

PART 3



HOW TO TAP THE INCREDIBLE SECRET

Powers of Your Own Mind

*“Things are neither good nor bad but
thinking makes them so”*

SHAKESPEARE, *Hamlet*.

This release will probably be the most fascinating part of the program so far. It is now time for you to learn how to take control of your life and steer it around in the direction you really want it to go. Some of the techniques you will learn here are so powerful that you will not believe the incredible progress you will make towards your life's dreams.

**“You are about to get everything you want
out of life”**

Now I know that some of you will think that it all sounds too good to be true, pie in the sky stuff. You may even think that you have heard all this before. It's all that self-improvement rubbish again. I tried all that before it's no good. This is not an unnatural reaction after all it can sound too good to be true or even impossible if you are not familiar with the workings and power of the mind.

However it is true and many thousands people have already used some of the techniques mentioned in this course to get all they want out of life. The strange thing is that the process is very simple. In fact it is deceptively simple and this is often what makes people skeptical.

Don't worry about how it works just accept that it does, I know because I have used it as have thousands of others. As someone once said "some people spend their time studying the

roots while others pick the fruit, which end do we want to be on?

If you can suspend your skepticism for a shot while and give yourself a fair chance you won't be sorry I promise. After all you owe it to yourself.

There are a great many books written on self-improvement and goal setting. Some are very good many are appalling and have been cobbled together by quick "buck" merchants who only have the vaguest notion of what they are talking about, let alone tried the techniques they attempt to describe.

I decided to include this section in a course on Hypnotism because a great many of the techniques described in books on self-

improvement are firmly based on and use Hypnotism.

You would be amazed at the weird and wonderful names people, mostly Americans, can come up with to describe what is undoubtedly a great force within us all. Things like “Dyna/Psyc” or “Neo/Psyc” etc.

I can only assume authors think that were they to use the word Hypnotism it would frighten people off, perhaps for the reasons I gave you in part one.

Of course just using Hypnotism on its own will achieve great results but when you combine it with some other brilliant techniques the results are quiet amazing.

As you know throughout this course you have been learning about the characteristics of your

subconscious mind. Well you will not be surprised to learn that it the vital link in all of us which determines whether we fail in achieving our life's dreams or whether we succeed.

Now this point is so vitally important that I want you to really take note! The subconscious mind is the vital link which determines whether we fail in achieving our life's dreams or whether we succeed.

When we understand this basic truth we can start to plan for the future with confidence. You have already read some case histories in part two which clearly illustrate the kind of harm the subconscious can inflict if it is allowed to go unchecked. The subconscious can in the same way either help or hinder us in our desires to improve our lot in life.

The first step in achieving everything we want out of life is to ensure and convince our subconscious mind that we deserve to succeed. It doesn't matter a fig if our conscious mind knows we are extremely capable or more talented or cleverer than the next person, if our subconscious mind has a contrary view or idea then we are in trouble. If your subconscious mind and your conscious mind are working to different agendas then you will fail. It is as simple as that

The significance of the above statement is so important to your success in life that I want to drive it home. I believe it is because this point is not explained fully in some self-help books that some people fail despite their obvious conscious eagerness to succeed.

We have to convince the subconscious mind that we are worth and deserve to have everything we want out of life. Remember what your subconscious mind believes and expects will happen.

This may sound simple but it is nevertheless perfectly true. The esteem with which our subconscious considers us can be described as our “Self-Image”. We all have a self-image which is in some degree is either “Positive” or “Negative”. It should always be your aim to build up our self-image as much as possible so that you have a strong “Positive Self-Image”.

This is a vital ingredient for any individual if they are going to enjoy a happy and enjoyable life. How much you like yourself is the single most important statement about you as a human being! How much you like yourself determines how well you perform in every area of your life. How much you like yourself is the very core of

your personality. Many studies have been carried out on this subject over many many years. It has been found that there is a direct relationship between how much a person likes himself and how successful that person is in forming relationships with others. The more you like yourself the better you perform in your career and in every area in your life.

It is a strange thing but nature gives all of us a large helping of “Positive self-Image” or PSI when we start out in life. A baby in its mother’s womb feels warm and secure. It has no knowledge of the outside world, its pleasures or its dangers. Once you are born you are exposed to all sorts of influences some of which enforce your PSI and others which detract from it giving you a “Negative Self-Image” or NSI, (sometimes described as “Inadequate self-image or ISI).

Doctor Eric Berne MD termed these influences in life as “Strokes” and it is the balance of these positive and negative strokes in our life which is

responsible for our current level of PSI or NSI. Another important aspect to note is that we are far more vulnerable or impressionable when we are young than when we get older. To quote the old Jesuit saying “give me a boy at a tender age and he will be mine for life”. Young minds are more malleable at an early age say seven than at twelve, and more suggestible at twelve than at eighteen. It is for this reason that most Self-images are really formed in our early, or formative, years.

Bad strokes can take the form of negative criticisms particularly at an early age. A small child being constantly criticized about having their room in a mess will ultimately grow up to be a messy individual. After all if a small child is constantly told they are messy and sloppy they will come to believe it and act accordingly.

Particularly difficult “bad strokes” can and often do occur when a child feels it is unloved by its

parents. Perhaps they don't spend enough time with the child because they have busy lives demanding careers or whatever. Many delinquent children suffer because deep down they feel unwanted by their parents. Sometimes parents will actually say to their children that they are nothing but trouble, they wish they never had them, or "if I didn't have you I could have made something of my life" etc.

One of the worst things a parent can do to a child is to withhold their love. To a small child this kind of treatment can be devastating psychologically.

It is not possible to give a newly born baby too much love and attention. It is thought that the first year is crucial. In several experiments that took place at the beginning of this century, and some in the early forties, a number of newly born baby orphans were divided into two groups. The first group were looked after, talked to, cooed over, and cuddled. The second group were just

fed and had their nappies changed. They were deprived of any real normal human contact other than their basic needs. They were given no emotional support at all. Unfortunately this experiment was not stopped in time with disastrous results.

After a short time the first group seemed to thrive however it became very clear that the second group began to suffer and appeared to wither away. Incredibly over ninety percent of the babies in the second group actually shriveled up and died within the first ninety days of birth! Horrific but true.

Most babies will neither receive constant loving attention nor habitual neglect or abuse. Of course there will be exceptions but in the main they will receive a number of negative strokes and a number of positive strokes. It is hoped that you have received more positive strokes negative ones.

It is well known among most psychiatrists treating patients with eating disorders like anorexia that they have to give these people *unconditional love*. This is because these people have virtually no self-esteem at all. Their PSI is at zero.

Now at this point I want you to realize that a person's level of PSI does not necessarily have a direct relationship to their physical or mental capabilities. It is perfectly possible, indeed it is fairly common, to find people with very low PSI's or strong NSI's who appear to be incredibly talented or skilled at their work or at a particular hobby.

This statement may seem contradictory but it nonetheless perfectly true. I have had a friend who is a good example of someone who is extremely capable, very talented, and highly

intelligent, but who has an extremely poor PSI. I will call her Karen although it is not her real name. I remember her taking four A levels and she passed them with straight A grades. I swear she only revised for the exams the night before. She never seemed to work hard on her homework because she did it all at school. In fact she said she had to because she needed her time at home to practice the piano. Music was her first love although the school wanted her to try for Oxford and study English.

Eventually it was time for her to audition for a place at one of the prestigious music colleges in the country. She auditioned for the Royal Northern College of Music, the Royal College of Music, the Royal Academy of Music, plus a few other places that I will not bother to mention.

Of course she was awarded places at all of the music colleges she tried for. She could take her pick and she did.

Now here is a person who had great academic ability and considerable talent in the arts. Incidentally I forgot to mention that she was a stunningly beautiful girl as well.

Now you would think that a person like this would have the world at her feet. She had the ability to develop considerable skill in virtually any subject she decided to look at. In fact it was an in joke that give Karen a book on brain surgery in the morning and she would be in the operating theatre by the afternoon. Coupled with all these sickening talents she was also a great linguist!

You might be surprised to learn that Karen was riddled with self-doubt and insecurity. Her PSI was almost zero. She was desperately unsure of herself and was riddled with doubts about her own worthiness. To find the cause of lack of self-

worth you have to look closely at the family background.

Karen's parents were about the most ill matched couple you could imagine. Her father was a good twenty five years older than her mother. The mother married when she was only nineteen (in fact there is some doubt as to whether they ever did actually get married). The father was born in the 1920's in Sicily. He had been married before but the marriage had failed. He was a simple person who never had any real formal education. Nobody did in those days since Sicily was a very poor island. He was born into a large family and his life was tough but he had a happy childhood all the same. His family were very close and there was a lot of love going around. He was basically a nice ordinary bloke with a warm friendly character.

The mother was a very different kind of person altogether. The story goes that she was an only child and was never really wanted in the first place. She was not shown any real love at home and was always made to feel worthless and a nuisance. Although bright at school she was not allowed to go on and take any worthwhile qualifications. As soon as she was old enough she was sent out to get a job.

She got a job at a psychiatric ward in a hospital where she met her future husband. It was probably her first real encounter with the opposite sex. She was emotionally a very needy person.

She was young and inexperienced and he appeared worldly wise and charming. Anyway they soon got together and before long she left her parents' home to live with him. With hind sight one could say she took the first opportunity

she got to get away from her parents. She craved a little love and affection and so when it was offered she grabbed it with both hands.

When she was only just nineteen she gave birth to Karen. Karen's mother soon felt very frustrated. As I have already said she was bright and could have made something of her life but she now had a young daughter to bring up. Her relationship with her husband became strained with numerous rows which often resulted in him walking out for a few days until things had simmered down. Karen's mother knew she had a small child to bring up and didn't like the idea of doing it on her own so she put up with the relationship as it was. At least this was how she saw it. She had begun what was soon to become her lifelong role in life that of playing the Martyr.

The mother had a very low PSI and ensured that her daughter would also.

She wanted her child to have the opportunities she never had but at the same time she bitterly resented her daughter. She was jealous of her. Karen's father doted on the girl and this reminded Karen's mother of what she had craved for in her own childhood but never had. Sadly the mother became more and more resentful and bitter. She started beating Karen and ruled her life with a rod of iron. Karen would say later that she always felt she was expected to bow down every day and pay homage or penance to her mother in return for all the sacrifices she said she had made on Karen's behalf. She was made to feel ungrateful and selfish. She was rarely allowed to mix with others of her own age let alone have any boyfriends. Karen would often be hit with little or no warning. Karen said she got to the stage that she would instinctively flinch when her mother

moved her arm suddenly because she expected another swipe.

This kind of treatment obviously took its toll and naturally left Karen with many emotional scars. Little wonder then that she doubted her self-worth as a human being. It explained why despite her undoubted talents her “Self-Image” was so low. Karen is a very capable and intelligent woman but sadly she has always found it hard to make a lasting Success at anything. She would put great effort into her career and just as things seemed to be coming together she would lose interest or sabotage it in some way. The same was true of her marriage. She seemed to have everything in life, a good home, two beautiful children, a loving and supportive husband, regular work, and security.

The last I heard of her was that her marriage had failed and that she was teaching music in a

rundown roughneck school trying to bring up two young children under the age of five single-handed.

I have mentioned this story in a little detail because it shows that no matter how capable a person is, this is known as the (“I CAN FACTOR”) by the way, unless there is at least a reasonable level of PSI they are going to have big problems in life.

It is very important you understand that unless our PSI is in a healthy state then it is difficult or virtually impossible to achieve success and happiness in life.

You might consciously desire to have a big house, flashy car, loads of money in the bank, unless your subconscious mind thinks you are worth it then forget it. You should now be aware of the fact that if your subconscious mind does not want you to succeed at something then you

won't. Just when you are closing some big deal something totally unexpected will happen to muck things up. "I don't know I seem to be so unlucky everything seems to go wrong for me". If this sounds familiar don't worry it is fairly common and is almost entirely due to the subconscious mind sabotaging your conscious efforts.

It's a bit like an airliner having a bomb on board which will be triggered to go off should the plane climb too high. The bomb is happy provided the plane stays at 25,000 feet but the moment it reaches 30,000 then Boooooom!!

Most people experience the same amount of good and bad luck in their lives. Luck is really unimportant. Of course some people win millions on the lottery but the percentage is so small as to be irrelevant. In fact some people who suddenly win relatively vast sums on the lottery end up very confused and depressed

even guilty. (Perhaps they don't think they are worth this success?)

How To Build a Strong PSI:-

I hope you realize that it vitally important that everyone should aim to have the highest PSI possible. If you are a parent it should be one of your goals in life to ensure your children get plenty of encouragement, love and praise , especially in their early years. As you know the level and depth of our respect and love for ourselves is related to what happens to us in our formative years. It can take a little time to rebuild a PSI particularly if you have a tarnished and tattered one to begin with. However the rewards are well worth the effort.

Please don't miss understand me. Liking, or loving yourself does not mean you have to become vain, arrogant, or obnoxious. As I said

earlier the more you like or love yourself the better you will be able to relate to and love others. People who genuinely like and accept themselves only manifest this in positive ways in their relationships with other people. People who are unpleasant, act superior, selfish, and arrogant; these people have behavioral problems and are, in the main, extremes, and in some extreme cases need professional help.

Your subconscious mind has already built up a firm view of what it thinks you are and how you fit in the world around you. You have to remember it is a vastly complex computer and your life experiences thus far have programmed it accordingly. You know for example that drinking bleach or caustic soda is a bad idea. You also know that putting your hand in a fire is painful. This is obvious. Your subconscious computer is there to protect you. The problem is it can be over zealous as we have seen in some of the examples given in part two. Sometimes there seems to be a contradiction in how it goes

about doing its job. Remember Clare who put on a lot of weight because she was scared of getting pregnant again. Putting on weight is not a healthy thing to do but her subconscious reasoned that it was necessary to stop her having sex with her husband. It reasoned that if she were to get pregnant again her father would die!

Sometimes the subconscious is very reluctant to change and so merely using conscious logic will not always persuade it to change. In fact cold rational reasoning will almost certainly not work. With Hypnosis we can have a much better chance of getting positive messages through and so alter any negative or harmful programming that may be hiding there.

If you already have a strong “Personal Self-Image” great then the exercises that follow will simply maintain and build on it. But even the most secure and confident person needs a bit of

extra help. I do not want you to analyze these exercises just take them on trust and follow the instructions.

Remember your subconscious mind does not respond to logic or rational argument. Don't be tempted to take short cuts and miss out the odd bits. This will retard your progress. Remember your subconscious has taken many years to build its view of you and the world around you so do not expect to change things over night. These exercises have been tried and tested and they work and work very well.

Don't Look Back Look Forward!

Before we get started there is one thing I will mention. It has some bearing on what I said earlier. Sometimes people are very bitter and angry about their past. They feel a lot of resentment towards a parent or an ex- spouse or

whatever. This state is sometimes called “acting the Victim”. Unfortunately anger is a very destructive emotion. It eats away at you inside. It occupies valuable areas of the mind that would be better employed making your life worthwhile and meaningful.

Know this is much easier said than done. I know of some people who have not spoken to a parent for years on account of something that was said or done years before. Both refuse to be the first one to break the ice. If you can it is good to get this kind of thing off your chest. If you are not bothered whether you speak to someone or not that does not matter. What I am referring to is the kind of nagging resentment that clouds you day from time to time and distracts you from your much more important task/goal of getting the most happiness and satisfaction from your life.

It takes a big person to admit they were wrong or to make the first move. If you can you should try to bury the hatchet, preferably not the other person's back. If the person you have a grudge against is still alive give them a ring and say you forgive them. You will not believe the relief this can bring.

Often the other person is incredibly relieved as well. If you cannot ring write to them. If they are dead simply talk to them as though you think they can still hear you. I know it sounds daft but can work wonders. There is no room in your life now for any kind of negative thoughts. They are a nuisance and get in the way. You don't want them and you don't need them so throw them away. Put them behind you forever. Turn the page. What is past is past!

Incidentally you don't have to like the person you are forgiving. This is not necessary. You talk to

them in your imagination. The important thing is to mean it and say it with **feeling**.

I have met people who have spent thirty or more years of their lives feeling bitter and resentful towards someone or something that affected them in their life. It might have been a bitter divorce or a failed business deal, or an opportunity that was never taken at the time. The “what if syndrome” or “if only I had done such and such”. Most of us have been prone to this kind of negative harking back to the past from time to time. This kind of thinking is rather like walking down the high street with your head looking permanently backwards over your shoulder. Not only do you get a crick in the neck but you will walk into people and trip over things or even walk in front of a lorry!

I remember very well watching a news item about a forthcoming trip to Japan by a member

of the Royal family. There seemed to be two opinions at the time. One group of former prisoners of war, who had been captured by the Japanese during World War Two and endured much torment and hardship, were understandably upset that such a visit should have been contemplated. The other view was put forward that it was now time to forgive and move on in life. They were not saying that we should all forget what had happened but that the war was a long time ago and keeping this hate going all this time was not healthy. The strange thing was that this conciliatory view was expressed by a fair number of other prisoners of war who had also suffered terribly at the hands of the Japanese.

Now this situation had a profound effect on me. It was obvious that those opposed to the visit were very angry old men and who could blame them. Some of their stories made me feel sick

and angry towards the Japanese however I could only be feeling a tiny fraction of the anger they must have felt. You could see the strength of feeling in their whole being. You could tell that the last forty years of their life must have been blighted by their simmering thoughts of hate and resentment.

When the others put their counter view I was humbled by the way in which one ex-veteran in particular spoke about his experiences during captivity. There was an astounding difference in his demeanor and those in the first group. He was a wonderful man and appeared very serene. He didn't defend what the Japanese had done but accepted it was war. He seemed to know in his heart that it was pointless harboring dark resentful, even vengeful, thoughts towards the Japanese. It was plain that he was more at peace with himself and the world around him, than the others had been. If you like, he had come to

terms with his experiences and was obviously healthier in mind and spirit.

I only mention this because if someone can endure what these people went through and manage to forgive their oppressors surely we can forgive those people who have caused us pain and suffering. I am not using this example as some sort of yard stick of suffering. Suffering is relative to the individual. Some people reading this might feel they have suffered even more than these prisoners. We are all different. What I am saying is that if you can forgive and put your negative past behind you, you will get much more from your remaining time on this world in terms of quality. The last thing I want to do is turn this into an evangelistic crusade but the Lord's Prayer does say "forgive us our trespasses and those who trespass against us".

ELIMINATE GUILT

Guilt can be one of the more destructive emotions that can burden our lives. Just as you must forgive “those who have trespassed against you” you must also learn to forgive yourself. If you feel guilty about something you have done in the past say out loud that you are sorry. Admit that you acted badly. If necessary ring the person effected or write to them and tell them you are sorry. If this is not possible just say out loud, as I have said, that you are truly sorry for you past actions and regret the harm, heart ache, upset they caused.

Don't waste time going over past regrets, cherishing your past mistakes, shedding tears over opportunities lost! Eleanor Roosevelt was asked how she had so much energy for so many different projects, she replied “because I never waste time looking back”.

Let's get back to your "Positive Self-Image".

If we are going to change and build our PSI we must first remember how the subconscious mind functions. First of all it does not really like cold logical arguments. The subconscious mind responds best to EMOTION and FEELINGS. It also likes IMAGES. So the more we can appeal to these three things the greater our success.

What we have to do is ensure that we get more POSITIVE feelings directed towards us and cut down or eliminate the number of negative emotions that come our way.

STEP ONE. Reduce the number of negative strokes in your life!

Now this could be difficult to achieve if you are currently in an unhappy relationship of some kind. This could be an unhappy marriage or it might be that you are still living at home with your parents and there is constant friction in the house. These are two of the most common sources of negative emotion in my experience. Of course there are others. Working for an unkind or bullying boss for example. However out of the three I would say that an unhappy marriage, or relationship, must be the worst case scenario.

Hopefully for most of you this will not present too many problems and you will be able to skip this section and move on. If you are happy and content in these areas then great you can skip this bit and go on to step two.

Two people who were once close and know everything about each other can do a lot of harm

to each other emotionally. They know the weak and vulnerable areas to probe and twist the knife in. If you are in such a relationship you must be very clear in your mind what it is you want. Your options are as follows:-

- 1). **You can leave the relationship.**
- 2). **You can decide to salvage it by taking positive active steps and discuss your problems and differences, on your own or with a councilor. *(Some of the techniques taught in this course will help here).***
- 3). **You can stay as you are.**

If you take options one this can be very painful initially but virtually everyone who takes it is nearly always glad that he did!

Option two may seem attractive but can be hard work. It can be very hard work to salvage a damaged relationship but sometimes the effort is worth it. Some marriages/relationships are much stronger as a result.

Option three is not really an option. It is more like emotional suicide. If you really want to be happy and achieve anything in life then forget this one. I cannot think of anything worse than this. Many excuses are given for just sticking together. For the sake of the children is a common one but any child who has experienced an unhappy home life will tell you they would have preferred their parents to have split up. The emotional strain and harm that can be done to a child in my opinion vastly out ways the reasons for slogging it out together. There have been many studies carried out on this subject and the weight of professional opinion tends to back up this up. Apart from anything else what kind of life

is for the parents? After all you **deserve**, or owe it to yourself, to be happy!

STEP TWO. “Give yourself a hug every morning”.

What’s this? Give yourself a hug? This is getting strange! Well it makes more sense than you might think. Do you remember I told you that you would come across things that sounded strange or bizarre? I can assure you that I am deadly serious about everything in this course. It is based on many years of serious research and study. How do you feel when a close friend or loving relative gives you a hug? Do you feel bad? No of course you don’t.

To illustrate the point imagine how you would feel if someone you knew came up to you in the street and waved and said it was good to see you. If this person failed to smile or show any positive

body language your subconscious would dismiss the gesture and your PSI would remain unchanged or even harmed in some way. Your subconscious would search for the emotional content and the feelings behind the gesture and find none.

Compare this with someone coming up to you with a beaming smile and putting their arms around you and giving you a big hug but saying nothing? Your subconscious would get that message straight away and your PSI would get a big boost.

The problem is that it is hard to get people to walk up to you and give you hugs all the time. In fact the more you ask people the less inclined they will be to oblige. It is strange but it seems that the people who need the affection from others seem to get it least and those who appear

happy, confident, and positive seem to get love and attention all the time. Why is that?

Obviously if you appear to be upset or depressed for some reason people will rally round and show concern and try and help. The problem is if you appear needy on an ongoing basis people will quickly learn to steer clear. So if you cannot rely on a steady line of people to rush up to you each morning and give you a hug you will have to do it yourself!

When I say “give yourself a hug every morning” I am speaking metaphorically of course. The following exercise will probably sound very strange to you but I can assure you it is very powerful. What you have to do is this. Each morning when you get up and go into the bathroom look into the mirror and say one or more of the following things:-

- 1.) “I like myself”. (You can repeat this as often as you like.)
- 2). “Good morning, you’re looking really great today”
- 3). “My god you’re a really terrific guy/girl”.
- 4). “You and I are really going places .
- 5). “I feel really terrific this morning”.

You probably get the picture. You can add to this list or even use all the ideas given. It is also a good idea to vary the script a little. The most

important point to remember is to feel as positive and warm towards yourself as possible. In fact I would urge you to use the first example each and every day. You can say it or think it as many times as you like. This phrase “I like myself is short and direct and to the point. I guarantee if you say it to yourself twelve times with feeling while looking at yourself in a mirror you will find it impossible not to smile at yourself! Try it and see if I am wrong, but remember to use feeling. Remember your subconscious responds best to emotion.

If you carry out this exercise a few times a day for a month you will start to notice the difference. You will feel your self-esteem begin to swell inside you. You will feel more confident and positive. Many people have been taught this technique and have received tremendous

benefits. They say that they were surprised that something so simple could be so effective!

Don't expect to convince your subconscious that "you like yourself" if the night before you drank a whole bottle of whisky, you have a splitting head ache, and your mouth feels like the inside of a bird cage. You may find that there could be a wee bit of resistance. Remember the subconscious cannot hold two opposing views at once.

Don't look into mirror and say "God I look old" or "I look fat, or ugly".

This is the very bad habit to get into. Don't do it!

STEP THREE. Give yourself a treat:-

Some people feel guilty if they buy anything or do anything for themselves. They feel it's selfish. If they do buy something for themselves they

invariably feel obliged to buy things for loads of other people as well. Now if you are the kind of person who regularly does nice things for themselves then good you can skip this part but if not read on.

Patting yourself on the back and rewarding yourself is a perfectly natural and good thing to do. We all know we should encourage children by giving them praise and encouragement so why not do the same for ourselves. I am not talking about being selfish and going on some kind of credit card binge this would create far more problems than it would solve. However you should get into the habit of rewarding yourself from time to time without feeling guilty. If you feel uncomfortable with this suggestion don't worry it is simply because your PSI needs a little work.

Guilt is another of those nasty negative emotions that we all have to learn to deal with. As I have said before guilt is a burden a break on your life and serves no useful purpose. The only solution is to counter it by developing good thoughts about yourself and those around you. Giving yourself little treats now and again will help.

STEP FOUR. Control your own thoughts:-

There are a number of immutable laws governing the mind the most important of which is that **“we become what we most think about”**. If you constantly dwell on negative or depressing thoughts then don't be surprised if you get or feel depressed. The more positive you can be on a day to day basis the better. If you think you tend to be the kind of person who dwells on the negative side of things then make it your aim to re-educate your mind.

It is known that conscious mind can only hold one idea or thought at any one time so if we can develop the habit of having positive and constructive thoughts in our mind then it is hard for any negative or destructive ones to get through.

The subconscious and conscious minds are a team. They work best when they work in harmony. Problems only really occur when they are in conflict with each other.

I have written a script that you can use in the way described in part two. You can make your own hypnotic tape. Ideally you should use it once every two days for a month during your waking hours and every other night when going to bed. Playing the tape a bed time is OK. It does not

matter if you fall asleep since your subconscious mind will still get the message. **It never sleeps.**

The tape will make it much easier to re-educate your mind and help you become a much more positive person. This coupled with other techniques mentioned here will ensure you will develop the best state of mind possible to achieve all your aims and goals in life with absolute confidence.

I appreciate to some of you the idea of simply thinking positively sounds a bit quirky but it does work. The quality of the content of our mind is what determines how we feel. Do we like to feel angry, depressed, sad, anxious, and fearful? Of course we don't but often it seems impossible to change. However all these states of mind are under our control if all but knew it. Let me illustrate a point.

Imagine you are getting up to go to work on a Monday morning and it is raining hard outside and the wind is blowing a howling gale. You are running late and when you get to the office you know you have some difficult calls to make or difficult people to deal with. Let's face it you feel daunted. Just before you leave for work the post arrives and you pick it up and stuff it into your brief case to read on the train. Eventually you get to the station after braving the elements.

You feel cold and your feet feel wet and when you get on the train you find there are no seats so you have to stand all the way. After a few moments you remember the post you picked up and so you decide to open it. Apart from the usual bills there is an envelope you don't recognize so you open this first. To your total amazement it's from the Premium Bond Office stating that you have won £50,000.

Now just imagine what your state of mind would be like at this time. In an instant your feelings of doom and gloom would disappear. Your worries about the coming day's chores at work would vanish and you know you have the ability and confidence to deal with anything the day could throw at you. Your people at the office would see you breeze in smiling and happy throwing yourself into your work with gusto. Somehow those difficult calls you had to make didn't seem so difficult after all and eventually the day is over and you return home.

You run yourself a hot bath and pour yourself a drink and relax with a big contented smile on your face. You are washed and dressed and feel great when suddenly then the phone rings and it's your old mate Fred. Fred is giggling at the other end and unable to contain himself he

explains he sent the letter from the Bond office and it was all a joke. Then you realize that today's date is April 1st.

Now after you have torn a strip off him and called him every name under the sun you stop to think and recall how you felt at that precise moment you got that letter. The letter was a fake but how did you feel and how did you react to your day at work. Were your feelings false or where they true feelings?

You see feelings are always true. You can have good feelings or you can have bad ones. What would you rather have? The point is that you now understand more about how the mind functions and how Hypnosis can help you. You have more control and choice in your life today than at any time in your past.

You have the power to eliminate negative thoughts from your life right now. USE IT!

I want to move onto another important area that needs work if you are to achieve everything you want from life. However before I do let me just give you an example of the effect NSI or inadequate self-image. In America a real estate company were expanding their business and needed to recruit top flight salesmen. They put ads in numerous papers stating the truth that people willing to come to work for them could make \$50,000 a year. To their surprise the response was very disappointing so astute advertising man suggested they change one small bit in the advert. Can you guess what it was?

The bit they changed was the figure. Instead of \$50,000 they changed it to \$20,000. They then ran the advert once more. The response brought in ten times the number of replies. Because of the huge response they were able to pick the very cream of the crop.

Now you understand the effects of NSI and PSI you can see why the first advert failed. Most people do not think themselves worth \$50,000, they put a limit on their true worth or value. Fortunately the real estate firm had a training program to promote strong PSI and many of the salesmen who were taken on for the job went on to earn far more than \$50,000.

Incidentally the criteria the company used in making their selection was not age, education, or experience. They chose those people who were willing to learn and to change!

THE “I CAN FACTOR”:-

To succeed in life you need to have two things in good supply. A strong PSI and a strong “I Can Factor”. A strong PSI is the much more important of the two nevertheless you should aim to build up both if you really want to succeed.

In this last section I want to touch on the subject of the “I can factor”. This is more usually known as the “I can’t factor”. This is not the same as PSI or NSI although there are similarities and connections. PSI is to do with how we feel deep down about ourselves. How much we love and respect ourselves. PSI as you know is essential for a happy and fulfilled life.

The “I can factor or ICF is more to do with your feelings as to how able you are to do things. ICF is generally something that is more tangible. Some people are very confident in their abilities. Karen who I mentioned

earlier was a very able person. This was obvious from what she achieved in things in her life. She achieved a good A level grades, she was a fine and talented musician, she has now become an excellent and highly respected teacher. All these things are tangible. Karen's problems were entirely to do with her deep routed emotions, the intangible things. Karen had a very good ICF otherwise she would never have achieved what she did.

This is not altogether surprising. In Karen's case she felt unloved by her mother and so tried to gain her admiration and attention by being successful in other spheres of her life. Of course it didn't matter what she did it would never be enough for her mother but the compulsion to try would always be there. This kind of behavior is fairly common.

To find out what your current level of ICF is like I would like you to answer the following questions as truthfully

as you can. Tick the answer that you feel most comfortable with.

1. Do you think you have the ability to pass all the exams necessary to fly a plane?

Answer; no never, I don't think so, maybe, I think I could, yes of course I could if I really wanted to.

2. Do you think you are capable to speak five different languages fluently?

Answer; no never, I don't think so, maybe, I think I could, yes of course I could if I really wanted to.

3. Do you think you could learn to play Piano or Violin to concert standard?

Answer; no never, I don't think so, maybe, I think I could, yes of course I could if I really wanted to.

4. Do you think you could develop the skills necessary to become a formula one driver?

Answer; no never, I don't think so, maybe, I think I could, yes of course I could if I really wanted to.

5. Do you think you could ever study hard enough to become eminent brain surgeon?

Answer; no never, I don't think so, maybe, I think I could, yes of course I could if I really wanted to.

6. Do you think you have the ability to generate enough earnings to retire in ten years' time without ever having to worry about money

again?

Answer; no never, I don't think so, maybe, I think I could, yes of course I could if I really wanted to.

Now I depending on your answers I want you to award points in the following way:-

1. **No never = one point.**
2. **Don't think so = two points.**
3. **Maybe = three points.**
4. **I think I could = four points.**
5. **Yes of course I could if I really wanted to = five points.**

If your total scored between six and ten points then you have a very low ICF and we will have to help you improve on this.

If your score was between twelve and seventeen then you ICF is low and below average.

If you scored eighteen to twenty three points then your ICF is average.

If you scored twenty four to twenty nine points then you have an IOF which ranges between good to very good. Well done.

If you scored thirty points then great your level of ICF is excellent.

The fact is regardless of your score every one of you could have got and should have got thirty points. I know that if you had only one arm becoming a concert pianist could be a bit of a problem. Although Maurice Ravel composed one of his finest pieces of music for a pianist friend who had lost his right hand in the First World War. The work was of course his famous piano concerto for the left hand. Some may think that flying a plane could be difficult if you had no legs but that didn't stop Douglas Bader the world war two fighter ace.

I want you to realize that we could do all of those things and more if we decided we wanted to.

A lot of people mope around feeling pretty useless at most things when in actual fact everyone has the capability to do practically anything they want. The only limitations are the ones we put on ourselves!

In Part Four I will go into the whole subject of goal setting in detail and why it is so important.

You will be shown little known techniques that will catapult you to forward in life. These techniques are incredibly powerful. They work and work well.

With these powerful tools at your disposal and your new knowledge of Hypnosis you cannot fail. It is impossible.