not sufficient. It must be accompanied with a knowing and an expectation that you will receive what you desire.
Desire without expectation is idle wishing or dreaming. If you desire good things but don’t expect them to happen, your core beliefs are not in vibrational harmony with what you desire. As a result your dominant vibration of “I don’t expect to receive this” will attract an experience of an exact vibrational match, thus validating your limiting belief.

A burning desire is what will make it easier to say “No” to all the other competing demands on your time. In short, the greater your desire, the more likely you are to achieve your goal. Desire enables a person with average ability to compete successfully with those who have far more.

Expectation is the belief (vibration) that will attract the people, circumstances and events for the fulfilment of your desire. Your desire moves you in the direction of your dream or goal and your expectation, through the law of attraction, moves your dream or goal towards you. Desire with expectation is an unbeatable combination!

In his book *Think and Grow Rich*, Napoleon Hill explains how it was his “desire” more than anything else that his son should not be a deaf mute that enabled his son to hear despite being born with no ears. He adds: “Truly, a burning desire has devious ways of transmuting itself into its physical equivalent”. His son desired normal hearing and achieved it.

Knowing what you want is seldom sufficient. Approach your BIG goals with passion, desire and expectation. This is the start of all great achievement.

One of the most famous versus from all of the Upanishads, Brihadaranyaka IV.4.5, delightfully captures the essence of desire:

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You are what your deep driving desire is,
As your desire is, so is your will.
As your will is, so is your deed.
As your deed is, so is your destiny.
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Words of Wisdom

D – Desire

Every person who wins in any undertaking must be willing to cut all sources of retreat. Only by doing so can one be sure of maintaining the state of mind known as a burning desire to win – Napoleon Hill

The distance between success and failure can only be measured by one’s desire – Anonymous.

Desire is the ingredient that makes the difference between an average performer and a champion – Zig Ziglar

You gotta be hungry! – Les Brown

One must not lose desires. They are mighty stimulants to creativeness, to love and to long life – Alexander Bogomoletz

Dwell not upon thy weariness, thy strength shall be according to the measure of thy desire – Arab Proverb

Man is only truly great when he acts from his passions – Disraeli

All human activity is prompted by desire – Bertrand Russell

Every human mind is a great slumbering power until awakened by a keen desire and by definite resolution to do – Edgar F. Roberts

The ambitious climbs high and perilous stairs and never cares how to come down; the desire of rising hath swallowed up his fear of the fall – Thomas Adams
New Insights

Narrative:

Quotations:

Action step for today:
Enthusiasm is the mother of effort, and without it nothing great was ever achieved.

– Ralph Waldo Emerson

Enthusiasm is that priceless quality that seems to make everything different. Many high achievers are invariably inspired by enthusiasm. They approach life, its opportunities and its problems with this vital characteristic. Although difficult to define precisely, it is a characteristic easily observed in others.

The last four letters of “enthusiasm” form an acrostic, “Iasm,” which can stand for “I am sold myself.” This, in many ways, captures the spirit of enthusiasm. If you are sold on yourself and you truly believe in your cause, it shows. Enthusiasm is not something that you put on and take off to fit the occasion or impress people. It has nothing to do with being loud or noisy; it is an outward expression of an inner feeling.

Enthusiasm springs from desire and passion. The following story, about three men helping build a cathedral, is illustrative of the difference enthusiasm can make: A passer-by, watching one man digging at a wall for the foundation, asked him what he was doing. Between shovels full of earth he grunted, “I’m digging a hole.” The second man, a stonemason, when asked the same question answered, “Can’t you see I’m making a wall?” The third man, a labourer, was pushing a cart loaded with stones towards the construction site. When he was asked the question, his face lit up and he enthusiastically replied, “I’m building a magnificent cathedral which people from all over the world will come to see.” That’s enthusiasm!

Enthusiasm is contagious. When you are enthusiastic, your high vibrational frequency impacts the energy levels of people around you. Like a weak battery, other people become recharged, more energetic, and more positive as a result of their contact with you.
Enthusiasm attracts other like-minded people who match your high vibrational frequency and strange and wonderful things begin to happen. Some people think you are “lucky” but the law of attraction is responding to the high energy and vibration you are sending out.

The word enthusiasm is a derivation from the early Greek “en theos” meaning the “God within.” When you feel enthusiastic and are attracting more good things into your life, understand this is Source Energy or Spirit flowing freely through you. Conversely negative thoughts, which do not accord with the essence of who you really are, resist or block this energy flow and you feel bad.

Your emotions are your guidance system to what you are vibrating and attracting into your life. When you are enthusiastic you feel good. You know you are moving in the direction of your goals.
Part 3

Words of Wisdom

E – Enthusiasm

A man can succeed at almost anything for which he has unlimited enthusiasm – Charles M. Schwab

Every production of genius must be the production of enthusiasm – Benjamin Disraeli

I rate enthusiasm even above professional skill – Sir Edward Appleton

The worst bankrupt in the world is the person who has lost his enthusiasm – H.W. Arnold

And whatsoever ye do, do it heartily – Colossians 3:23

I prefer the folly of enthusiasm to the indifference of wisdom – Anatole France

Enthusiasm is a kind of faith that has been set afire – George Matthew Adams

Every tomorrow has two handles. You can take hold of the handle of anxiety or the handle of enthusiasm. Upon your choice so will be the day – Anonymous

An enthusiast may bore others, but he has never a dull moment himself – John Kieran

Every man is enthusiastic at times. One man has enthusiasm for thirty minutes, another has it for thirty days – but it is the man that has it for thirty years who makes a success in life – The Catholic Layman

Every great and commanding moment in the annals of the world is the triumph of some enthusiasm – Ralph Waldo Emerson
New Insights

Narrative:

Quotations:

Action step for today:
Your brain is essentially an electrochemical organ and generates enough electrical power to light a flashlight bulb. Although this may not seem remarkable, consider the following. A 5-watt light bulb won’t even light a refrigerator. A focused 5-watt laser will easily burn through the metal door of that same refrigerator. A focused high performance mind achieves equally impressive results.

We live in an orderly universe; nothing happens by chance. Every picture (thought or idea) planted in the fertile soil of our mind sets up an attractive force which determines our results in life. If you continually alternate between pictures of prosperity and poverty, the opposing vibrations will continually be growing into something different resulting in disorder and chaos. Unfortunately this is how many people operate on a daily basis. They are unaware of these powerful universal laws which operate with mathematical exactitude.

In the same way you would not order a meal in a restaurant and keep changing your mind every few minutes, or keep changing your holiday destination when booking through a travel agent, you should not keep changing the “order” you place with the universe. In an attraction-based universe, there is no such thing as exclusion. Everything you think about, whether you want it or not, begins the attraction process.

It has been said “genius is just a lot of attention to a subject” and that is very true. So how do you focus? The use of the will, one of the six intellectual factors with which you have been endowed, enables you to hold the picture on the screen of your mind to the exclusion of everything else in your environment competing for your attention.
Focus, like the development of any skill, requires practice. Choose a quiet location, sit comfortably in a chair and stare at an object (for example, a candle) until you become one with it and totally oblivious to your surroundings. Maintain this focus for as long as possible. Practice this technique as often as you can at home. More challenging environments in which you can practice the art of focus include travelling on public transport or waiting in a queue.

The longer you are able to focus your attention on a thought or idea, the easier it becomes. This is because you are attracting other thoughts or vibrations in harmony or resonance with the vibrations of your original thought. Within 17 seconds of focusing on something, a matching vibration becomes activated.

Another aspect of focus is the distinction between the important task and the urgent task. Charles Hummel captures this excellently in his booklet “Tyranny of the Urgent.” He states:

"The important task rarely must be done today, or even this week.... The urgent task calls for instant action.... The momentary appeal of these tasks seems irresistible and important, and they devour our energy. But in the light of time’s perspective, their deceptive prominence fades; with a sense of loss we recall the vital task we pushed aside. We realise we’ve become slaves to the tyranny of the urgent."

The ability to focus single-mindedly on the important task and stay with it until completion is a skill of all high achievers.
Words of Wisdom

F - Focus

If you chase two rabbits, both will escape – Ancient Proverb

The only reason men fail is broken focus – Anonymous

Knowing where you’re going is all you need to get there – Carl Frederick

The first requisite for success is the ability to apply your physical and mental energies to one problem incessantly without growing weary – Thomas Edison

You must be single-minded. Drive for the one thing on which you have decided – George S. Patton

Singleness of purpose is one of the chief essentials for success in life, no matter what may be one’s aim – John D. Rockefeller

Plan your work for today and every day, then work your plan – Norman Vincent Peale

Concentration is my motto - first honesty, then industry, then concentration – Andrew Carnegie

This one step - choosing a goal and sticking to it - changes everything – Scott Read

Things that matter most, must never be at the mercy of things that matter least – Johann Wolfgang von Goethe.

The art of being wise is the art of knowing what to overlook – William James

The only thing that will grow is the thing we give energy to – Ralph Waldo Emerson
New Insights

Narrative:

Quotations:

Action step for today:
To live a happy, successful and prosperous life necessitates an understanding of universal laws and the workings of the mind. Neither is easy and both entail a commitment to education and ongoing study. The insurance company predictions included in the Introduction suggest few people will make the decision to acquire this understanding. For those who rise to the challenge, it is a life-long process. To invest the time and effort involved requires a very good reason. That reason is a goal.

Most people understand the importance of goal setting but few appreciate the critical distinction between goal setting and goal achievement. Goal setting is an intellectual exercise whereas goal achievement is a lawful process.

Many people set goals based on what they think they can achieve or what they think they need. Goals should be based on what you really, really want. There is no inspiration in need. Your goal must be BIG. It should excite you and scare you at the same time! A good question to ask is “What would I choose as my goal if I knew it was impossible to fail?”

The reason many people don’t set BIG goals is because they don’t know how they are going to achieve the goal. The Truth is how has never mattered! There are probably many things you didn’t know how to do that you are doing today. For example, no-one knows how to ride a bike, swim, drive a car, ski, play a musical instrument or any other activity when they first begin. What enabled these people to achieve what they are doing today is the why they wanted to do it. The why was big enough to overcome the cuts, bruises, disappointments and failures.
When we become aware of universal laws, we understand goal achievement is a lawful process. It takes care of the *how*. By holding a picture of your goal on the screen of your mind and becoming emotionally involved with its attainment, it is impressed upon the subconscious mind. The law of attraction draws into your experience people, circumstances and events in vibrational harmony with the achievement of your goal. It is important to understand that while Spirit or universal intelligence will look after the attraction process, you must take the required action.

The thoughts and ideas impressed upon the subconscious mind are expressed through the body in feelings (vibration) and actions. The feelings will let you know the inspired (in-spirit) action to take.

The law of attraction doesn’t respond to what you want, but only to the energy and vibration you are sending out. To attract your desired goal, you have to think, feel and act as though the goal you desire has already been achieved.

At this stage, your self-talk may be saying: “Well, of course I haven’t reached my goal”, “Look at my present results”, “Be realistic” or something similar! If you understood the underlying message of quantum physics in Part 1 you will know that everything that can possibly exist, including your goal, already exists as a probability. But having and experiencing are two different things. For example, you probably have the ability to fly an airplane but most likely have not experienced this aspect of your ability. You experience your goal by achieving an exact vibrational match and taking inspired action.

The important point to understand is this is all happening without you having to worry about *how* your goal will be achieved. All you need to do is:

- decide what you really want;
- intend and focus upon it with all the emotion you can muster;
- know it already exists as a probability;
- “act as if” or “be” the person you would be if the goal was already achieved and nurture the process through supportive affirmations and vision boards (further information can be found in Part 2 in “Tools to assist the manifestation process”); and
- have faith and an expectation that the universe will weave its magic to bring the desired goal into your experience.
Your present results are the effects of what you have been vibrating (cause) in the past, and bear no relationship to your vibration in the present moment unless you repeat the same thoughts and feelings. Your magnetic point of attraction is always in the Now.

It is the frequency you are vibrating at this very moment that is attracting new experiences into your life. By thinking, feeling and acting in the present moment as though you have already achieved your goal, you are working in harmony with universal laws and moving into vibrational alignment with the attainment of your goal.

This is why you should not allow your present results to influence the goals you set. Set goals based on what you really, really want and understand it is not the goal itself that significantly changes your life. It is the higher level of awareness you develop in pursuit of the goal. You see everything from a higher and clearer vantage point and with this inner eye of understanding you progress to even BIGGER and better goals.
Part 3

Words of Wisdom

G - Goals

The whole world steps aside for the man who knows where he is going – Anonymous

A man without a purpose is like a ship without a rudder – Thomas Carlyle

If you set a goal for yourself and are able to achieve it, you have won your race. Your goal can be to come in first, to improve your performance, or just finish the race - it’s up to you – Dave Scott

The most important thing about goals is having one – Geoffrey F. Abert

The tragedy of life doesn’t lie in not reaching your goal. The tragedy lies in having no goal to reach – Benjamin Mays

Give me a stock clerk with a goal, and I will give you a man who will make history. Give me a man without a goal, and I will give you a stock clerk – J. C. Penney

If you don’t know where you are going, how can you expect to get there? – Basil S. Walsh

You have to set the goals that are almost out of reach. If you set a goal that is attainable without much work or thought, you are stuck with something below your true talent and potential – Steve Garvey

The ultimate goal should be doing your best and enjoying it – Peggy Fleming

The indispensable first step to getting the things you want out of life is this: Decide what you want – Ben Stein

If a man knows what harbor he seeks, any wind is the right wind – Seneca

Reach beyond your grasp. Your goals should be grand enough to get the best of you – Pierre Teilhard de Chardin
New Insights

Narrative:

Quotations:

Action step for today:
Often much of the pain and discomfort people experience in their lives comes from a sense of imbalance. They feel inordinate amounts of time and energy are invested in one area of their life to the neglect of other equally important areas. The long hours and incessant focus on financial and professional achievement is often at the expense of their own health. It is only when they receive a dramatic “wake-up” call, such as the untimely death of a loved one or the diagnosis of a serious illness, they take action to address the imbalance.

Your body is a reflection of what is going on in your mind. While the body may not be the most important part about you, it does “house” the most important part - your mind - and should be properly cared for. If you were told your first car, whatever the shape or size, would be the only one you could have, and it would have to last you a lifetime, you would probably treat it with the utmost care and attention. This is the case with your body. You cannot take it to the local showroom and exchange it for the latest model! Like the car, it will run more efficiently if you put in the right “fuel” and look after it.

The mind/body connection is now universally acknowledged. Every thought you have affects every cell in your body. Think embarrassing thoughts and instantly your cheeks go red. Think scary thoughts and your heart will beat faster. Although people intellectually understand this connection, they seem to think they are immune to the consequences of an overstressed and hectic lifestyle.

There is much truth in the saying “men will spend their health getting wealth, then gladly repay it to get their health back.” It does not have to be this way. We come with a basic program, it’s called self-healing. You get a wound and it grows back together. You get a bacterial infection and the immune system clears it up. As the ancient proverb says, “The doctor dresses the wound and God heals it.”
In *The Power of Your Subconscious Mind*, Dr. Joseph Murphy reveals how he managed to cure himself of a malignancy by using the healing power of his subconscious mind. He states: “It is natural to assume that the creative intelligence that made all my organs, fashioned my body, and started my heart can heal its own handwork.”

Dis-ease is a body that is not at ease. Dis-ease cannot live in a body that’s in a healthy emotional state. Your body is casting off millions of cells every second and it is creating millions of new cells. Literally parts of our body are replaced every day. Some parts take a few months, other parts a couple of years but within a few years we have a brand new physical body.

For acute situations, medicine is sensible and practical. If, however, there is an opportunity to explore the body-mind connection, this should be carried out. The impact of placebos confirms the mind plays a significant contributory role in healing. If you have a disease, let the doctor look after the disease, while you “visualise” yourself living in a perfectly healthy body. One of the most inspirational stories illustrating the power of visualisation concerns Morris Goodman. His story is retold at the end of the book. It has been said *incurable* means *curable* from *within*.

There is a difference between having painful arthritis in your hip and feeling fearful about it, and having painful arthritis in your hip and feeling hopeful about it? The difference between fearful and hopeful can be the difference in recovery or not.

Happier thoughts lead to a happier biochemistry and a healthier body. Negative thoughts and stress have been shown to seriously degrade the body in the functioning of the brain because it is our thoughts and emotions that are continuously reassembling, reorganising and recreating our body.

There are many excellent books and programs available on the mind-body connection, and the benefits of meditation and relaxation, and the reader is strongly encouraged to explore these further.
Words of Wisdom

H – Health

Mind, body, and spirit act in concert to determine health and well-being
– Dr. Carl Thoresen

The best doctors in the world are Dr. Diet, Dr. Quiet, and Dr. Merryman – Jonathon Swift

If you don’t take care of your body, where will you live? – Kobi Yamada

The reason why worry kills more people than work is that more people worry than work – Robert Frost

Internal balance is health and internal unbalance is sickness – C.C. Little M.D.

Hate and fear can poison the body as surely as any toxic chemicals – Joseph Krimsy M.D.

We little realise the number of human diseases that are begun or affected by worry – W.C. Alvarez M.D.

Most of man’s trouble comes from his inability to be still – Blaise Pascal

I don’t know why we are in such a hurry to get up when we fall down. You might think we would lie there and rest a while – Max Eastman

Some patients I see are actually draining into their bodies the diseased thoughts of their minds – Z.T Bercovitz M.D.

Most of the time we think we’re sick it’s all in the mind – T. Wolfe
New Insights

Narrative:

Quotations:

Action step for today:
Imagination is one of the higher faculties referred to earlier. As the creative energy flows to and through you, you have the ability to build a beautiful picture on the screen of your mind. You can think and create any picture you want. Only images experienced and identified with in the first person, present tense change reality.

In the beginning there may be a conflict between what you are imagining and your present reality. However because the subconscious mind cannot tell the difference between what you are imagining and reality, it will do everything within its power to get your reality to match the picture you hold of yourself.

The challenge is to hold the detailed picture in your mind of how you want your life to be. You cannot act differently to how you see yourself (self-image). Real change always begins from the inside out and it starts with your mental picture and supportive self-talk. Change the picture first and the performance and behaviour will follow. Further detailed information on imagination is included in Part 2.

To illustrate the power of imagination, the following story (author unknown) is presented here:

> Imagination is the beginning of creation.  
> You imagine what you desire;  
> you will what you imagine;  
> and at last you create what you will.

– George Bernard Shaw
Two men, both seriously ill, occupied the same hospital room. One man was allowed to sit up in his bed for an hour each afternoon to help drain the fluid from his lungs. His bed was next to the room’s only window. The other man had to spend all his time flat on his back. The men talked for hours on end.

They spoke of their wives and their families, their homes, their jobs, their involvement in the military service, where they had been on vacation. Every afternoon when the man in the bed by the window could sit up, he would pass the time by describing to his roommate all the things he could see outside the window. The man in the other bed began to live for those one-hour periods where his world would be broadened and enlivened by all the activity and colour of the world outside.

The window overlooked a park with a lovely lake. Ducks and swans played on the water while children sailed their model boats. Young lovers walked arm in arm amidst flowers of every colour and a fine view of the city skyline could be seen in the distance. As the man by the window described all this in exquisite detail, the man on the other side of the room would close his eyes and imagine the picturesque scene.

One warm afternoon the man by the window described a parade passing by. Although the other man couldn’t hear the band – he could see it in his mind’s eye as the gentleman by the window portrayed it with descriptive words.

Days and weeks passed. One morning, the day nurse arrived to bring water for their baths, only to find the lifeless body of the man by the window, who had died peacefully in his sleep. She was saddened and called the hospital attendants to take the body away. As soon as it seemed appropriate, the other man asked if he could be moved next to the window. The nurse was happy to make the switch, and after making sure he was comfortable, she left him alone.

Slowly, painfully, he propped himself up on one elbow to take his first look at the real world outside. He strained to slowly turn to look out the window beside the bed. It faced a blank wall.

The man asked the nurse what could have compelled his deceased roommate to describe such wonderful things outside this window. The nurse responded that the man was blind and could not even see the wall. She said, “Perhaps he just wanted to encourage you.”

What a wonderful story illustrating the power of imagination. Many people use the term visualisation rather than imagination. Because all creation begins with this “most marvellous, miraculous, inconceivably powerful force the world has ever known” additional narrative on this higher faculty is presented later in “Visualisation”.
Words of Wisdom

I - Imagination

Imagination is more important than knowledge – Albert Einstein

The next time your mind wanders, follow it around for a while – Anonymous

It’s time to start living the life we’ve imagined – Henry James

Image creates desire. You will what you imagine – J. G. Gallimore

Our imagination is the only limit to what we can hope to have in the future – Charles Kettering

Imagination is not a talent of some men but is the health of every man – Ralph Waldo Emerson

Imagination gallops; judgment merely walks – Anonymous

We are what and where we are because we have first imagined it – Donald Curtis

The courage to imagine the otherwise is our greatest resource, adding colour and suspense to all our life – Daniel J. Boorstin

Imagination rules the world – Napoleon

We live by our imagination, our admiration, and our sentiments – Ralph Waldo Emerson

Imagination decides everything – Blaise Pascal
New Insights

Narrative:

Quotations:

Action step for today:
Gratitude inspires joy. There is much truth in philosopher Arthur Schopenhauer’s claim that “we seldom think of what we have but always of what we lack.” In his book Life’s Greatest Lessons, Hal Urban describes how he would assign his students a simple exercise – to go the next twenty-four hours without complaining.

Their first response was usually a complaint about the assignment. It took twenty-three years before he finally found a student who could do it. After challenging more than 70,000 people of all ages, he only found four who didn’t complain. Try the exercise for yourself. If you are like many others, you may be surprised by both the frequency and pettiness of complaints.

The second part of the assignment was just as illuminating. He gave the students a piece of paper that read: “I’m thankful for….across the top. It had three columns below labelled “Things,” “People,” and “Other.” The students were asked to list the material things they were glad they had, the people they appreciated and the things they were thankful for that didn’t fit into the first two columns such as freedom, health, opportunities, faith, and love.

On completion of the list and during the next twenty-four hours, they were asked to read the list four times: after lunch, after dinner, before going to sleep and the next morning before school or work. The results for the students - then later with adults - were astounding.
All participants felt much happier and it clearly showed in their body language, broader smiles and bright eyes. Appreciation and gratitude does this. If you focus your thoughts on what’s right, and not on what’s wrong, you have to feel better. Feelings follow thought.

We live in a society which suggests happiness is a matter of luck or circumstance, dependent upon the roll of a dice, determined for us, not by us. Alternatively, we are conditioned to believe one more promotion or material possession will bring the elusive happiness we desire, but after the promotion and the new car, we remain disillusioned. We seem to be forever striving, never arriving.

It is in this very pursuit of happiness the mistake is made. We erroneously believe happiness comes from the outside and not from the inside. This is wrong - happiness is an inside job! It’s what prompted Wagner to remark, “Joy is not in things, it is in us.” It is our thoughts that cause our feelings.

You cannot experience a feeling of happiness or joy without first having a thought which produces that feeling. As the simple, but powerful exercises above illustrate, reflective appreciative thoughts on what you have rather than what you don’t have, elicit warm feelings of appreciation.

Happiness is a state of mind and you can decide to be happy right now. The challenge is to overcome your habitual way of thinking and realise you can, at any moment, choose new thoughts. Focus your attention on the things you have and take for granted, such as water, food, shelter, warmth and clothing and notice how you feel. You don’t have to look further than the TV screen to witness millions of people who don’t enjoy these basic necessities.

Gratitude for what you have, including new opportunities and possibilities, will make you feel good. Anxiety about what you don’t have or the past (which has already happened) or the future (which may not happen) will make you feel bad.

People who enjoy life aren’t without problems. They understand the universal law of polarity that states everything in the Universe has an equal and exact opposite. They look for the good to be found in every situation. Having a flat tyre while travelling to work may be bad for the driver, but it is good for the tyre garage serving the local community.
Research shows we waste an inordinate amount of time worrying about the wrong problems. Of the problems people worry about: 40% never happen; 30% have already happened and additional worry won’t change anything; 12% are needless worries about health; 10% are petty needless worries; and 8% are real legitimate worries. In short, 92% of the average person’s worries take up valuable time, cause painful stress and mental anguish, and are absolutely unnecessary.

Remember, a good feeling is just one thought away. Using all your senses, take a moment, look around, and fully appreciate what you already have. Try the exercises suggested above.

You don’t have to wait twenty-four hours to feel the difference. You can begin right now by simply smiling more. It is almost impossible to smile without feeling better. As Phyllis Diller observed, “A smile is a curve that sets everything straight.”
Words of Wisdom

J - Joy

Reflect upon your present blessings, of which every man has plenty; not on your past misfortunes, of which all men have some – Charles Dickens

If you really want to be happy, nobody can stop you – Anonymous

Happiness is not a state to arrive at but, rather, a manner of travelling
– Samuel Johnson

Joy comes from using your potential – Will Schultz

Happiness is a habit - cultivate it – Elbert Hubbard

A person will be just about as happy as they make up their mind to be – Abraham Lincoln

Happiness is a perfume you cannot pour on others without getting a few drops on yourself – Ralph Waldo Emerson

Happiness lies in the joy of achievement and the thrill of creative effort – Franklin Roosevelt

A cheerful look makes a dish a feast – Aurelius Clemens Prudentius

There are two things to aim at in life: first, to get what you want; and, after that, to enjoy it – Logan Pearsall Smith

Happiness depends upon ourselves – Aristotle

We don’t smile because we’re happy, we’re happy because we smile – Zig Ziglar
New Insights

Narrative:

Quotations:

Action step for today:
It has been said education is the progressive discovery of our own ignorance: the more we learn, the more we realise how little we know. We need constantly to be seeking ways to improve and enhance our understanding of ourselves and of the world in which we live. The intention of this book is to assist in this process.

No matter what your current circumstances may be, real growth and change begins from the inside out. John Maxwell expressed it well, “No matter how difficult your problems are, the key to overcoming them doesn’t lie in changing your circumstances. It’s in changing yourself. That in itself is a process, and it begins with a desire to be teachable.”

There is much wisdom in the saying that anyone who stops learning is old, whether they are twenty or eighty, and anyone who keeps learning stays young. As Ray Kroc observed, “When you’re green, you’re growing; and when you’re ripe you start to rot.”

We are often told what you don’t know won’t hurt you. This is not true. If you don’t know something, then for all practical purposes it doesn’t exist for you, and you won’t be able to enjoy the benefits such knowledge provides. If you are experiencing results in your life you do not want, then unless you acquire knowledge of the causal role of your thoughts and feelings, you will never achieve the results you desire. If you have no knowledge of email, you will not be able to enjoy the significant benefits of worldwide communication.

One of the best ways to acquire knowledge in respect to health, wealth and happiness is through books. People from all walks of life have taken time to share their incredible life stories of how they have gone from rags to riches and from failure to success. They have offered insights and wisdom to help illuminate the path to success.
There is little difference between the person who chooses not to read and the person unable to read. Both remain ignorant of the information that could dramatically change their life. Make a decision today to become a perpetual student and continue to grow. As Charlie “Tremendous” Jones pointed out, “You are the same today as you’ll be in 5 years except for two things: the people you meet and the books you read.” Choose both carefully.

Decisions we make, based on information we have, are not wrong; it is the information we have that causes us to make the wrong decisions. It is not difficult to acquire the correct information. Everything we need to know to enable us to live a healthy, enjoyable and successful life is available to us. Much of it is in books that can be obtained free from the library. Life is too short to learn from our own experience.

Make a decision today to become a continual learner. There is no better investment. If you want to be happy, study happiness. If you want to be successful, study success. If you want to make money, study the acquisition of wealth. To have more, you have to become more.

The reason many people stay within their comfort zone, and choose not to become all they are capable of becoming, is the fear of the unknown. Yet, when they read inspirational stories of people who have overcome exactly the same fears, everything changes for them. They see with new eyes of understanding and they realise “if they can do it, I can do it.”

Leaders are readers. Peter Senge shares the following insights on leadership:

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Most of the outstanding leaders I have worked with are neither tall nor especially handsome;
they are often mediocre public speakers;
they do not stand out in a crowd and they do not mesmerise an attending audience
with their brilliance or eloquence

Rather, what distinguishes them is the clarity and persuasiveness of their ideas, the depth of their commitment and their openness to continually learn more
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Words of Wisdom

K - Knowledge

Unless you try to do something beyond what you have already mastered you will never grow – Ronald E. Osborn

The intelligent man is one who has successfully fulfilled many accomplishments, and is yet willing to learn more – Ed Parker

It’s what you learn after you know it all that counts – John Wooden

Personally, I’m always ready to learn, although I do not always like being taught – Winston Churchill

Acquire new knowledge whilst thinking over the old, and you may become a teacher of others – Confucius

Education is the best provision for old age – Aristotle

It is better, much better, to have wisdom and knowledge than gold and silver – Proverbs 16:16

Human life is limited, but knowledge is limitless. To drive the limited in pursuit of the limitless is fatal, and to presume that one really knows is fatal indeed! – Chuang - Tzu

Although it is dangerous to have too much knowledge of certain subjects, it is still more dangerous to be totally ignorant of them – Columbat

The man who is too old to learn was probably always too old to learn – Henry Hoskins

Knowledge rests not upon truth alone, but upon error also – Carl Jung

All knowledge is of itself of some value. There is nothing so minute or inconsiderable that I would not rather know it than not – Samuel Johnson
New Insights

Narrative:

Quotations:

Action step for today:
There are very few people
who don’t become more interesting
when they stop talking.

– Mary Lowry

Reading, writing, speaking and listening are the four basic types of communication. Although most people have spent years learning how to read, write and speak, very few have received training or education on the art of listening.

To really understand somebody from his or her own unique frame of reference requires effective listening. Effective listening is more than simply avoiding the bad habit of interrupting others while they are speaking or finishing their sentences for them. It is being content to listen to the entire thoughts of the other person. It is listening with an open mind in a non-judgemental manner without your own belief systems or prejudices distorting or filtering what you hear.

It is listening from the heart and being genuinely interested in what the other person is saying without any prior agenda, expectations or outcome in mind. A good rule to follow is: shut up and speak less! Bite your tongue. Say to yourself, “I am going to empty this person of every emotion, thought and opinion on this topic before I reveal mine.”

Listening intently in this way, without analysing, processing or rejecting, is certainly not easy, but is important. It conveys to the other person you are genuinely interested in what they have to say. It also allows you to be affected by the essence of what the other person is saying - not just by the words, but by the feelings behind the words. You hear with your ears, you listen with your emotions.
In his book, *The 7 Habits of Highly Effective People*, Stephen Covey identifies one of the habits as “seek first to understand, then to be understood.” Most people do not listen with the intent to understand; they listen with the intent to reply. It is only by listening and understanding that you know what to say which will be of greatest value.

In many ways, our failure to listen effectively is symbolic of the way we live. We often treat communication as if it were a race. It is almost as though we have to make sure there are no time gaps between the conclusion of the sentence of the person with whom we are speaking and the beginning of our own.

Alternatively, while someone else is talking we are usually absorbed in our own personal world of process thinking, waiting impatiently for our own chance to respond.

When we listen with a quiet open mind, it enhances our ability to see things in a new light and from a different perspective. We hear things we would otherwise miss and the quality of our relationships is significantly enhanced. Everyone loves to talk to someone who will truly listen.

Expressed more succinctly, “talking is sharing, but listening is caring.”
On a slightly lighter note, the following poem appeared in *Happiness Now* by Robert Holden. It demonstrates the importance of listening!

**Listening**

*When God gave out brains*
*I thought He said trains*
- so I missed mine

*When God gave out looks*
*I thought He said books*
- so I didn’t want any

*When God gave out noses*
*I thought He said roses*
- so I ordered a big red one

*When God gave out chins*
*I thought he said gins*
- so I ordered a large double one

*When God gave out legs*
*I thought He said kegs*
- so I asked for large fat ones

*When God gave out heads*
*I thought He said beds*
- so I asked for a big soft one

*Gosh, am I in a mess!*
Words of Wisdom

L - Listening

Wisdom is the reward you get for a lifetime of listening when you’d have preferred to talk – Doug Larson

Listening is a very dangerous thing. If one listens, one may be convinced – Oscar Wilde

Big people monopolise the listening. Small people monopolise the talking – David Schwartz

The first duty of love is to listen – Paul Tillich

I tell you everything that is really nothing, and nothing of what is everything, do not be fooled by what I am saying. Please listen carefully and try to hear what I am not saying – Charles C. Finn

The hearing ear is always found close to the speaking tongue – Ralph Waldo Emerson

The grace of listening is lost if the listener’s attention is demanded not as a favour, but as a right – Pliny the Elder

Give every man thy ear, but few thy voice... – William Shakespeare: Hamlet

Speech is silver; silence is golden – Swiss proverb

Silence is the element in which great things fashion themselves together – Thomas Carlyle

We have two ears and only one tongue so that we would listen more and talk less – Diogenes

One who is too insistent on his own views, finds few to agree with him – Lao-Tsu
New Insights

Narrative:

Quotations:

Action step for today:
You have immediate access to the most powerful tool in the universe. A tool able to create anything you imagine. It works twenty-four hours each day, seven days a week. All the money in the world cannot buy this tool but you have been given one as “standard equipment.” Everything you have experienced in your life is as a result of using only a tiny, tiny fraction of this tool’s capabilities.

Welcome to your wonderful mind. However, as Rene Descartes wisely pointed out:

It is not enough to have a good mind; the main thing is to use it well.

Although everyone possesses this marvellous tool, very few people know how to use it effectively. This is because no one has ever seen the mind and without an image with which to work, we experience confusion. It is said understanding precedes change and “The Stickperson” concept referred to earlier provides this understanding.

Many people are familiar with Napoleon Hill’s classic statement “What your mind can conceive and believe it can achieve”. A simple but subtle shift to “What your conscious mind can conceive and your subconscious mind can believe, your mind can achieve” reflects more precisely the dual nature of the mind.
Another helpful analogy is to think of the mind as a garden. You are the gardener. As information from the outside world enters your conscious mind through your five senses, you are planting seeds of thought in the fertile soil of your subconscious mind continuously. You are not even aware of doing so because much of your thinking is habitual.

In the same way a garden will grow the most beautiful flower alongside the ugliest weed, the subconscious mind does not distinguish between thoughts of what you want and thoughts of what you don’t want. It will grow both by the same immutable law.

This is why it is important to become more conscious of your thoughts and feelings. By paying attention to the way you are feeling, you have an indication of your vibrational offering at any point in time. The connection between thoughts and feelings is discussed more fully in the introduction to Part 3.

If everything you have achieved to date represents only a tiny fraction of what you are capable of achieving, imagine how dramatically your life could change if you became a serious student of the mind.

The Truth is YOU are gifted with the same higher faculties and have access to the same infinite power as the most successful people you admire. What a shame if you did not use your most precious possession to access this power and share your dreams, talents and gifts with the world.

A minister once remarked that the saddest thing when he is officiating at a funeral is not the death of the body, but the death of all the dreams. The places you were going to visit but never did. The dream house you were going to buy but never bought. The family holidays you were going to take but never took. The exciting business you were going to start, but never did.

Don’t let this happen to you. Life is not a practice run. Many people are unaware of their higher faculties (listed below) and fewer still use them on a daily basis. Yet it is only through the correct application of these faculties that lasting change can occur. Review Part 2 regularly and begin living your dreams today.

- reason
- will
- imagination
- perception
- intuition
- memory
Words of Wisdom

M - Mind

If we did all the things we are capable of doing, we would literally astound ourselves – Thomas Edison

Men habitually use only a small part of the power they possess and which they might use under appropriate circumstances – William James

Nothing splendid has ever been achieved except by those who dared believe that something inside of them was superior to circumstance – Bruce Barton

The first and best victory is to conquer self – Plato

Little minds are tamed and subdued by misfortune; but great minds rise above them – Washington Irving

Let us train our minds to desire what the situation demands – Seneca

Our chief want in life is somebody who will make us do what we can – Ralph Waldo Emerson

Your mind will give back exactly what you put into it – Anonymous

A mind always employed is always happy. This is the true secret, the grand recipe, for felicity – Thomas Jefferson

The mind is not a vessel to be filled, but a fire to be kindled – Plutarch

The pressure of adversity does not affect the mind of the brave man ....it is more powerful than external circumstances – Seneca
New Insights

Narrative:

Quotations:

Action step for today:
Part 3

NOW (DO IT NOW)

Somebody should tell us, right at the start of our lives, that we are dying. Then we might live life to the limit, every minute of every day. Do it! I say. Whatever you want to do, do it now! There are only so many tomorrows.

– Michael Landon

Michael Landon’s quote reminds us nature’s clock is ticking. We act as though our tomorrows are guaranteed. They are not. For most people, their basic needs are met and they enjoy a relatively comfortable lifestyle. There is not a burning desire for change. Many enter that dangerous place known as the comfort zone and think they have “loads of time” to sort out their life. They put those goal statements off until tomorrow and when tomorrow arrives it’s another “today.” Seize the moment and do it now is good advice.

The above quote becomes even more relevant when we understand the Truth about “time” and the realisation “Now” is all that exists. Although this is a difficult concept to grasp, it is one which merits serious study and reflection.

In his book *The Power of NOW*, Eckhart Tolle poses the following questions to assist your understanding of this concept. Answer them carefully.

- Have you ever experienced, done, thought, or felt anything outside the Now?
- When do you think about your past?
- When do you dream about your future?
- When do you learn from your past?
- When do problems arise?
- When are they solved?
- When do you feel pain?
• When are you healed?
• Can you do something yesterday Now?
• Can you do something tomorrow Now?
• When do you build pictures on the screen of your mind?
• When do you see the physical manifestation of your dreams?
• Can you emit a vibrational frequency any time outside the Now?

Your answers should confirm nothing exists outside the Now. This is why Einstein said, “No matter how persistent the illusion of time may be, the illusion of past, present and future is still an illusion.” Even though your mind wants to live in anticipation of the future, or in memory of the past, the Truth is everything happens in the NOW.

There is nothing you can do in any other moment except Now. Now is the only point where you can exercise your true power. This is why no matter where you may be on life’s journey, you are in the perfect place to begin to live your ideal life. Your magnetic point of attraction is always in the Now. It is the frequency you are vibrating at this very moment that is attracting experiences into your life.

The past and future have no realities of their own. They are borrowed from the Now. This is why all the great teachers have taught us to be present and not to worry about the future. The creativity and answers from higher intelligence can only come in the present moment. If we spend most of our time regretting and living in the past, or worrying about the future, we place ourselves out of the present moment when the answers arrive.

The single most influential factor in preventing people from taking action Now is fear of failure. Fear is an illusion. It is about something that might happen, not something that is happening now. The universe rewards action, not fear.

The vibrational energy you are sending out through your thoughts is magnetising and attracting everything back to you. If you send out a low-frequency negative vibration, based on fear of what you don’t want to happen, you will end up attracting more of the same.

Don’t procrastinate or defer taking action any longer. You don’t have to get it right first time; you just have to get it going. Enjoy life; get excited about what you are creating. Relish and delight in as many rich experiences as you can.

Remember, whatever you want to do, do it Now. There are only so many tomorrows!
Eighty-six year old Nadine Stair expressed it well:

If I had my life to live over again, I'd dare to make more mistakes next time. I'd relax. I'd limber up. I'd be sillier than I've been this trip. I would take fewer things seriously. I would take more chances. I would take more trips, I would climb more mountains and swim more rivers. I would eat more ice cream and less beans. I would, perhaps, have more actual troubles but fewer imaginary ones. You see, I'm one of those people who was sensible and sane, hour after hour, day after day. Oh, I've had my moments. If I had it to do over again, I'd have more of them. In fact, I'd try to have nothing else – just moments, one after another, instead of living so many years ahead of each day. I've been one of those persons who never goes anywhere without a thermometer, a hot-water bottle, a raincoat, and a parachute. If I could do it again, I would travel lighter than I have. If I had my life to live over, I would start barefoot earlier in the spring and stay that way later in the fall. I would go to more dances, I would ride more merry-go-rounds, I would pick more daisies.
Words of Wisdom

N - Now (Do It Now)

Do what’s right. Do it right. Do it right now – B. C. Forbes

The path to success is to take massive, determined action – Anthony Robbins

Successful people have learned to make themselves do the thing that has to be done when it has to be done, whether they like it or not – Aldous Huxley

What work has beauty, if it is not seen – Italian Proverb

Do It or Don’t - But Hold The Excuses – Anonymous

The superior man is modest in his speech but exceeds in his actions – Confucius

The actions of men are the best interpreters of their thoughts – John Locke

One today is worth two tomorrows; never leave that till tomorrow which you can do today – Benjamin Franklin

The reward of a thing well done is to have done it – Ralph Waldo Emerson

The greatest amount of wasted time is the time not getting started – Dawson Trotman

It is easy to sit up and take notice. What is difficult is getting up and taking action – Al Batt

How soon not now, becomes never – Martin Luther
New Insights

Narrative:

Quotations:

Action step for today:
OPPORTUNITIES

People are always blaming circumstances for what they are. I don’t believe in circumstances. The people who get on in this world are the people who get up and look for the circumstances they want and if they can’t find them, make them.

– George Bernard Shaw

It is important to understand you are a Creator as George Bernard Shaw suggests. Thoughts, when powered with emotion, become magnetically charged, making each one of us a powerful attracting magnet. Although you have no choice about whether you are creating, because you are creating all the time, you do have a choice about what you create. Opportunities to “make” your own circumstances are always available and may be much closer than you think!

The following true story, told by Dr. Russell Herman Conwell, is presented below to illustrate the point. The story, called “Acres of Diamonds,” concerns an African farmer who had heard tales of other farmers who had made millions by discovering diamond mines. These tales so excited the farmer he could hardly wait to sell his farm and go prospecting for diamonds himself.

He sold the farm and spent the rest of his life wandering the African continent, searching unsuccessfully for the gleaming gems that brought such high prices on the markets of the world. Finally, the story goes, worn-out and in a fit of despondency, he threw himself into a river and drowned.

Meanwhile, the man who had bought the farm happened to be crossing the small stream on the property. Suddenly, there was a bright flash of blue and red light from the stream’s bottom. He bent down, picked up the stone - it was a good-sized stone - and, admiring it, later put it on his fireplace mantel, as an interesting curiosity.

Several weeks later, a visitor to his home picked up the stone, looked closely at it, hefted it in his hand and nearly fainted. He asked the farmer if he knew what he’d found. When the farmer said no, that he’d thought it was a
piece of crystal, the visitor told him he’d found one of the largest diamonds ever discovered. The farmer had trouble believing that. He told the man that his creek was full of such stones, not as large perhaps, as the one on the mantel, but they were sprinkled generously throughout the creek bottom.

Needless to say, the farm the first farmer had sold (so that he might find a diamond mine!) turned out to be the most productive diamond mine on the entire African continent. The first farmer already owned acres of diamonds, right where he was, but he sold them for practically nothing in order to look for them elsewhere.

The moral is clear: If only the first farmer had taken the time to study and prepare himself, to learn what diamonds looked like in their rough state, and explore thoroughly the property he had before looking elsewhere, all his dreams would have come true.

So the question arises, “What opportunities are on your doorstep and how do you find them?” The law of attraction responds to the energy and vibration you are sending out, and it works perfectly every time. You are opportunity. Build the picture (thought or idea) of the ideal circumstances you would like to create using your higher faculties referred to earlier in Part 2.

As you impress the idea upon your subconscious mind, the people, circumstances and events in exact vibrational resonance with your picture, will be attracted into your experience. You will notice opportunities previously missed. They were always there, but they couldn’t come into your experience because you were not in vibrational harmony with them.

Pay attention to your feelings and take action when inspired to do so. Opportunities will present themselves. Consider them all, both big and small, for as Demosthenes stated, “Small opportunities are often the beginning of great enterprises.”

What is opportunity, and when does it knock? It never knocks. You can wait a whole lifetime, listening, hoping, and you will hear no knocking. None at all. You are opportunity and you must knock on the door leading to your destiny. You prepare yourself to recognise opportunity, to pursue and seize opportunity as you develop the strength of your personality, and build a self-image with which you are able to live - with your self-respect alive and growing.

– Maxwell Maltz
Words of Wisdom

O – Opportunities

Mediocre men wait for opportunity to come to them. Strong, able, alert men go after opportunity – B. C. Forbes

No great man ever complains of want of opportunity – Ralph Waldo Emerson

In the middle of difficulty lies opportunity – Albert Einstein

Wherever there is danger, there lurks opportunity; wherever there is opportunity, there lurks danger. The two are inseparable. They go together – Earl Nightingale

If you want to succeed, you must make your own opportunities as you go – John B. Gough

Chance favours the prepared mind – Louis Pasteur

He who refuses to embrace a unique opportunity loses the prize as surely as if he had failed – William James

Opportunities multiply as they are seized – Sun Tzu

There is no security in this life. There is only opportunity – Douglas MacArthur

The pessimist sees difficulty in every opportunity. The optimist sees opportunity in every difficulty – Winston Churchill

Great opportunities to help others seldom come, but small ones surround us daily – Sally Koch
New Insights

Narrative:

Quotations:

Action step for today:
Successful people have three essential qualities - courage, discipline and willpower. They persevere in light of continuous setbacks and disappointments. Contrary to popular belief, all great achievements have required dogged perseverance.

Over three hundred banks rejected Walt Disney before he found one that would take a chance on his theme park idea. No major studio would touch Star Wars. Major publishers initially rejected literary works by John Grisham and Norman Vincent Peale. Thomas Edison - regarded by many as the world’s greatest inventor - was referred to as a dunce by his teacher and later failed over 10,000 times in his efforts to perfect the incandescent light. Albert Einstein flunked math courses. Henry Ford was broke at age 40. Edwin Land tried to sell his instant camera to Eastman Kodak. Kodak turned him down, and Land went off to found Polaroid Corporation. Dr. W. Edwards Deming took his quality concepts to the Japanese in 1950 because American companies were not interested. Today, quality is one of the most prevalent strategies pursued by companies in the United States and elsewhere.

These people succeeded because they persevered and kept at it. A young reporter once asked Edison, “Mr. Edison, how does it feel to have failed 10,000 times in your present venture?” Edison gave a classic reply. He said, “Young man, since you are just getting started in life, I will give you a thought which should benefit you in the future. I have not failed anything 10,000 times. I have successfully found 10,000 ways that will not work.” Errors are an integral part of the learning process. One way to learn to do something right is to do something wrong.
Everyone makes mistakes, including scientists. According to the theory of aerodynamics, the bumblebee cannot fly. This fact can be demonstrated through laboratory tests and wind tunnel experiments. The size, weight, and shape of its body, in relation to the total wingspread, make flying impossible. Fortunately, no one told the bumblebee!

Use the word impossible with the greatest caution. History is littered with achievements initially regarded as impossible. As B. C. Forbes remarked, “History has demonstrated that the most notable winners usually encountered heartbreaking obstacles before they triumphed. They won because they refused to become discouraged by their defeats.”

If the thing you wish to do is right and you believe in it, persevere. Never mind what “they” say. The world is full of so-called experts who will try and discourage you. Ignore them; their track record leaves little to be desired!

_We don’t like their sound. Groups of guitars are on the way out._ - Decca Records rejecting the Beatles in 1962

_Everything that can be invented has been invented._ - Charles H. Duell, US commissioner of patents in 1899

_Who the hell wants to hear actors talk?_ - Harry M. Warner, Warner Brothers in 1927

_Television won’t be able to hold on to any market after the first six months. People will soon get tired of staring at a plywood box every night._ – Darryl F. Zanuck, head of 20th Century Fox in 1946

There is also hope for budding writers out there. The following are actual rejection notices received for these famous - and incredibly successful - books.

_Animal Farm_, by George Orwell

“It is impossible to sell animal stories in the U.S.A.”

_The Diary of Anne Frank_, by Anne Frank

“The girl doesn’t, it seems to me, have a special perception or feeling which would lift that book above the ‘curiosity’ level.”

_Lord of the Flies_, by William Golding

“It does not seem to us that you have been wholly successful in working out an admittedly promising idea.”
Lady Chatterley’s Lover, by D. H. Lawrence
“For your own good do not publish this book.”

Lust for Life, by Irving Stone
“A long, dull novel about an artist.”

We all meet with temporary setback. The message is clear - never give up. Ignore those who say it can’t be done. Use your higher faculties to hold firm to the picture of the desired end result.

By remaining focused on the idea of what you desire, and nurturing it through supportive affirmations, vision boards, and “acting as if”, the idea must grow and move into form. Energy is forever moving into and out of form and an idea is a non-physical or spiritual seed connected by the law of vibration with its physical equivalent.
Words of Wisdom

P - Perseverance

It is often the last key on the ring that opens the door – Proverb

Our greatest weakness lies in giving up. The most certain way to succeed is to always try just one more time – Thomas Edison

Great works are performed not by strength but by perseverance – Samuel Johnson

God loves to help him who strives to help himself – Aeschylus (525-456 B.C.)

Perseverance is a great element of success. If you only knock long enough and loud enough at the gate, you are sure to wake up somebody – Henry Wadsworth Longfellow

Adversity causes some men to break; others to break records – William A. Ward

Persistence is to the character of man as carbon is to steel – Napoleon Hill

Nothing in the world can take the place of persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent – Calvin Coolidge

Success seems to be largely a matter of hanging on after others have let go – William Feather

It’s always too soon to quit – David T. Scoates

Failure is only the opportunity to begin again more intelligently – Henry Ford

How many a man has thrown up his hands at a time when a little more effort, a little more patience, would have achieved success? – Elbert Hubbard
New Insights

Narrative:

Quotations:

Action step for today:
Kaizen is the Japanese word for the spirit of continuous improvement and implies a process of evaluation or review. It asks the question “What have I done this week and what can I learn from it to ensure next week is even more productive?” Kaizen is in direct contrast to the Western mentality of “if it ain’t broke, don’t fix it.”

Unfortunately, we live in a society where mediocrity seems to be the accepted standard and there is little passion and drive to go the extra mile. You don’t have to follow this path. Set high standards for yourself. Michael Jordan has a good philosophy when it comes to raising his own standard - his aim is to be better than anyone else expects of him.

It does not matter what standards you have accepted in the past, or how difficult your current circumstances may be. It is the thoughts you are thinking in the present moment that have power. Decide right now to raise your personal standard by committing to an ongoing review of your performance. Journal your thoughts, feelings and ideas on a daily basis. Record what works and what does not work. Review on a weekly basis.

This process of review and evaluation is both the final step, and the first step, in an upward spiral of growth to become all you are capable of becoming. By taking the time to sit down and review what happened during the previous week, you become more consciously aware of what works and what doesn’t work in pursuit of your goals. You identify patterns of unproductive behaviour which, if not checked, become habitual.

Take and invest your new understanding into the following week’s activities. By continually learning from your weekly activities you acquire more wisdom and develop new understandings.
To have more, you have to do more. This does not necessarily mean you have to work harder or longer; it means you have to find a way to accomplish more or create more value. In order to do more, you must become more.

As you become a better person, you attract more. As you grow personally, you advance materially. The formula is always Be, Do, Have. Jim Rohn expressed it well: Learn to work harder on yourself than you do on your job.
**Words of Wisdom**

**Q – Quality**

It is the quality of our work which will please God and not the quantity
– Mahatma Gandhi

The secret of greatness is simple: do better work than any other man in your field - and keep doing it – Wilfred A. Peterson

You must be resolutely determined that whatever you do shall always be the best of which you are capable – Charles E. Popplestone

We must do the best we can with what we have – Edward Rowland Sill

Everything can be improved – C. W. Barron

Quality begins on the inside – Bob Moawad

Hold yourself responsible for a higher standard than anybody else expects of you – Henry Ward Beecher

The principle is competing against yourself. It’s about self-improvement, about being better than you were the day before – Steve Young

The quality of expectations determines the quality of our actions – Andre Godin

It is those who have this imperative demand for the best in their natures, and who will accept nothing short of it, that holds the banners of progress, that set the standards, the ideals, for others – Orison Swett Marden

Here is a simple but powerful rule: always give people more than they expect to get – Nelson Boswell

He who stops being better stops being good – Oliver Cromwell
New Insights

Narrative:

Quotations:

Action step for today:
In his book *Your Greatest Power*, J. Martin Kohe states “The greatest power that a person possesses is the power to choose.” Although many people might nod their head and say, “Yes, I know that”, it’s clear from the lives they lead and the results they get, they do not fully appreciate the enormity of this power.

This power is not limited to your everyday choices of which TV programme to watch or choice of meal from a large menu – it goes well beyond that. It means conscious choice, beyond the habitual, automatic responses based on past conditioning. When we create on the unconscious level, by default, we do not exercise the power of choice.

If you look at the word *responsibility* - “response-ability” - it means the ability to consciously choose your response, irrespective of situational or personal circumstances. It means no matter how difficult your current circumstances may be, you still have the freedom to choose your response.

Despite the most horrendous experiences, Victor Frankl (see his remarkable story in “Attitude” in Part 3) chose to access his higher faculties of imagination and memory and began to picture himself lecturing to his students after his release from the death camps. He did not allow the extremity of his current circumstances to limit his choice of response. In the midst of immense personal suffering, he realised he had the freedom to choose his response.

On any given day, we can choose to improve the quality of our life. We can start immediately, tomorrow, next week, next month or next year. The choice is ours to make. At any time we can choose to access our higher faculties and change the conditioning responsible for our present results or we can decide to do nothing and continue as we are. That is also a choice - but doing the same results in more of the same. We have the freedom to make whatever choice we want, but with this freedom comes responsibility.
We are responsible for our current results. As soon as we begin to blame other people, the government, the economy or other external factors for our results, we have relinquished our power. We are simply responding to our environment. We are reactive, not proactive.

Our ability to access our higher faculties and choose a life beyond our present reality is what separates us from the rest of the animal kingdom. In all other respects, we are essentially the same. We share the same basic needs of sleep, food and shelter along with the instinct for survival.

But here is the major difference. Animals cannot change their conditioning and are not even aware of it. We can, but only if we exercise conscious choice.

You are the only one who can realise your full potential. It is an exciting and awesome responsibility.
Words of Wisdom

R - Responsibility

The price of greatness is responsibility – Churchill

You cannot help men permanently by doing for them what they could and should do for themselves – Abraham Lincoln

Everyone thinks of changing the world, but no one thinks of changing himself – Leo Tolstoy

Destiny is not a matter of chance; it is a matter of choice. It is not a thing to be waited for; it is a thing to be achieved – William Jennings Bryan

We have forty million reasons for failure but not a single excuse – Rudyard Kipling

If you are distressed by anything external, the pain is not due to the thing itself, but to your estimate of it; and this you have the power to revoke at any moment – Marcus Aurelius

We are not creatures of circumstance; we are creators of circumstance – Benjamin Disraeli

Stop looking at where you have been and start looking at where you can be – Anonymous

In all human affairs there are efforts, and there are results, and the strength of the effort is the measure of the result – James Allen

Make the most of yourself for that is all there is to you – Ralph Waldo Emerson

A man is the origin of his actions - Aristotle

The destiny of man is in his own soul – Herodotus
New Insights

Narrative:

Quotations:

Action step for today:
Everything we need to know to enable us to live a healthy, enjoyable and successful life is readily available. Some of it is in books free from the library. We know regular exercise and a balanced diet will improve health. We know writing out goals provides clarity and focus. While each of these things is not hard to do, the evidence suggests few people do them.

If the things which will dramatically improve the quality of our lives are well known, and not difficult to do, why don’t we do them? The reason is self-discipline. What is easy to do is easy not to do.

Failure or success in life is seldom due to a major single occurrence. It is the cumulative impact of seemingly harmless choices made in every moment of every day. An occasional cream bun instead of a piece of fruit is unlikely to cause problems. Continual repetition of this practice week after week, month after month, and year after year will damage your health.

Unwritten goals may not seem important on a daily basis, but the cumulative effect of scattered and unfocused thinking can be significant. Every thought you give your attention to, whether it is something you want, or something you don’t want, expands and becomes a bigger part of your vibrational mix. If your thoughts wander aimlessly between what you want and what you don’t want, the resultant internal confusion will manifest externally in your results.

Research carried out by Yale University in 1953 and 1973 confirmed the 4% of final year students who had written down goals enjoyed greater prosperity and evidenced more “success” in terms of health, relationships, personal growth and contribution than the remaining 96% (who had no written goals) put together. The evidence is overwhelming yet people still lack the self-discipline to do it.

The difference between a successful person and others is not a lack of strength, not a lack of knowledge, but rather a lack of will.

– Vince Lombardi
The secret is to start small and take positive consistent action. With any fine building, the laying of the first brick signifies an awesome task ahead, but before we know it, the building is complete. Each small brick is essential to the success of the final structure. Similarly, in our lives, it is the discipline of simple but correct choices, repeated consistently every day, which will ensure success.

As your awareness develops you discover success does not happen randomly, or is reserved for a chosen few, but occurs by law. We live in an orderly universe and the laws governing the universe are impersonal, absolute and consistent. Success is not dependent on whether these laws will work for you, but on whether you will work to understand these laws.

When you hold the image of your goal on the screen of your mind, as already being achieved, you are vibrating in harmony with every particle of energy necessary for the manifestation of your image on the physical plane. By exercising your higher mental faculties of imagination and will you hold on to the image and the particles of energy move towards you through the law of attraction, and you move towards them through your daily consistent actions. It is a lawful process.
Words of Wisdom

S - Success

Success is the progressive realisation of a worthy ideal
– Earl Nightingale

There are no secrets to success. It is the result of preparation, hard work, and learning from failure – Colin L. Powell

Success is dependent on effort – Sophocles

No one can cheat you out of ultimate success but yourself – Ralph Waldo Emerson

Men are born to succeed, not to fail – Henry David Thoreau

Always bear in mind that your own resolution to success is more important than any other one thing – Abraham Lincoln

Your success will always be measured by the quality and quantity of service you render – Earl Nightingale

Success is peace of mind in knowing you did your best – John Wooden

The road to success is always under construction – Lily Tomlin

Success is an inside job – Ralph M. Ford

To know what is right and not to do it is the worst cowardice – Confucius
New Insights

Narrative:

Quotations:

Action step for today:
Thought is a subtle element, which although invisible to the naked eye, is a force or substance as real as electricity or water. Scientists tell us our thoughts travel at 186,000 miles per second (speed of light) and 930,000 times faster than the sound of our voice. Our thoughts are considered the most potent form of energy penetrating all time and space.

When we understand the power of thought, the need to think about what we think about is not a clever play on words, but is foundational for success. Thought precedes everything.

Remember:

\[
\text{The way you think} \\
\text{will determine the way you feel.} \\
\text{The way you feel} \\
\text{will determine the way you vibrate.} \\
\text{The way you vibrate} \\
\text{will determine what you ATTRACT.}
\]

Sometimes we may think our thoughts are focused on what we want when the reverse is true. For example, suppose your car is getting old and beginning to require frequent repairs. You start to develop thoughts about wanting a new car. You visit some showrooms, get some car brochures and become excited about the prospect of acquiring a new car.
In the meantime, you continue to drive your current car to and from work. As you are driving your current car, you begin to think about the reasons why you want a new car. Your current car is unreliable (requiring frequent repairs), uncomfortable and the paintwork is flaking and rusty. You begin to feel quite depressed about your current car.

Although these thoughts are all related to your desire for a new car, their focus and their vibration are different. If your dominant thoughts are about what is wrong with your current car, then you are sending out a different vibrational signal to those thoughts focused on your new car.

While it can be difficult to make the fine distinctions between thoughts about wanting a new car and reasons for not wanting to keep your current car, your feelings let you know immediately where your vibrational signal is. If you feel good, you are thinking and getting excited about your new car; if you feel bad you are thinking about all the things you don’t like about your current car.

Paying attention to your feelings and what you are attracting into your life is critical. It is particularly important in the area of self-talk. All of us engage in dialogue with other people throughout the day, but the most active and consistent dialogue is our internal conversation.

You can be with many different people throughout the day, but you are with yourself all day, every day. You talk to and program yourself more than anyone else in your life. Some people have tapes playing over and over in their heads. If that self-programming is negative, you feel bad. What are you thinking and saying to yourself on a daily basis?

Begin to pay more attention to how you are feeling. This will signal whether your self-talk is moving you towards what you want or away from what you want. Further information on the connection between thoughts and feelings is included in the introduction to Part 3.
Words of Wisdom

T - Thought

Whether you think you can or you think you can’t, you’re absolutely right – Henry Ford

You cannot always control circumstances, but you can control your own thoughts – Charles Popplestone

By your thoughts you are daily, even hourly, building your life; you are carving your destiny – Ruth Barrick Golden

Nothing is good or bad but our thinking makes it so – Shakespeare

Good thoughts and actions can never produce bad results; bad thoughts and actions can never produce good results – James Allen

As he thinketh in his heart, so is he – Proverbs 23:7

You are not what you think you are, but what you think, you are – Brian Tracy

The significant problems we face cannot be solved at the same level of thinking we were at when we created them – Albert Einstein

The ancestor of every action is a thought – Ralph Waldo Emerson

There is no expedient to which a man will not go to avoid the real labour of thinking – Thomas Edison

The quality of your thoughts determines the quality of your life – Vera Peiffer
New Insights

Narrative:

Quotations:

Action step for today:
What does the word “unique” really mean? The dictionary defines unique as “the only one of its kind; unequalled; having no like, equal or parallel.” We hear of paintings selling for record amounts and wonder how paint on a canvas can be worth so much. There are generally two reasons. First, the painting is one of a kind. Second, the artist possesses such rare and exceptional talent he is regarded as a genius.

YOU are certainly one of a kind. Billions of people have lived on the face of this earth and 6.2 billion people live on earth today. There has never been and there never will be another you. No one has, or ever will have your same life experiences, so don’t waste time or effort trying to be like someone else.

As with the painting, this uniqueness bestows upon you tremendous value. Artists like Rembrandt used his God-given talent by lifting his paintbrush every day. Since his birth, there have probably been thousands of Rembrandts in every field of endeavour who have never lifted their paintbrushes or made the effort to discover and share their unique gifts.

In addition to being unique, you have immense capabilities. You can store more information between your ears than the world’s most advanced computers. If the most brilliant scientists tried to replicate a human brain, it would cost billions of pounds, be larger than the Empire State Building and require more electricity than a city of thousands. Despite all this, the man-made brain could not originate a single thought, which each one of us can do in the blink of an eye.
Armed with this incredible capability, what is it you really, really want to do? Everyone has a desire to be, do and have more. It is part of the human character to desire more. What BIG, exciting idea is bubbling up inside of you wanting to express itself?

What is it that ignites your eternal flame and gets you excited? Use your marvellous imagination to picture yourself living your passion and providing a 5 star service in the way only you can provide. See, hear and feel in vivid detail the happiness, laughter, gratitude, testimonials and friendships your service generates as it expands and touches the lives of many appreciative people.

It has been said one of the greatest tragedies in the world today is not the waste of natural resources, but the waste of human resources. It is the death of all the dreams pushed back down inside because we don’t know how to express them. As discussed earlier in “G” (Goals), the how does not matter. Focus all your attention on what you really want to do and why.

Oliver Wendell Holmes stated “The average person goes to his grave with his music still in him.” Don’t let this happen to you. You are a creator and you have access to an infinite power to create a truly wonderful life. Play your music out loud and share your unique gifts and talents with the world.

There is a vitality, a life force, an energy, a quickening that is translated through you into action, and because there is only one of you in all of time, this expression is unique. And if you block it, it will never exist through any other medium and it will be lost. The world will not have it. It is not your business to determine how good it is nor how valuable nor how it compares with other expressions. It is your business to keep it yours clearly and directly, and to keep the channel open.

– Martha Graham
Words of Wisdom

U - Unique

I am only one; but still I am one. I can not do everything, but still I can do something.
I will not refuse to do the something I can do – Helen Keller

The life given us by nature is short, but the memory of a well spent life is eternal
– Marcus Tullius Cicero

There is a place that you are to fill and no-one else can fill,
something you are to do, which no-one else can do – Plato

The greatest use of life is to spend it for something that
will outlast it – William James

The life which is unexamined is not worth living – Plato

Have a purpose in life, and having it throw into your work such strength of
mind and muscle as God has given you – Thomas Carlyle

The measure of life is not its duration but its donation – Peter Marshall

Far and away the best prize that life offers is the chance to work hard at
work worth doing – Theodore Roosevelt

I am fearfully and wonderfully made – Psalm 139:14

What you are is God’s gift to you; What you make of
it is your gift to God – Anthony Dalla Villa

To live each day as though one’s last, never flustered, never apathetic, never
attitudinising - here is the perfection of character – Marcus Aurelius

Every man’s work, whether it be literature, or music, or pictures, or architecture,
or anything else, is always a portrait of himself – Samuel Butler
New Insights

Narrative:

Quotations:

Action step for today:
The power of visualisation is incredible. It is the ability to see beyond your present reality, to invent what does not yet exist and to become more than you currently are.

Visualisation has the power to affect every aspect of your life. It is the plan, the blueprint, transforming your dreams into reality. All things are created twice; first mentally and then physically. Nothing in life ever came about before someone first imagined it. Imagination is the beginning of creation. As Napoleon Hill observed, “First comes thought; then organisation of that thought into ideas and plans; then transformation of those plans into reality. The beginning, as you will observe, is in your imagination.”

Many people think they can’t visualise. This is not true. We do it all the time, either consciously or unconsciously. Try these two very simple exercises: Close your eyes and mentally count the windows in your living room. That is visualisation. Next, close your eyes and mentally stand in the centre of your living room. Slowly turn around and carefully note the position of everything in the room - all the furniture, the paintings and pictures on the wall, lamps, and ornaments. That is visualisation.

There are no limits to what you can visualise and the results are astounding. In the early 1930s, an engineer by the name of Joseph Baerman Strauss used to visit a location in San Francisco and form a picture of a beautiful bridge connecting the two sides. The more he thought about it, the more vivid his visualisation became. In 1937, after more than four years of construction, the Golden Gate Bridge opened. Many believed building the Golden Gate Bridge an impossible task. Today, some call it the most spectacular bridge in the world.
When President Kennedy announced in 1961, his intention to put a man on the moon and return him safely before the end of the decade, millions of people thought this an impossible task. Yet, when Neil Armstrong carried out his famous moonwalk in 1969, he was bringing into reality the detailed visualisation of many NASA workers. Walt Disney, Roger Bannister, Mohammed Ali and Jack Nicklaus turned their dreams into reality through the power of visualisation.

In her book *Your Invisible Power*, Genevieve Behrend described visualizing as the great secret of success. By creating a picture of exactly how you wish your life to be, you bring order to your mind. Your thoughts become less scattered and, through daily practice and refinement of the picture, your vibration becomes more consistently aligned with the frequency of that which you desire.

The purpose of this book is to help you understand your current results are a reflection of your past habitual thoughts and feelings, your old conditioning. They are not a reflection of your potential.

By holding onto the image of exactly how you want your life to be, and impressing it upon the subconscious mind, unseen forces come to your support to turn your dream into reality. More detailed information on the power of visualisation or imagination is included in Part 2.
Words of Wisdom

V - Visualisation

I’ve discovered that numerous peak performers use the skill of mental rehearsal of visualization. They mentally run through important events before they happen. – Charles Garfield

Pictures help you to form the mental mould – Robert Collier

You must first clearly see a thing in your mind before you can do it – Alex Morrison

If you can dream it, you can do it – Walt Disney

What the mind of man can conceive and believe, the mind of man can achieve

– W. Clement Stone

Nothing happens unless first a dream – Carl Sandburg

Cherish your visions and your dreams as they are children of your soul, the blue-print of your ultimate achievements – Anonymous

Where there is no vision, the people perish – Proverbs 29:18

Some men see things as they are, and say, Why? I dream of things that never were, and say, Why not? – George Bernard Shaw

We lift ourselves by our thought, we climb upon our vision of ourselves – Orison Swett Marden

Man is not the sum of what he has but the totality of what he does not yet have, of what he might have – Jean Paul Sartre

Shoot for the moon. Even if you miss it you will land among the stars – Les Brown
New Insights

Narrative:

Quotations:

Action step for today:
Wisdom has been defined as “An enlightened understanding of what is true and right”. Part 1 encourages you to re-evaluate your beliefs in light of what is true. By understanding the truth, we realise much of what we have been conditioned to believe about ourselves, the universe and reality ain’t so.

Confusion, doubt and fear about being able to change our life for the better is replaced with understanding, clarity and confidence. And although the process of change is not easy and requires total commitment, nothing but good can come from any journey of self-discovery. Every weakness exposed is the beginning of a new strength.

The road to a better you is always under construction. In the same way you would not condemn the construction of a new house for its unfinished condition, you should not condemn yourself. Be patient and recognise further work is required on both. Understand if parts of your life are not working in the way you would like, it is simply because somewhere along your journey you have accepted false beliefs that keep you from being all that you can be.

This is no-ones’ fault. Many of our beliefs were formed in the formative years (within the first six years of life) by well intended parents, relatives and teachers whose primary purpose was to protect us. The information they shared reflected their own level of understanding and awareness at the time.

In seeking to understand the Truth and “Know Thyself”, it is necessary to transcend the limitations of our physical senses. It is easy to see why so many people feel stuck and powerless to improve their lives when we have been conditioned to believe “reality” is what we perceive with our senses. Every time we associate primarily
with the “physical”, we are constrained by limitations. The Truth is our senses perceive only a tiny fraction (less than 1%) of true reality, whereas in the most important area of thought, which is the beginning of all creation, there are no limits. You can picture or imagine your life to be anything you want.

Part 2 of the book is specifically designed to help you understand the Truth of who you really are and how you can tap into the Source of all creation to co-create anything you choose.

When you understand that in essence, we are all exactly the same, you realise that successful people are no different from anyone else and have their own share of disappointments, despair, and heartbreak. They simply learn the lesson from each experience and move on. You are gifted with exactly the same mental faculties and have access to the same infinite power as the people you most earnestly admire. The only difference between where they are and your present circumstances lies in their understanding and use of these infinite resources.

Although these resources are freely available to all, many people would rather remain stuck than invest the time and effort to understand the “rules of life”. We have all been gifted with free will and at any point in time we can make a choice to learn about Universal laws and the workings of the mind to improve the quality of our life. At any time we can choose to learn about our higher faculties so we can change the conditioning responsible for our present results. Or we can choose to do nothing and stay as we are.

Wisdom is recognising there is risk associated with both moving outside the comfort zone and staying as you are. Staying as you are, is to permit your conditioning (a composite of the habitual way of thinking of your peers), to prevent YOU from being all you can be.

Each new day presents another 24 hours to make new choices, an opportunity to be better than the day before. Step forward bravely and get from the day, not through the day.
Words of Wisdom

W - Wisdom

I was always looking outside myself for strength and confidence but it comes from within. It is there all the time – Anna Freud

The miracle is this - the more we share, the more we have – Leonard Nimoy

The highest reward for a person’s toil is not what they get for it, but what they become by it – John Ruskin

I don’t think much of a man who is not wiser today than he was yesterday – Abraham Lincoln

Don’t measure yourself by what you have accomplished, but by what you should have accomplished with your ability – John Wooden

The invariable mark of wisdom is to see the miraculous in the common – Ralph Waldo Emerson

No man can become rich without enriching others – Andrew Carnegie

Many receive advice, only the wise profit from it – Syrus

Genius is the ability to reduce the complicated to the simple – C. W. Ceran

The difference between what we do and what we are capable of doing would solve most of the world’s problems – Gandhi

It is one of the most beautiful compensations of this life that no man can sincerely try to help another without helping himself – Ralph Waldo Emerson

The best thing about the future is that it comes only one day at a time – Abraham Lincoln
New Insights

Narrative:

Quotations:

Action step for today:
Simply doing what is required does not result in excellence. Excellence is achieved by doing above and beyond what is required. Excellence is doing ordinary things extraordinarily well in everything you do. In his book *The Ethics of Excellence*, Price Pritchett captured the essence of excellence as follows:

“Excellence is a process, not just an outcome. Sure, we have to hold out for high standards in the products or services we provide. The goods must be more than ‘good enough’, but so must our approach – you know, our methodology, the way we do business and deal with people. How could the ends be considered excellent if we can’t be proud of the means?”

Excellence demands integrity and the highest possible standards at every stage of the process. The focus is always on creating more value and providing more service. At the beginning of this book there is a picture with a caption underneath which states: “There is always a better way.” Excellence means looking for a better way and then, a better way still.

The better way outlined in this book lies in understanding the Truth about the universe and ourselves. It is looking beyond mere appearances. If somebody asked you where they could get a glass of water, you could point to a nearby tap or faucet. Of course, there is much more to the story of how you get water before it is able to flow from a tap or faucet.
In the same way, there is much more to the story about the creation process than we perceive with our physical senses. Excellence is using all the resources at your disposal. It is understanding universal laws and how your mind works. It is using your higher faculties and creative abilities to imagine how you can provide even greater service and value to the people you serve. A good question to ask every day is “How can I provide even better value and service to my customers from the resources I have available?” This is excellence.
Words of Wisdom

X - Excellence

Excellence is doing ordinary things extraordinarily well – John W. Gardner

There is a better way for everything. Find it – Thomas Edison

Excellence is the gradual result of always striving to do better – Pat Riley

Always do your best. What you plant now, you will harvest later – Og Mandino

Excellence is an art won by training and habituation. We do not act rightly because we have virtue or excellence, but we rather have those because we have acted rightly. We are what we repeatedly do. Excellence, then, is not an act but a habit – Aristotle

The quality of a person’s life is in direct proportion to their commitment to excellence, regardless of their chosen field of endeavour – Vince Lombardi

No-one can be the best at everything. But when all of us combine our talents, we can and will be the best at virtually anything – Dan Zadra

Good enough never is – Debbie Fields

Much good work is lost for the lack of a little more – Edward H. Harriman

There are precious few Einsteins among us. Most brilliance arises from ordinary people working together in extraordinary ways – Roger von Oech

You must be resolutely determined that whatever you do shall always be the best of which you are capable – Charles E. Popplestone
New Insights

Narrative:

Quotations:

Action step for today:
Yearning is defined as “having a strong emotional longing” - a hunger, a thirst, a pining, an aching or a craving. Why not generate a pining, aching or craving to understand your eternal connection to the Source of everything that exists in the universe? This creative power, which is forever flowing to and through you, has no form. You can tap into it and with your wonderful imagination build any picture of exactly how you want your life to be.

It is said our “yearning” power is more important than our “earning” power. What is it you truly desire? What are you happiest doing? At what do you naturally excel? What makes you unique? For what would you like to be remembered? If you left planet earth today, what would be your biggest regret? What do you know, or what can you do, to improve the lives of others? If money were not a problem, what would you really love to do?

Take time to consider these questions carefully. The chances are good there are several things you can do especially well. You probably enjoy doing them and they provide valuable service to others. In forming a view about your unique gifts and talents, don’t make the mistake of comparing your experience in life with another person’s experience. Chances are, you will exaggerate their successful experience and downgrade your own success. As Michelangelo reminds us “The greater danger is not that our hopes are too high and we fail to reach them; it’s that they’re too low and we do”.

Most people become wealthy not because their primary aim was to get rich, but because they found work about which they could be passionate. The universe bends to those who are convinced they are in the right place doing the right thing. When average people become passionately committed to a task before them, they are no longer average.

One can never consent to creep 
When one feels an impulse to soar. 

– Helen Keller
What is it you yearn to do? Do what you passionately desire and your high vibrational, good-feeling thoughts will attract more good into your life. The technological advances of the last ten years, particularly the internet, will provide unrivalled opportunities for the next ten years. These opportunities are available to you. Vividly imagine how you want your life to be – there really are no limits.

In the words of Patanjali:

> When you are inspired by some great purpose, some extraordinary project, all your thoughts break their bounds: Your mind transcends limitations, your consciousness expands in every direction, and you find yourself in a new, great and wonderful world. Dormant forces, faculties, and talents become alive, and you discover yourself to be a greater person by far than you ever dreamed yourself to be.
Words of Wisdom

Y - Yearning

If we really want to live, we’d better start at once to try – W. H. Auden

If you care enough for a result, you will most certainly attain it – William James

He got the better of himself, and that’s the best kind of victory one can wish for – Miguel de Cervantes

You will rise by lifting others – Robert Green Ingersoll

My mother said to me, “If you become a soldier you’ll be a general; if you become a monk you’ll end up as the pope”. Instead, I became a painter and wound up as Picasso – Pablo Picasso

If you treat a person as he is, he will stay as he is; but if you treat him as if he were what he ought to be, he will become what he ought to be – Johann Wolfgang von Goethe

Aspire to greatness. Each of us is going to travel the road of life’s adventure only once, but once is enough if you do it right – J.Warren McClure

The greatest good we can do for others is not to share our riches but to reveal theirs – Zig Ziglar

The greatest achievement of the human spirit is to live up to one’s opportunities and make the most of one’s resources – Vauvenargues

He who wishes to secure the good of others has already secured his own – Confucius

There is so much in the world for us all if we only have the eyes to see it, and the heart to love it, and the hand to gather it to ourselves... – Lucy Maud Montgomery

A new life begins for us with every second. Let us go forward joyously to meet it. We must press on, whether we will or no, and we shall walk better with our eyes before us than with them ever cast behind – Jerome K. Jerome

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One of the difficulties we have as we travel through life is we have no instruction manual and nothing to help us understand and access our true power. In the absence of such understanding, we embark on life’s journey in ignorant bliss. We have a rough idea of where we want to go, frequently lose our way, go down many dead end streets, and eventually become disillusioned. This book is intended to provide some helpful signposts and point you in the right direction.

Life is too short to learn only from our own personal experiences. Read inspirational stories of people who have overcome the same kind of fears that you have so you can say, “if they can do it, I can do it.” There are many people who are only too happy to share their insights and wisdom to help illuminate your path to success.

We all have access to one infinite power which is either rightly or wrongly used. It is our understanding of how to effectively harness this power which determines our results in life. The following parable helps to illustrate this point.

High on a hilltop overlooking the beautiful city of Venice, Italy there lived an old man who was a genius. Legend had it he could answer any question anyone might ask of him. Two of the local boys figured they could fool the old man, so they caught a small bird and headed for his residence. One of the boys held the little bird in his hands and asked the old man if the bird was dead or alive. Without hesitation the old man said, “Son, if I say to you that the bird is alive, you will close your hands and crush him to death. If I say the bird is dead, you will open your hands and he will fly away. You see, Son, in your hands you hold the power of life and death.”
YOU have been gifted with the power of choice. You can choose to settle for mediocrity or you can choose to learn about your eternal connection to this infinite power and create miracles in your own life. For those who do the latter, we can only stand in awe and admiration.

It was 10th March 1981 and for Morris Goodman, a highly successful life insurance agent, the day began like any other. He woke up, had breakfast, dressed for work and headed for Cape Charles on the Eastern Shore of Virginia – 16 miles across the Chesapeake Bay. What made the day different was Morris was flying his brand new single-engine airplane purchased the day before. As he headed back in the afternoon and was attempting to land, the engine failed, he hit some power lines, and crashed.

When the paramedics pulled Morris from the plane he was barely alive. He ended up in hospital completely paralysed and not expected to live through the night. His neck was broken at the 1st and 2nd cervical vertebrae; his diaphragm was destroyed and he was unable to breathe; his swallowing reflex was destroyed and he was unable to eat or drink; his larynx was destroyed and he was unable to speak; every bone, muscle and nerve in his body was destroyed or broken; his kidneys, bowel, bladder and all major organs had ceased to function. All he could do was blink his eyes. Although Morris survived the night, medical “experts” told him that for the rest of his life, he would be a vegetable. He would be hooked to machines to keep him alive and able only to blink his eyes.

That was the picture of Morris the doctors held in their minds. Morris takes up the story. “It didn’t matter what they thought; the main thing was what I thought. I pictured myself being a normal person again walking out of that hospital. The only thing I had to work with in the hospital was my mind and once you have your mind you can put things back together again. I was hooked to a respirator and they said I’d never breathe on my own again because my diaphragm was destroyed and this little voice kept saying to me, ‘Breathe deep, breathe deep’. Finally I was weaned from it. They were at a loss for an explanation. You see, I could not afford to allow anything to come in my mind that would distract me from my goal and from my vision. So, I set a goal to walk out of hospital on Christmas. That was my goal. 8 months later I walked out of hospital on my own two feet. They said it couldn’t be done. That’s a day I will never forget. If I wanted to sum up my life and sum up for people what they can do in life, I would sum it up this way in 6 words: *Man becomes what he thinks about.*”

Morris Goodman rewrote all the medical books and is known around the world as “The Miracle Man.” He exemplifies what can be achieved through faith, courage and determination. Morris exercised his greatest power and chose to hold a picture of recovery even though all appearances, including the opinions of medical experts, indicated otherwise.
YOU are gifted with the same mental faculties and can draw upon the same thought power that enabled Morris to achieve the impossible. It has always been there. You just lacked awareness of how to harness it – until now!

Dream **BIG** dreams. Set **BIG** goals.

Expect a miracle – because this is exactly what YOU are.

Today Morris is an international motivational speaker who tells his story to millions of people all over the world. Zig Ziglar calls Morris the “BEST” motivational speaker on the market today.

To book Morris and to learn more about his programs and materials visit [www.themiracleman.org](http://www.themiracleman.org)
Words of Wisdom

Z - Zest

Life engenders life. Energy creates energy. It is by spending oneself that one becomes rich – Sarah Bernhardt

Every year I live I am more convinced that the waste of life lies in the love we have not given, the powers we have not used, the selfish prudence that will risk nothing – Mary Cholmondeley

You can have anything you want if you want it desperately enough. You must want it with an exuberance that erupts through the skin and joins the energy that created the world – Sheila Graham

It is time for every one of us to roll up our sleeves and put ourselves at the top of our commitment list – Marian Wright Edelman

Enjoy the little things, for one day you may look back and realise they were the big things – Robert Brault

Since life is short and the world is wide, the sooner you start exploring it the better. Soon enough the time will come when you are too tired to move farther than the terrace of the best hotel. Go now – Simon Raven

Life is a succession of moments. To live each one is to succeed – Corita Kent

I expect to pass through life but once. If therefore, there be any kindness I can show, or any good thing I can do to any fellow being, let me do it now, and not defer or neglect it, as I shall not pass this way again – William Penn

Write it on your heart that every day is the best day in the year – Ralph Waldo Emerson

I don’t want to get to the end of my life and find that I lived just the length of it. I want to have lived the width of it as well – Diane Ackerman

Life is in the here and now, not in the there and afterwards. The day, with all the travail and joy that it brings to our doorstep, is the expression of eternal life. Either we meet it, we live it - or we miss it – Vimala Thakar
New Insights

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Peter Field Bio

Peter Field has spent 30 years in Financial and Operational Management and has held executive positions with both a major industrial organization and leading insurance broker. Throughout his career, he has been fascinated by a recurring phenomena; why certain people seem to attract abundance and prosperity into their lives, while others, equally capable, struggle daily to balance the demands of work and personal life.

In his quest for the answer, Peter, a Master Practitioner of NLP (Neuro-Linguistic Programming), studied hundreds of self-development books and audio programs from a wide range of teachers and mentors. As his studies advanced, a common theme began to emerge. Successful living had nothing to do with age, gender or background and everything to do with understanding and working in harmony with Universal laws.

In 2004, Peter left the corporate world to pursue his passion for personal development. He enrolled in a personal mentoring program with world-renowned speaker and wealth coach Bob Proctor and was subsequently trained by Bob to become a Certified Life Success Consultant. Peter’s understanding of Universal laws and the workings of the mind have been so profound in his own life he is now on a mission to share this transformational information with as many people as possible. This book forms part of that mission.
Additional Information

For more information about Lighten Your Load and other products please visit:
http://www.peterfield.co.uk