

# **PART 4**



## **HOW TO TAP THE INCREDIBLE SECRET**

**Powers of Your Own Mind**

“If you don’t like where you are, change it! You’re not a tree.” Jim Rohn.

Someone once told me that there are only four steps to achieving anything you want out of life.

Firstly know exactly what you want.

Secondly, and most importantly of all, believe that you are worth it. Thirdly, know that you are capable of achieving it.

Lastly go out there and get it.

Knowing exactly what you want out of life is the most important step. If you don’t know what you want how can you go and get it?

The second step, believing you are worth it, is equally important as I explained last month. A

strong PSI is essential if you are going to succeed in anything and have a happy fulfilling life.

Belief in your ability is the next step because if you know what it is you want and you believe you deserve it you must be able to achieve it.

The fourth step is really the least important of all. If you think about it stands to reason. If you know what you want, believe you deserve it, believe you can get it, what is left to stop you? It is just a straight forward matter of going out and getting it.

I know some of you will think this is a bit simplistic. Oh yeah it's all right for him so say that but he:-

.....has never had the bad breaks in life I've had.

..... he's not black.

.....he's probably not poor like me.

.....he's not a woman, if he was he would know it's totally different for us.

.....he's probably had a chance to go to college, I never did. My parents couldn't afford to send me.

Last month I told you how to achieve step two. In this month's release I want to help you achieve the other stages.

Step three is concerned with your I Can Factor in other words believing you have the ability to achieve what it is you want. ICF is based on rational objective thought. What concerns us here is building inside of you a belief that you are ABLE to get what you want. This is deferent from last month when we were trying to convince you

that you were WORTH having everything you want from life.

A lot of people have a very low expectation of what they can do. This is great shame when in reality virtually all of us are capable of so much. We are all human beings endowed with amazing properties. As I have already said in part one our brain is the most sophisticated biological computer known and is capable of the most staggering feats. When you consider that we only really use less than 2% of its potential how can anyone doubt their true capabilities.

When we are born we each of us have certain inherited characteristics and perhaps certain latent talent passed down to us. The trouble is when our parents bring us up we tend to accept their view of the world and the limitations that go with it.

Our parents are our first role model and we tend to look up to them and want to be like them. After all it is by copying them that we gain praise and affection. If we try to stray from their path conflict soon follows. It is usually not until our teens that we start to question what we have been told about life the universe and everything.

In America studies have shown that children brought up in families living off the state are much more likely to follow their parent's example and live on welfare hand-outs to. If your parents are professional types who have worked hard and gone to university then it follows that you will probably follow suit. It does not mean you will but at least it will not appear to be something out of the ordinary. If your father or mother went to Oxford University you know you have their genes inside you. It would not seem

impossible to you or anyone else if you managed to follow in their footsteps.

If you compare this scenario with a child brought up in a poor household whose parents hardly ever worked and who didn't achieve much at school. It does not take a genius to work out that this child is going to be less likely to go to college. This is going to be particularly true if any success on their part at school goes unrecognized or unsupported.

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I am not saying here that the child is deprived of love and affection indeed the child might develop a good sense of self-worth or PSI. All I am saying is that child is more likely to doubt his or her ability in the academic field even if both children in the above examples had exactly the same IQ.

I am not saying child B is some kind of lesser citizen compared with child A. I am just using this a very basic example to show you one way in which a person can restrict their progress because of a lack of good ICF.

People with low ICF and NSI tend to blame external factors to explain why they have not achieved much in life. If you found yourself agreeing with the remarks I made earlier i.e.: “It’s all right for him he had stinking rich parents”



or” You can’t expect to get on in life with my kind of background, I never had the breaks others had” or “It’s so unfair some people get all the luck, why can’t I be lucky just once”.

Then you almost certainly suffer from a negative self-image, NSI, and more than likely a negative ICF.

The above are not the real reasons why people don’t get what they want, they are just excuses. There are a great many people in the world who “make it” despite having poor parents, a bad background, or whatever. One of the most extraordinary examples of someone with very strong ICF but disastrously low PSI was a young man called Richard.

Richard had been brought up in a succession of children’s homes. He had been badly abused as

a child. He had little or extremely poor education and could barely read or write as a result.

But despite these handicaps he managed to build up several highly diverse and successful businesses and made a fortune in the process. From literally nothing he made close to \$1, 000, 000 when he sold his business on.

Sadly because of his background and therefore his poor emotional state he had to spend a lot of time in mental asylums. During his more lucid moments, when he didn't think he was Napoleon or Jesus, he bought and sold companies for enormous profit. I often think of him when I feel myself sliding back a little. After all if it is just money your after he proves that virtually anyone can make a fortune. Richard did this without having inherited a penny from anyone, no education or training, absolutely nothing, Zippo.

Luck is one of the most pointless excuses of all. We all have about the same amount of luck good or bad as the next person. I know some people win the lottery from time to time but these people are so few and far between make no difference. They might win a lot of money, buy an expensive car and drive into a tree and end up dead or paralyzed for life.

People who rely on luck to change their situation are wasting the most precious thing they have, their life. They are just dreaming.

The following might be a typical example of a response from someone with low ICF:-

“Do you speak fluent French?”

“Oh no I am useless at languages, I just know a few odd words.”

Someone with a positive ICF might reply:-

“Do you speak fluent French?”

“Oh no I just know a few words really. I will learn it properly one day when I get more time though.”

You see the difference. You might not want to learn French or fly a plane or become a concert pianist but you could do if you wanted to. One reason people often develop a negative ICF is because they fear failure. This is sometimes described as a fear of success. To say you can't do something gives you a very good excuse for not bothering. Instead of saying you can't do something just say you can't be bothered, the

chances are this statement would be more honest.

This is why many people hate to see anyone they know really make a success of their life because it may highlight how dull and unfulfilled their own lives are. It reminds us of what our lives might have been like if we had only tried a little.

There are good reasons why people are like this. You have to remember your subconscious is keen to keep you as you are. Your early life and background have programmed a lot of preconceived ideas and notions about you and how you fit into the world. It will analyze everything you hear, read, see and run it past the fixed view it has of the world it has built up over the years.

As you know with regard to your PSI no amount of reasoned logical argument will persuade it to give up its preconceived ideas about you. Your subconscious will for similar reasons resist you trying to change the level of ICF, however if you work on your PSI then it should be possible to build your ICF at the same time.

This is why hypnosis is so useful. Under hypnosis you can appeal to the emotional side of the subconscious. It may not want to change but that's just too bad. With the right techniques you can change it.

## **How can you tell the difference between PSI and ICF?**

This is a good question. Sometimes it is very difficult, if not to say impossible, to tell the difference because both things are closely connected with each other. This does not

mean they are always the same as I hope I have shown, however a NSI will often cause a negative ICF. This is why it is important to work on both fronts. It is harder to build a PSI than it is to build a positive ICF and I will give you some exercises later.

The most important point to remember is whatever the reasons you may have for a poor ICF it is within your power to remedy this situation. The only person who can limit your possibilities to expand and grow, IS YOU!

A lot of people have a hankering to be rich. They would like to be successful millionaires, even famous. However those same people deep down doubt they will ever make more than a modest living wage. In fact most people will retire on a derisory pension after working in some dead end job all their lives.

These same people deep down think that they will never be rich. They don't believe they have what it takes and or they don't think they really deserve to be rich. They have been programmed to expect little out of life and so deep down that is all they will aspire to, for all the reasons I have explained.

I am not saying everyone has this wish but judging by the general public's appetite for the lottery it does seem to be a commonly held dream. Each week millions of people put their faith in 1 in 14,000,000 chance of winning the jackpot.

***Incidentally I have chosen wealth purely as an example you might not crave wealth but I will use it as a convenient goal as an example. What I have said can apply to any goal in life.***



The fact is there is absolutely no reason why anyone should not become a millionaire by their own efforts, ***if that is what they really want.***

## **IF YOU CHANGE THE PROGRAMME YOU CHANGE THE END RESULT!**

It is as simple as that but many of you won't believe me. Do you suppose a successful entrepreneur doubts his or her ability to succeed? NO! There was a survey in the USA which questioned many young people who had made more than \$1,000,000 before they were thirty.

What was particularly interesting was that without exception they all made their money out of several different unrelated businesses. Often

building up one business selling it and moving on to the next. Not all of them were successful straight away many failed, and failed badly, in the early days.

The point is they all believed they would make it one day. Their setbacks didn't put them off course. They stuck to their goals. In other words they refused to doubt their ICF and their PSI. Any setbacks they suffered were regarded as merely obstacles to be overcome.

Now this is a vitally important point because it is our perception of life and how react to it which makes the crucial difference. It is our programming which determines our perception. One person might think a business ***“failure”*** might be better viewed as a ***“setback’s***. What's the difference?

It is just a different word but I think you will agree the effect on your emotions is quite different. Failure carries with it all sorts of negative connotations which we have formed in our minds from an early age. We might have some painful memories associated with the word failure. This one word might cause a person feel depressed. However the word setback wouldn't do anything of the kind. The word setback sounds transitory and temporary.

**By changing the way we perceive things we can change** the way we react to them. Your choice of language is all important when building a positive ICF or a PSI for that matter.

From this day on I want you to be extremely careful what you say about yourself.

Never EVER say anything to anybody about yourself unless you want it to become true.

Don't put yourself down in public. "Oh I couldn't play tennis, I am useless, I have got no co-ordination."

This is your Negative ICF talking. By not making negative statements about yourself you will program your subconscious into believing that you are actually capable of doing ANYTHING.

This is not just confidence building, although there is an element of this, it is more subtle than that. It seems very simple, which it is, but it works.

If someone asks you to go flamenco dancing with them don't say:- "oh god no I've got two left feet I could never do that". A better response would be:-" Well I have never done it before but what the hell it could be fun".

Now I want to make a point here you don't have to actually do any of these things. It simply means you could do them if you wanted to. If you simply don't want to do it just say so. "Oh I don't think I would enjoy flamenco dancing. I am sure I could do it if I tried it's just I don't enjoy that kind of music. I went to show once and it was not for me".

If you apply this simple little technique you will be amazed at the changes it will make to your attitude. In fact at first you might be shocked how negative you are about yourself for the first few days you might have to check yourself several times a day however this technique alone can make a vast difference to your ICF.

**The next step is to take responsibility for you own life and stop blaming others for the state of your life.**

As I mentioned in part three guilt is a very damaging negative emotion and has to be removed from your life. So is the habit of apportioning blame to other people for any misfortunes in your life. It does not matter if they are responsible. It does not matter if you are responsible. This point has already been covered but is worth mentioning again. Don't use expressions like:-

*“You make me so angry.”*

*“You really hurt my feelings when you do that”.*

What you really mean is:-

*“I make myself angry”.*

*“I let myself feel hurt when you do that”.*

There is a big difference between these two examples. You are responsible for how you react to a given situation. Obviously if someone punches you in the face for no reason you are going to feel hurt.

If you are being punched in the face on a regular basis you could always take up some form of martial art or avoid a particular area, pub or whatever. The remedy is still under your control.  
**NOW TO BUSINESS!**

This next step is vital to your success in building a strong I CAN FACTOR. Don't worry about putting into practice for the moment because I will show you how it all fits together with what you have already learned. Now I would like you to write down a few things for me, you will need them a little later on: Please write down on a

piece of clean white good quality paper the following statements. Use a good quality pen. Write carefully and neatly. If you make any mistakes do it again!

***I achieve everything I set out to achieve. All opportunities I are available to me.***

Every single day I become more and more positive in my attitude and actions in life. This makes me more and more open and successful in everything I strive for.

Now keep this paper safe because we will need it later. Now let's move onto the next section.

The Importance of Goal Setting:-

Why is goal setting so important. Setting goals is a way of crystallizing your aims and desires in life.



It makes you sit down and think about what it is you are striving for. What is important to you? There have been so many books written about this subject so I don't want to go on and on about it here. However because this is such an important area, if you are at all serious about improving your life, I must say a few words on the subject.

If you have never come across goal setting then you really should read up on it as it is going to be vitally important to you. There was a well-known experiment carried out at Harvard University. What they did was to check up on the progress of a number of former students from the 1950's some thirty years later. Out of those that had survived they discovered that 5% owned more than 95% of the total wealth acquired by all these former students.

This puzzled the researchers at Harvard so they asked the former students to complete a list of questions to see if there was any way of finding out why so few a number of students could have acquired so much wealth. I wonder if you can guess what the 5% did that the other 95% didn't.

That's right they set themselves regular goals in life.

Setting yourself goals are essential if you want to achieve anything in life however there is a right way and a wrong way to set out your goals. The first step you must take is to decide what you want. Sounds simple doesn't it, but you would be amazed how many people go through life without any real idea about where they are going and what they want from life. Most have the usual flight of fancy about disappearing off into the sunset on a fabulous luxury yacht leaving all

their troubles behind them, or of winning the lottery or football pools. But these are just day dreams, they never seriously expect them to come true.

Have you ever thought about what you want your life to be like in say ten years' time, or five years' time, or even one years' time? Many people just amble from day to day and let chance or "life" just dictate what will happen to their health, relationships, finances, job prospects, in the years to come.

Don't worry if this sounds a bit like you. In fact it is quite common. Just as an experiment and to help you to think a bit about how your life is going I want you to complete the following questionnaire. Please try to fill it out as accurately and as honestly as possible. Also please keep such forms confidential. **DO NOT**

**SHARE THIS INFORMATION WITH ANYONE  
ELSE!**

**Just make a cross in the relevant boxes to each question:-**

	BAD	NOT TOO BAD	OK	GOOD	VERY GOOD
<b>PHYSICAL HEALTH</b>  I normally feel:- In another three years my physical health will be:-					
<b>MENTAL HEALTH</b>  I normally feel:- In another three years my mental health will be:-					
<b>RELATIONSHIP</b>  My love and sex life is:- My relationship with my mother is (or was):- My relationship with my father is (or was):- My relationship with my classmates at school was:- My relationship with my teachers was:- My relationship with fellow workers is:- My relationship with employers or those in authority is:- In future I think that most of my relationships will be:-					
<b>ENVIRONMENT</b>  The area where I live is:- The area where I work is:- The area where I will live will be:- The area where I will work will be:-					
<b>CAREER/JOB SATISFACTION</b>  I think of the way I support myself is:- I think of the way I will support myself will be:-					
<b>FINANCIAL POSITION</b>  My financial position is:- During the past five years it has been:- Over the next five years it will be:-					
<b>SUNDRY FACTORS</b>  God thinks I am:- My moral standards are:- Most people I just meet think I am:- After they have got to know me think I am:- My personality is:- My looks are:- My mother is:- My father is:- My friends are:- My luck is:- My common sense is:- My performance as a parent is:- My judgement of other people is:-					
<b>SUMMARY</b>  My life now is:- In the past five years was:- In the next five years it will be:-					

Now the purpose of asking you to do this is fairly obvious. I am trying to make you think a bit about your current condition. If you join the crosses together you will probably get a wavy line. Hopefully you won't have a straight line on the far left and you probably won't have a straight line going down on the far right, ***although that would be nice.*** I want to give you some idea of where to concentrate your mind on improving certain areas in your life.

Maybe you are not happy with your relationship. Perhaps you don't like your current state of your health, you might smoke or drink too much. It is possible you find it hard to make ends meet and need to earn more money. Perhaps you wish to retire in a few years' time. There are so many areas to think of and only you can make these observations and decide what is really important to you.

Now I want you to know that it is perfectly possible to push that wavy line much further to the right. There is virtually no area in life that cannot be improved if you want to. In fact it is relatively easy if you know how.

It might be that there are many areas which are bothering you and you don't know where to start. Don't worry we will take this in easy stages.

Do you remember back in part two I set out a number of questions for you to think about? Now the time to go back over them and read what you wrote down. If you haven't got them don't worry I have set them out again for you below. If you didn't fill them in before please do it now.

1. What five things do you value most in your life? What five things would you strive for or make sacrifices for?

a).....

b).....

c).....

d).....

e).....

2. In no more than thirty (30) seconds write down the three most important goals in your life right now?

.....

.....

.....

3. What would you do if you won £1,000,000 tomorrow? What things would you buy? What debts would you pay off? What places would you travel to?



.....  
.....  
.....

4. What would you do if you had no mental or physical limitations placed on you? By this I don't mean would you fly like a bird or would you like to turn into a horse and win the Grand National! What I mean is what do you dream of doing or aspire to do but thus far have been afraid to try?

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.....  
.....

5. What would you do if you were told you only had six months to live? That is to say if you had six months to live in perfect health what you do, what would you change, how would you spend your time?

.....  
.....

.....

6. What have you always wanted to do but never had the opportunity, money, or courage to try? What have you held back from trying?

.....

.....

.....

7. What things or actions on your part give you the greatest feeling of self worth, recognition, or importance.

.....

.....

.....

8. Imagine you have just found an old bottle on the beach and you uncork it and a Genie rushed out granting you just one wish? What one thing would you ask for if anything could be granted.

( Don't write down you would wish to be twelve again or swept back to the time of Henry the eighth. Don't limit yourself but use a little common-sense too.)  
What one thing would you do what one ambition would you realize if you knew you could not fail?

.....

.....

What these questions do is really focus you mind on what really matters to you. The answers you give will be quite revealing and inspirational. After all you have no limits here. What I want you to do now is compare these answers with the earlier questionnaire. And see if there are any areas that coincide or cross over. You should by now have a better idea of what you would like change or improve on.

You should start to recognize what really motivates or excites you. It is in these areas that

you should concentrate on because real change will happen in these areas more rapidly. You will find it easier to keep your mind focused.

If you felt your financial situation was in a bad shape and you wanted to improve it your answer to question three, ***“What would you do if you won***

***£1,000, 000 tomorrow? What things would you buy? What debts would you pay off? What places would you travel to?”*** could be very revealing.

**PLEASE KNOW THAT BELOW ARE JUST A FEW OF THE THINGS YOU CAN GET IF YOU FOLLOW THE SIMPLE STEPS SHOWN IN THIS COURSE:-**

1. **All the money you will ever need.**
2. **Any house or houses you want.**
3. **Any type of car you would like to own.**
4. **Great sex life and warm, caring**

relationships.

5. Total freedom from damaging mental and emotional hang ups.
6. Control of your own mind and body.
7. Greatly improved health. **(This will be the subject of next month's release.**
8. Time to spend exactly how you want.
9. **PEACE OF MIND.**

I have shown you the above list because it is a basic representation of many people's goals in life. It is a rough guide and it is not intended that you copy or slavishly apply them to your own life. You will no doubt have many different things you want to include or exclude from it.

Having said that, you may notice that the first three items relate strongly to wealth. You might

think money is mentioned a great deal. Even number eight could also involve the subject of money since being able to spend your time as you wish would suggest that you have sufficient funds to let you do this:- i.e. you don't have to go out and work when your boss tells you to.

The fact is money is a tangible item and at the end of the day is a means to an end. I have used it as a convenient example and as I have said before your priorities may be quite different. You might want to spend more time with your family. You might want to reduce your tendency to get stressed in given situations or you might want to learn and master the French language. It does not matter. Whatever you want to achieve you can use the same techniques learned here.

If your goals seem to suggest that you should need to boast your income then that's fine. You might have to calculate exactly how much

money you will need and what income you would like to be earning “X” days from now.

What you have to do now is decide on a strategy for the short term, medium term and long term. Also it is a good idea to start with small goals before going on to the larger and more ambitious ones. Firstly set yourself some tasks or goals say of things you have been putting off for ages. It could be anything. Perhaps making contact with an old friend you have not seen in ages or putting up that shelf in the kitchen that you have been tripping over for the past three months!

This is a good idea because by setting little goals you can rapidly move on to larger ones once you get steady positive results. In other words success builds on success. Before you can set any goals you learn how to write them down in a way that will have a strong effect on your

subconscious and conscious mind. Just making a vague list is no good your success depends on how you phrase your suggestions.

Before going any further I would like you to re-read Part Two of this course particularly the part dealing with how to word your affirmations for use in Hypnosis.

I have made a list of the rules you should follow below:-

**Rule One:- *Be as positive as possible.***

**Rule Two:- *Use the present tense.***

**Rule Three:- *Be specific in your affirmations.***

**Rule Four:- *Give your subconscious a time limit to work to.***



**Rule Five:- *Use clear simple language.***

**Rule Six:- *Use strongly emotive words in your suggestion.***

**Rule Seven:- *Repeat the goal as often and in many different ways as possible.***

**Rule Eight:- *Suggest you can/are doing something. Not just the ability to do it.***

Let us assume we are going to set some medium term goals. Just for the sake of argument let us assume today's date is 1st January 1998 and you have some small goals/tasks you want to get started on.

***“By 5th January 1998 I have put up the white melamine shelf in the kitchen which makes life much easier for the whole family”.***

This is a very basic goal but I have made it as upbeat and as positive as possible by relative the advantages to the family. After all it is only a kitchen shelf I have used the present tense and been specific as to when the task will be done. Now let's try something else.

*“Because I wish to be financially secure and independent I enjoy putting money aside regularly. By 1st April 1998 I have doubled my savings in my TESSA account from £1000 to £2000.”*

This is completely useless. It is far too vague. When are you going to save the money? How much? Similarly you would not write:-

This is a simple specific task but still has an upbeat positive suggestion behind it. What you would not do is say something like:-

**“Very soon I want to save a lot more money”.**

This is completely useless. It is far too vague. When are you going to save the money? How much? Similarly you would not write:-

**“I would like a big, fancy, £30,000 car”.**

**“By 1st January 1999 I own and drive a black Mercedes model XYZetc with . . .and name every detail you can think of.**

Another important point when writing out your goals is that you have to write down precisely what you actually mean. You should almost imagine it is a kind of legal document. You would not want to write “By the 1st January 1999 I drive a black Mercedes model etc. There is a big difference between owning a Mercedes and just being able

to drive one. I mean you could just go out and hire one for the day if that is all you want or get a job as a chauffeur. I hope you see the difference.

I hope you can see the difference between the two. Now look at the next one:-

“By the 1st February 1999 I am living in a wonderful four bedroom house with a double garage, in the Glades area of Esher. The garden is at least an acre of well-kept beautiful lawns containing a tennis court.”

Most of the rules mentioned earlier have been used here. The goal has a time limit. It is detailed and not woolly. It uses emotive language but is not too complicated or wordy. Now I hope you get the general Idea. What's next?

## **Verbalize your affirmations or goals:-**

Writing out your goals is important but it is also important to read them out aloud to yourself. This should be done when you are alone. You don't have to shout them out you can just whisper them to yourself but the important thing is to feel strong positive emotion when you do this. Use a positive tone of voice.

## **Visualisation :-**

This is a very important step which should NOT be skipped. If you were using the goal concerning the house you would want to imagine walking into your new house on a beautifully sunny day with light streaming through the windows. Look at the wall paper. The color of the bathroom suite. See how well equipped the kitchen is etc. Visualization is very important in impressing the subconscious mind. Remember it responds well to emotion.

## **Key Words and Phrases:-**

Next to each goal you have written out select a key word or phrase which sums up what it is you are striving for. In the example above you might write “Wonderful House” or just “House”. Once you have read out each goal you should sit back and close your eyes and go into a trance for a few moments and visualize yourself enjoying the fruits of your goals. Key words or phrases are a good way to encapsulate everything you have written out in your goal. Your subconscious will fill in the rest. If you chant the key word gently to yourself the message will find its way deeper into your subconscious. This step is part of the visualization process.

## How many goals should I write?

Personally I would not write out more than five goals when you are starting out and keep them simple and in the short term to begin with. They might include the kitchen shelf at first, or concern enrolling on a course of French lessons, or starting a correspondence course. However to begin with for the first thirty days I would recommend you stick to the two affirmations mentioned below plus one or two short term goals with a time scale of about one week.

*1.) I achieve everything I set out to achieve. All opportunities I am available to me. (You can visualise yourself walking down a corridor with hundreds of closed doors. These doors have signs on them like languages, travel, music, sports, anything you can think of you should particularly put mental signs on the doors of anything that*

*you have fancied doing but up until now have been afraid to try. When you can picture all these closed doors on either side of you simply stroll down the corridor and kick all these doors violently open.)*

*2.) Every single day I become more and more positive in my attitude and actions in life. This makes me more and more open and successful in everything I strive for.*

*3.).....*

*4.).....*

The first two goals are very important to you and lay the foundations for anything else you do later. The cassette tape you received last month will be of incredible use to you here. If you have been using it regularly then your state of mind should be becoming much more positive and



resilient. The techniques described on that tape are very powerful.

It is important that you don't get too impatient at this stage. Many people get too carried away and they overload their minds with too many varying goals all at once. Remember try not to have conflicting goals. Don't say you will be a multimillionaire in twelve months' time and say you will only be working two minutes a week, the rest of the time you will be spending on the beach.

As you get more experienced however it is important that you don't limit yourself. If you want to live in a ten bedroom mansion don't make it your goal to live in a three bedroom semi. You will not be motivated. Your subconscious will move heaven and earth if it knows you really want something, believe you are worth it, and knows you CAN get it. Don't

worry about how you are going to get it. Once you have programmed your subconscious mind correctly you will be amazed as to how many ideas will appear as if by magic and at the most peculiar time. It is for this reason you should always keep a small pad and paper with you at all times especially by the bed.

## **How To Use Your Very Own Subconscious Computer:-**

If you have an obstacle or “problem” to overcome and you cannot think of a solution try the following technique:-

At the top of a clean piece of paper write out as precisely as possible what the situation is. Then beneath it make two columns for and against.

Underneath write down at least twenty possible solutions. It does not matter if these solutions seem un-workable just write down anything and everything that come to mind. Next to each solution write down the potential draw backs that each solution carries. You will find that the five or so solutions will come reasonably easily but as you go on it will get harder.

Now you might find this simple technique alone solves the “problem”/obstacle you are having but if you still cannot solve it consciously ask you subconscious to help. What you do is sit down and calm yourself down and then read out what the “problem” is and go into a light trance and, after about five minutes or so, ask your subconscious computer to give you the solution. If it is a pressing matter then it is best to ask it to let you have the solution by a certain time let’s say twenty four hours from now.

Once you have done this you can simply forget about it.

You will know when the right answer appears because you get a feeling of “eagerness” or “excitement”. The answer will be “complete” or “obvious” often be very detailed. Sometimes you will wonder why you didn’t think of it before!

**WARNING!**

**You must act upon the answer it gives you otherwise it will be some time before it works for you again.**

It works best if you can get yourself into a state of trust and acceptance. These powers and abilities are perfectly natural. They are not superhuman but simply human and you are

supposed to use them. The results can often be astounding. Remember for this technique to work properly you must do the following:-

- 1. Write down the “problem”.**
- 2. Try to find solutions.**
- 3. Ask you subconscious to help.**
- 4. Act upon the answer it gives you.**

## Putting It All Together:-

### Daily Routine:-

Goal setting works best if you set aside about ten to fifteen minutes each morning to go through the different stages. You may to set your alarm a bit earlier. This is why you don't want to set yourself too many goals at any one time, it takes too long and tends to water down the effectiveness of the process. You will need to be alone so that you will not be disturbed. Perhaps you will have to leave for work a bit earlier, *you can use these techniques away from home in your car or at the office.*

Now let's assume you have written out your goals on your piece of good quality paper. This is your master set of goals which you keep very safe. The first thing you will do is to re-write your

goals out on a separate piece of paper. This fixes them consciously in your mind.

Next you read them out aloud to yourself or whisper them under your breath but feel positive and good about yourself while you do this.

Now sit back and relax. Close your eyes, take a few deep breaths and go into a light trance. Next start to visualise each goal in turn as though you are enjoying them, make them as real as you possibly can. Lastly use your key words for each goal. Chant them to yourself for a few moments and let yourself drift a little deeper into trance. When you have finished slowly come out of you trance to full awakening consciousness.

You can repeat this process at night if you want to or alternatively just do the first two stages of writing your goals out and read them out aloud.

When you drift off to sleep your subconscious will do the rest.

## Make Lists And Get Organised!

If you are to benefit from all you have learned in Part Three and this release you need to get into some kind of routine otherwise inertia takes hold and nothing gets done.

It is all very well just reading about this stuff but putting it into action is what really counts. For this reason I have printed out a weekly check list of things you should do each day so that you can chart your progress.



It combines the daily exercises we covered last month concerning Positive Self-Image. Just to jog your memory here they are again:-

**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”.**

If you remember I suggested you look into the bath room mirror each morning and give yourself a metaphorical/emotional hug each morning.

I have also left three spaces for you to put in any daily routines you might think helpful like physical exercise or whatever. I have also left twelve spaces for you to write in those things we all have to do on a day to day basis. It is so easy to forget day to day tasks so I find it incredibly useful to make lists in this way.

Just photocopy the page as often as you need.

	Mon	Tues	Wed	Thurs	Fri	Sat	Sun
<b>P.S.I a.m.</b> Give yourself a Hug:							
<b>p.m.</b> Give yourself a Hug:							
<b>Goals a.m.</b> Write: Verbalise: Visualise:							
<b>p.m.</b> Write: Verbalise							
1.							
2.							
3.							
4.							
5.							
6.							
7.							
8.							
9.							
10.							
11.							
12.							
13.							
14.							
15.							

*There are only four reasons why you might not achieve your Goals:-*

- 1. You are not serious about or inspired enough about the goals you have chosen.**
- 2. You have not built up your PSI enough and so don't believe you are worth succeeding at your goals.**
- 3. You have not built up a sufficiently strong ICF.**
- 4. Or it is a mixture of all four!**

Choosing different goals may be necessary or simply rewriting or rewording them will often work wonders. You can never have enough of a "Positive Self-Image" or for that matter an "I Can Factor" so you must never neglect these two vital areas. If you do these things you cannot fail.

Before I go let me leave you with another quote:-

***“We generally change ourselves for one of two reasons: inspiration or desperation.” Jim Rohn.***

I think there is a great deal of truth in this statement you should give it a lot of thought.

**The next release is one of the most important so read it carefully! It deals with your health and what part your mind can play in improving it. I promise you it really is a fascinating area.**