

# HOW TO TALK TO YOUR SUBCONSCIOUS MIND

A GUIDE TO HELP YOU UNLOCK YOUR FULL POTENTIAL

By Todd Wissler

## INTRODUCTION

You may think that it's your conscious mind that determines what your life will be like. You're told your entire life that if you work hard and apply yourself, you can accomplish anything. If that were true, then everyone would be successful with a nice home, great career, great family and friends, and enough money so that life is not a struggle. But is that the case? Why do some people have those things while others don't...even those who do work hard and apply themselves? Because it's not what's in our conscious mind that determines what our lives will be like...it's what's in our subconscious mind. I'll discuss this aspect in Chapter 4.

Your conscious mind has nothing to do with who you are as a person. That's the mind that analyzes information so you can make decisions. Everything else about you...your personality, the decisions you make, your destructive habits, the people you attract, your successes and failures all come from your subconscious mind, and that's the mind you have to use to get the things you want in life.

Your subconscious mind works differently than your conscious mind does. Before you begin to change your life by changing your thoughts, it's important for you to learn how your subconscious mind works so you use it properly. This book will show you how to harness the power of your subconscious mind so you can use it to get just about anything you want...your soul mate, your dream job, wealth, curing and preventing disease.

But can anyone harness their subconscious mind power? I'll answer that in Chapter 4.

## About the Author

This is the part in a book that lists the credentials of the author. You've seen all those letters after the author's name before...MD, PHD, DDH, etc., etc. Those letters are there to let readers know that the writer knows what s/he is talking about. I don't have any of those. I'm just an "ordinary guy" who discovered on my own most of what I'm about to show you. That means you too can learn this on your own. You don't need any additional education to learn how your subconscious mind power works (and why it doesn't).

## Chapter One – How Your Subconscious Mind Works

You are the product of your thoughts. What you tell your subconscious mind is what it believes. You can program it to give you just about anything you want, but only if you know how to “talk” to it. Saying affirmations to program your subconscious mind is the most common way to train it. But affirmations must be stated correctly, so knowing how the subconscious mind thinks is critical to using it properly.

**1. The Subconscious Mind only thinks in the present.** It does not think in the past or the future as the conscious mind can. So when saying affirmations to get something you want, say...“I AM”, or “I HAVE”, not “I’m GOING TO BE”, or “I WILL have”. The second set of examples is about something that will happen in the future. The subconscious mind only gives you what it sees. The key to tricking it into giving you what you want is telling your subconscious mind that you have it NOW. If you say you’ll have it or get it in the future, your subconscious mind will see you as presently NOT having it now, and that’s what it will deliver to you...nothing.

**2. The Subconscious Mind does not know the difference between what is real and what is imagined.** Have you ever got into a heated argument with someone and noticed that your heart started to beat quickly? It was your subconscious mind – which controls all your bodily functions – that caused that. Has someone ever made you mad but you were afraid to confront them at the time? So you practiced how you were going to tell them off the next chance you got? Did you notice

your heart started to beat faster? Your subconscious mind also caused it because it believed the confrontation was happening. You were only imagining it. But your subconscious mind could not tell the difference.

**3. The Subconscious Mind learns by repetition...over and over again.**

When you learn any new skill, you have to practice it a lot, not a little. When learning to harness the power of your subconscious mind, you're learning a new skill, so you have to use it over and over again. When you say affirmations to get what you want, you can't just say them once and expect them to work. You have to say them over and over again until your subconscious mind acts upon them. But as with all skills, the more you use your subconscious mind to get what you want, the easier it works.

**4. The Subconscious mind thinks in infinite or absolute terms, not in finite or partial terms.** I'll discuss this further in Chapter 3.

**5. The Subconscious Mind gives you what you want quicker if when saying affirmations you feel the emotion you would feel when you got it.** I said earlier that the key to harnessing your mind power is to trick the subconscious mind into thinking that you have what you want NOW. And since the subconscious mind does not know the difference between what is real and what is imagined, pretend you feel happy when you affirm you have what you want. Isn't that how you would feel if you had it? Just imagine those happy feelings.

**6. Your conscious mind is your logical, rational mind.** It will never accept an idea that does not make 100% logical, rational sense. If you noticed just 1% of an idea did not make logical sense, you would question it. And you might reject the entire idea if that 1% didn't make sense. **But your Subconscious Mind is your il-logical, or ir-rational**

**mind.** It will believe **ANYTHING** whether it makes logical sense or not. It never questions or analyzes anything you tell it. So when using your subconscious mind to get what you want, set your sights as high as you can...don't think what you're affirming doesn't make logical sense. Your subconscious mind will not think that.

So that's all you need to know to put your subconscious mind to work. I call those "The 6 Key Points to Your Subconscious Mind Power". You don't need to know anything else. But training your subconscious mind to give you what you want takes time and practice. I can't give you a time frame as to how long it will take you to master your mind power. It depends on how much effort you make and to what degree you believe in it. But I can say that if you give it enough time and effort and believe 100% in the power you already have, you'll be amazed at how quickly it starts to work.

## **Chapter 2 – Relaxation: The Gateway to Your Mind Power**

Before you start to develop your new skill of harnessing your subconscious mind power, there's another skill you need to learn. While learning and performing it are extremely easy, it is very important to the process. It's called relaxation. Before you begin an affirmation session, you want to relax your body because you also want to relax your mind...clear all the junk out of the way and get your brain wave activity to a minimum so you can focus on the ONE thing on which you want to focus. The subconscious mind is more susceptible to receiving and acting upon suggestions when it is relaxed and focused on that one thing.

Here is how I do my relaxation. First, I put on some very relaxing music. This is optional. Try using music at first to see if it helps you relax. If you relax better without it, don't use music. But you want your surroundings to be quiet. If you have a family, tell your spouse and children not to bother you for the next 20 minutes or for however long you plan to spend. And before you begin, tell your spouse to take a message if you get a phone call.

I sit in a reclining chair and breathe at a normal pace for about 30 seconds and get my mind off of things. Then I take a deep breath, hold it for 5 seconds, then slowly release the air and as I do, I imagine my body is becoming relaxed, as if it dropped down to the next level. Then I return to normal breathing for about 10 seconds, imagining that my breathing is slightly lighter than when it was when I started. I repeat



that process 4 or 5 times, then while I exhale the last time, I close my eyes, and say to myself quietly and slowly...

“The muscles around my eyes are totally and completely relaxed... I couldn't open my eyes if I wanted to because the muscles are soooo relaxed....now I see coming from the sky a beam of light, shining on the muscles around my eyes relaxing them even further... the light of relaxation is penetrating deeply into every muscle, nerve and fiber around my eyes, making them even more relaxed... my breathing is soooo light, my heart and pulse are beating sooooo slowly...now the light of relaxation is spreading from my eyes down my face, down to my jaw and all the surrounding area....down my neck and around to the back of my neck....now the light of relaxation is spreading down my back, down past my shoulder blades...now the light of relaxation has spread across my back, out to the sides of my torso...now the light of relaxation continues down my back and sides, penetrating deeply into the nerves, muscles and fibers, relaxing them even more...all the way down to the small of my back....down to my waist... now the light of relaxation is shining on the sides of my neck and has spread across the top of my shoulders, just relaxing them...now the light of relaxation is moving slowly down my arms, penetrating deeply into every nerve, muscle and fiber making them soooo relaxed...and now the light has gone down to my elbows and has relaxed every muscle...now the light of relaxation is moving down my forearms...slowly down...into my wrist...hands...fingers...and all the way out through the tips of my fingers...now the light of relaxation is shining on the front of my neck and is moving down my chest area, penetrating deeply into every muscle, nerve and fiber...all the way down to my solar plexus...now

down to my abdomen and all the surrounding area... down to my waist...now the light of relaxation shines on my pelvis and hips and is moving down to my thighs...it continues down my thighs relaxing every muscle, nerve and fiber... alllllll the way down to my knees...now the relaxation continues down my calves...cascading down to my ankles... into my feet...and all the way out through the tips of my toes...every part of my body is totally, and completely relaxed”.

Now, as I said, that’s how I do it. If this works for you, great. If not, you can do it the way that works best for you. But you want to get your body totally relaxed. You don’t have to make an effort to relax your mind. It will relax along with your body. And don’t rush through this. I spend about 5 minutes doing the relaxation. Spend at least that amount of time. Also, I recommend that you do this in the morning before you go to work. If you do it in the evening after working all day and then eating dinner, you may fall asleep and miss out on practicing your new skill and throw your night sleep schedule off. So try it at a time when you’re less likely to fall asleep, and do it in a sitting position. I also recommend doing it on an empty stomach or waiting at least an hour after eating a big meal. If you do it right after eating, the food you ate will sit in your stomach like a blob because your metabolism will drastically slow down.

And notice where I put... That’s where you pause and imagine that part of your body relaxing. Just imagine it, pretend your body is relaxing...feel your muscles relaxing. Then move on to the next area to be relaxed.

You most likely won’t be able to do the relaxation later in the day such as at work or while driving to work (certainly not then). And you

want to say your affirmation more than once. So it's a good idea to do the relaxation at least once a day followed by saying the affirmation for a good 15 to 20 minutes to allow it to sink deeply into your subconscious mind.

Your Subconscious Mind Power is not "way down there at the very depth of your psyche". It's right beneath the surface, just one step down from your conscious mind. Relaxation helps you get to it.

## **Chapter 3 – It's Time for Action**

So now you're ready to start learning how to harness your Mind Power. You'll do so with "Affirmations"...statements you Affirm to be true. I've read books that claim Affirmations are more effective if said out loud. I see their point, but I have never said Affirmations out loud. Just saying them in my head has worked well for me. If you want to say them out loud (except when you're in other peoples' company such as work) go ahead.

Let's say you want to use Your Power to be better at your career. I can't give you affirmations for every career because I haven't had every career imaginable. So I'll give you one example you can use to help formulate an Affirmation for the type of work you do. All you have to do is change the words to fit your situation.

First, sit down with a pen and piece of paper. Write down the important elements of your job. What are all the things you need to do well in order to do well in your job? Be specific and very detailed. The subconscious mind works better when you program it with specifics and detail, so stay away from generalities. That goes for any affirmation for any situation.

So you have your list. Doesn't it make sense that if you do all of those elements better you will be better in your career? Of course. So you want to make sure you include all of those elements in your affirmation.

I know something about "Outside Sales". That's a job in which a salesperson calls businesses, sets up appointments with them and then

goes “outside of their office” and tries to turn those prospects into clients. Most companies call those salespeople “Account Executives”. One example would be a computer salesman who calls on businesses trying to sell them his/her company’s line of computers, then continues to service those accounts when clients have questions, problems, or want to upgrade the system.

Salespeople say these are the keys to being a good salesperson:

1. Make the prospect feel you’re helping them get what they want. If they feel you’re trying to get what you want, the prospect will be less likely to buy from you.
2. If you’re in sales because you like helping and serving people by selling them products or services that will make their job easier and help their company be more productive and profitable...if you really enjoy hearing from your clients how much your product or service has increased their company’s business and that’s what drives your ambition, then the money you can make from commissions will take care of itself. If you’re driven mainly by the money you can make, money will probably be harder to come by.
3. When meeting with prospects trying to win them as clients, act the same as they do. “Mirror” their body language, tempo of their speech, tone of their voice, mannerisms. This subconsciously conveys to the prospect...”I’m just like you. You can trust me”.

If I were a computer salesman, this is how I would say my affirmation. First I would do the relaxation, then I’d say something like this:

“I am the greatest computer salesman who ever lived. Every call I make to a prospect ends up with a sale the first visit I make. The

prospect never has to think about my offer for a few days or listen to presentations by computer salesmen from other companies so I never have to visit the prospect a second time to get the sale. Every prospect is eager to buy our computers on my first visit. I'm able to convince the prospect so easily that they're getting a great deal and they feel very good about our computers because they can tell right away that our computers and the service I can provide them are going to help them in their job, and will make their company more profitable. Every prospect can see right away that our computers can help them serve their clients so much faster and better and their business will increase. When I meet with a prospect, I always mirror their actions and they get a real good feeling about me because they can tell I'm just like them and they trust me. They can really tell I'm trying to help get them what they want. I love doing sales because I'm making my clients' job easier and helping their company become more productive and profitable. It's such a great feeling to hear from my clients about how their business has really picked up since they became my client. And when they call me with a question or a need, it's such a great feeling to be able to be of service to them".

I could make this even more powerful by imagining I'm seeing all this happen. I would pause during my affirmation and imagine I'm in the prospect's office and he/she is smiling and eagerly listening while I do my presentation, and he/she says..."Hey, I think these computers are exactly what we've been looking for. These will work out great. I want to get them right away". Or when I affirm..."I love hearing from my clients about how our computers have helped them..." I would pause and imagine the client calls me to say...."Hey Todd, those computers

are great. And that program you gave us has already helped us pick up 5 new clients and our business is really taking off now” and I would imagine feeling happy for them all. So visualization is another key component in harnessing Your Power.

Notice that the three “keys to selling” listed above are included in the affirmation. Now, let’s examine the affirmation to see that it addresses all 6 Key Points listed in Chapter 1:

**1. The subconscious mind only thinks in the present.** I am stating everything in the present, aren’t I? Look at the first sentence of the affirmation. “I AM the greatest computer salesman who ever lived”, not “I’m GOING to be the greatest computer salesman someday”.

**2. The subconscious mind does not know the difference between what is real, and what is imagined.** I am imagining all this and I’m tricking my subconscious mind into believing it by visualizing the entire scenario. I’m seeing the prospect acting favorably during my presentation, and hearing him/her say...”I want to get these computers now”. Plus I’m tricking my subconscious mind into believing it’s happening still more by incorporating **Key Point #5 – feel the emotion.** As I’m doing my affirmation, I’m feeling all the emotions I would feel if all those things I affirmed were really happening.

**3. The subconscious mind learns by repetition.** If you’re just starting to develop your new skill of harnessing your subconscious mind power, you couldn’t say an affirmation such as the example I used just once for one or two minutes and have it work. So how much is enough? And can you do it too much? Dr. Joseph Murphy in his classic book, “The Power of Your Subconscious Mind” says too much effort can stifle

results. I tend to agree when using your Mind Power to attract things, such as wealth, success, a soul mate. So if using affirmations to be successful in your career or attracting anything else you want, try doing a 15 to 20 minute affirmation session following the relaxation. Say your affirmation over and over again during that time, then don't think about it the rest of the day. But do not begin to worry about the reasons you started to do the affirmation...not being successful, not having money, not having a soul mate. That will erase what you wanted to accomplish with the affirmation. If you do start to worry later in the day, then start to say some lines from the affirmation. And just as defeating would be asking yourself..."well, when am I going to get what I want". That's reinforcing in your Subconscious Mind that you don't yet have what you're affirming, and you will start to doubt the power you have. I have done a 15 minute affirmation session following the relaxation just once a day for several mornings, and without thinking about it the rest of the day I saw results within a few days. Will that happen for you? I can't guarantee it at first. But the more you use your Power for more situations the quicker it will work.

Now, when it comes to using your Mind Power to get rid of something, say an illness such as cancer...I think the more you say affirmations the better. Do several affirmation sessions a day expressing joy about being cured. Say lines from the affirmation throughout the day and try to keep the happy feelings of being cured in the forefront of your mind as much as possible. So the rule of thumb...using your Mind Power to attract things, do a good 15 to 20 minute affirmation session following the relaxation just once in the morning, then forget about it the rest of the day, DO NOT allow negative thoughts to creep back into your mind. If so, say lines from



the affirmation. See how that works for you. It could very possibly show you just how easy harnessing your Mind Power really is. If you don't notice any results after 2 weeks, you can try another affirmation session in the evening. But when using your Mind Power **to get rid of** something that's threatening to you such as illness, say the affirmation as often as possible.

**6. The Subconscious Mind is irrational and illogical.** Look at the second sentence of the affirmation. "Every call I make to a prospect ends up with a sale on my first visit". Is it rational to think I would get a sale on my first visit to a prospect EVERY time? Of course not. We're only human. But my Subconscious Mind is not going to think...."Whoa, you want to make a sale on your first trip EVERY TIME? Wow, that's really asking a lot. I doubt I can do that for you...maybe every other time or most of the time, but EVERY time?". Remember that your subconscious mind never questions what you tell it, so don't set your sights low. Set them high. Shoot for the stars, the sky's the limit, go for the gusto, think as big as you can. If I affirm that I get a sale on my first visit with EVERY prospect (**Key Point #4 – the subconscious mind only thinks in infinite or absolute terms, not in finite or partial terms**), maybe I'll do that 60-75% of the time. For any salesperson, that would be an awesome, almost unheard of conversion rate. If I affirm I get a sale on the first visit MOST of the time I will greatly diminish my results. Here's why. First of all, "MOST" is a partial term, in which the Subconscious Mind does not think. Plus, I've read books in which the author says your subconscious mind power works only to the extent that you believe in it. I disagree. If you believe in it halfway (partially) it won't work for you just 50 percent of the time. It won't work at all because the other 50% of the time you'll doubt that it works. Doubt

will negate your efforts. Again (**Key Point #4**), your subconscious mind only thinks in absolutes, not in partials . When you affirm something, affirm it as ALWAYS being true, not MOST OF THE TIME as true. You have to believe in Your Power 100% of the time for you to master it. Think in terms of those Frank Sinatra classics ..."All The Way", and "All Or Nothing At All".

Keep this in mind while trying to achieve any goal. Let's use the salesman example. If you're trying this out because your sales have been slipping or haven't gotten off the ground yet and you're losing confidence in yourself, don't EVER let doubt in yourself or Your Power enter your mind. If in between the time you do the affirmation you start allowing those old doubts to creep into your mind, the affirmation won't take hold. When you get done doing an affirmation and you feel real good about yourself because you "got all those sales on your first visit" and you have a lot of confidence, hold on to those feelings throughout the day...keep them in the forefront of your mind...force yourself to until you have them running on auto pilot. If doubt ever enters your mind, start to say some lines from the affirmation. Get back on track as quickly as you can. Don't undo what you're trying to do with the affirmation. Just as athletes are training their bodies, you're training your Subconscious Mind. It takes a conscious effort at first until it becomes a habit.

O-kay. This should give you an idea of how to use your Mind Power to get just about anything you want...not just doing well in your job. But you can use the example as a model to fit any situation...attracting wealth or a soul mate, getting your dream job, curing or preventing disease. You just have to change the words to fit the situation.

## **Chapter 4 – Will This Work for Everyone?**

I said in the introduction that it's what's in your subconscious mind that determines what your life will be like. If you have read self help

books that taught you how to set goals and you've achieved them and now you have a great life, it's true that it was your conscious effort that led you there. But the bigger picture is, there was nothing in your subconscious mind that stopped you.

A common experience many people have had while trying to program their subconscious mind for success is that it worked for a while, then STOPPED working. If that has happened to you, then you're programmed to fail. But how can that be? No one consciously wants to fail and struggle through life. The program to fail is in the subconscious mind, which is just like a computer.

Information is stored in a computer and is later recalled. For this illustration, I'll refer to computers as they operated before they had hard drives. Back then every program came on a floppy disc. Let's say you were working a program for a while, then decided to work another program but you forgot to change the disc. You could not access information from the new program because the old program was still in the computer. Only when you remembered to remove the old disc and insert the new one could you access the new program.

That's exactly how your subconscious mind works. It remembers everything that happened to you... every thought and feeling you had, every sensation you felt. Everything that enters your subconscious mind is stored. If it were first programmed for failure and you later try to program it for success without "removing the original disc" your efforts may work for a while but they'll eventually STOP, and the old program will start to play again. Until you uncover why you're programmed to fail so you can "change that disc" or release that old program, all your conscious effort to succeed will not work.

So how does someone program themselves to fail? People who

have tried to program their subconscious mind for success only to see their effort stop after it worked for a few months...those whose life is in constant turmoil...those who always have bad luck following them around are most likely dealing with past life issues. What's that, you say? We've lived past lives? Well, not you...not the person you are now with the body, energy, genetic makeup, chemistry and conscious mind you have now. You have never existed before and you will never exist again. But your spirit has lived many lives. You don't consciously remember those lives because the body and conscious mind you have in each life end when a life ends. So you can't have any conscious memories of your past lives. But your spirit continues on to its next existence and remembers everything that happened in your previous lives. That's not what I believe, that's what I know.

My earlier life was a constant struggle. I was the classic loser, never getting what I wanted. Or if I did, something would happen shortly thereafter that caused me to not have it anymore. When I first learned about harnessing the power of the subconscious mind, I tried it and it worked for a while. But then it stopped working. As time went on my life got worse. Suicide seemed to be a good option. But when I was introduced to the concept of past lives, and was made aware of my past life issues and worked to resolve them, only then did my life improve.

## Chapter 5 – Are You Programmed to Fail?

If you apply the mind power techniques I've shown you and they work and keep working, I'm extremely happy for you. If they work for a while – say a month or two – then stop working and your life goes back

to the way it was before, you'll still benefit. That will tell you that you're programmed to fail, most likely due to past life issues. You must resolve those issues if you want to succeed.

So how do you do that? I was lucky. While living in Lancaster, Pennsylvania and friend of mine told me about a friend of his who is a Psychic. She doesn't advertise, there's no sign in front of her house and she has an unlisted phone number. Since the mid-1960's, police departments all across the country have called on her to help solve cases. She would not have the reputation she has with police if she were not good. (Did you know police departments who need evidence "beyond a reasonable doubt" before they can charge someone with a crime use Psychics? Police would not rely on them if they were not credible.) Her name is Karyol (pronounced "Carol") Kirkpatrick. If it's too far for you to travel, she does phone consultations. Her number is 717-393-8827.

But you have other options. Try to find a good Psychic in your area, preferably one who doesn't advertise unless you know someone they've helped. Ask friends who have an interest in New Age topics such as Astrology, Tarot Cards or Numerology if they know of any Psychics who do not advertise. Try to avoid Psychologists and Psychiatrists unless they do Past Life Therapy (most of them don't). Look in your Yellow Pages for Hypnotherapists. Go only to those who do Past Life Therapy or Clinical Regression Therapy.

If you get help from any of those sources don't rely on them for all the answers. You'll have to uncover some of your past life issues on your own. This gets you involved in the process...it forces you to face your demons yourself, which is necessary for the healing process.

And that's where we can help. Go to our

website...[www.MindPowerAssociates.com/pastlife.aspx](http://www.MindPowerAssociates.com/pastlife.aspx) click on the link for “Llewellyn Worldwide” and search for a book entitled, **“How to Uncover Your Past Lives”**, by Ted Andrews. His book helped me greatly.

If you’re not programmed to fail, our site has resources to show you how to take your mind power to another level and to become a True Master of your own destiny.

If you have any questions for me, you may e-mail me at...[info@MindPowerAssociates.com](mailto:info@MindPowerAssociates.com).

I wish for you everything you want in life.

