

that it keeps you on course to reach your target. This isn't double-talk. What happens is this. When you surrender to your goal, the goal works itself into your subconscious mind. Your subconscious mind is always in balance. Your conscious mind is not, unless it is in tune with what your subconscious mind is thinking. Without full cooperation from the subconscious mind, a person is hesitant, confused, indecisive. Now, with your goal absorbed into your subconscious mind you react the right way automatically. The conscious mind is free for clear, straight thinking.

Let's illustrate this with two hypothetical persons. As you read on you'll recognize these characters among the real people you know. We'll call them Tom and Jack. These fellows are comparable in all respects except one: Tom has a firmly entrenched goal; Jack does not. Tom has a crystal-clear image of what he wants to be. He pictures himself as a corporation vice president ten years hence.

Because Tom has surrendered to his goal, his goal through his subconscious mind signals to him saying "do this" or "don't do that; it won't help get you where you want to go." The goal constantly speaks, "I am the image you want to make real. Here is what you must do to make me real."

Tom's goal does not pilot him in vague generalities. It gives him specific directions in all his activities. When Tom buys a suit, the goal speaks and shows Tom the wise choice. The goal helps to show Tom what steps to take to move up to the next job, what to say in the business conference, what to do when conflict develops, what to read, what stand to take. Should Tom drift a little off course, his automatic instrumentation, housed securely in his subconscious mind, alerts him and tells him what to do to get back on course.