

**INTERNATIONAL
BEST SELLER**

**BREAKING
THROUGH
LIMITATIONS**

BY JOHN KANARY

Special eBook Edition

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Breaking Through Limitations

By John Kanary

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Dedicated to Maureen

You taught me to risk believing in myself.

Acknowledgements

What right do I have to write a book? First, I wanted to and secondly, I have learned that whenever we take positive action on our choices, we increase the possibility of influencing another person for the better which is exactly what happened to me. Someone wrote a book, someone passed the book on to me and it had a tremendous impact on my life.

I am eternally grateful for the works of Zig Ziglar, Earl Nightingale, Napoleon Hill, Dr. Jerry Lynch, Genevieve Behrend, Stephen Covey and my mentor Bob Proctor. They have shared what they learned through their books, tapes and seminars with people like you and me so that we could share with others.

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And lastly, to the Great Architect, every day You help me see a little more through the people You send into my life.

Chapter 1

Beyond Limiting Beliefs

The world would stop if it were run
by people who said it can't be done.

In 1899, Charles Duell, commissioner of the US patents office, in his resignation letter, said; *We have reached the end. Everything that can be invented has been invented.*

In 1923, Robert Millikan, Nobel Peace Prize winner in physics, said; *There is no likelihood that we will ever tap the power of the atom.*

In 1921, Hall of Fame baseball great Tris Speaker said; *Young Mr. Ruth has made a mistake by giving up pitching to become a full time hitter.*

In just 12 years, Bill Gates, founder of Microsoft became one of North America's wealthiest people.

A young woman from Chicago, born with a club foot, goes on to win an Olympic gold medal. Her name was Wilma Rudolph.

**Find power in the
little things of
life as, out of
them is drawn
the power to
create life's
biggest and
greatest gifts.**

Beyond Limiting Beliefs

The greatest small package express service in the world today is the result of a man who refused to accept his college professor's opinion. He was told that his idea was ridiculous and he was given a failing mark. He went on to create **Federal Express**.

Many people told a scrawny kid from Ontario, Canada that his size and skating abilities would prevent him from playing professional hockey. He went on to change the NHL and its record books. He is **Wayne Gretzky**.

As Shakespeare said in act one, scene 2 of Julius Caesar; *"The fault, dear Brutus, is not in our stars but in ourselves."* Self awareness is essential to the discovery of your power and to the defeat of self imposed limits.

Discovering the Power

From where did these people get their strength and motivation to continue, even though there were times they felt overwhelmed by tremendous obstacles? What is the force that drew these people to such heights of excellence? It was a deeply held belief in a purpose, despite conditions and circumstances, which compelled them to go forward.

Through their definite purpose and the belief that they could achieve great things, these individuals found and onnected to a power within themselves that provided

You will make your new belief so strong, so all important, so all absorbing, so all inclusive that the mental substance in your difficulty will be dissolved and the problems will begin to drop out of sight. Limitations will turn into unlimited potential.

Beyond Limiting Beliefs

them with tremendous determination and stamina. The strategy found here is the importance that they placed on **how** they wanted to achieve their purpose. Their **purpose** was more important than the time and energy invested.

There is a minute difference between people who are winning in a big way versus those who are not. The difference is **WHY** they do what they do. When you have a strong enough **WHY**, then you begin...

Connecting with your Power

There is no magic to the discovery of your power of achievement. You unlock your gifts of talent, skill and knowledge by simply taking control of two principles accessible to you; **the power to think** and **the power to act**.

When you consistently think and act on your potential, you not only engage your potential, you also disengage your limits and the reasons why you can't. You begin focusing on reasons why you can. It all begins with the risk of **believing more in yourself** than in your limits.

List some of the challenges you believe are threatening. Do you believe these challenges have more power than you have? The task in working with your power is to determine how much failure you can handle to get you from where you are to where you eventually want to be.

**To explore the
oceans
you will have to
lose
sight of the
shore.**

Beyond Limiting Beliefs

When you act on the mental pictures in your mind, you feel very threatened since you may only believe in what you can see and touch. You must begin to understand that you base what you see on that which already exists in the objective world and on what **you visualize** that exists in the spiritual world. The former has form and the latter does not but is just as real.

If you want to turn desire into reality, **you must first begin by building your desire into a visual picture**, by thinking and selecting powerful thoughts supported by a persistent course of action. This process of thought and action becomes a strategy where...

*You only have to do something until you want to do it,
then you won't have to do it any more.*

-Leland Val VanDeWall

Your powers to think and act are two resources that can instantly begin to move you beyond limiting beliefs; the old conditioned anchors which hold residence in your mind, like an old, sick dog you love so much that even in illness, you want to hold on to him.

Limiting and non-limiting beliefs are incompatible. A limiting belief, such as rejection, cannot live with the power of action. Where action becomes the dominant idea of the day, rejection will make haste in leaving your mind.

**Creativity
begins when
you begin to
look for the
needle in the
haystack, when
you begin to
believe it is
there.**

Beyond Limiting Beliefs

Doing something repeatedly, for thirty days, will guarantee the forming of a new way of thinking, feeling and acting in life. It will **remove** any belief contrary to this new way of living. The focus of this new idea must be placed on the word **specific**.

Very often people hurry off with an idea that they are going to be successful, having no specific picture of what success really means. History teaches us that successful people were specific about what they wanted to achieve.

Being specific with what you want to do will give your mind a directive that will make it work more effectively. Being specific with your thoughts and actions increases the possibility for you to be more pro-active. This gives you more power to choose your response to circumstance. This power to choose leads you to act on principle rather than according to your mood. In other words, **you are not your habits, your beliefs or your attitudes**. You learn these things therefore you can unlearn them when you take control of your mind and power by focusing on specific thoughts and actions which form specific habits.

It is a simple dynamic law of life that you must either progress or regress. You cannot stand still even if you want to. **Growth is optional, but change is not. The question is not “do you change”, but rather “how do**

**Things do not
change;
We do!
What habits do
you need to live
the way
you want to
live?**

Beyond Limiting Beliefs

you want to change?” Do you want to move forward or backward; up or down the mountain? The method is to develop a focus which will provide the excitement, inspiration and motivation so that you can look up as you scale the mountain.

The purpose of life is to live. To become everything that you are capable of becoming. How are you using your life?

- **Do dreams come alive for you?**
- **How enriching is your time?**
- **Are you in control or is time?**

To live with a specific goal and organized knowledge gives you power. Today, people and companies have a wealth of information regarding everything from A to Z. The problem is that they may not have a specific organized method of putting their knowledge to work in order to accomplish specific results. Two very basic laws of life are **Order** and **Motion**. When you examine these laws in everyday life, they translate into organized, specific knowledge with an organized and intelligent plan of action.

The major limiting beliefs behind the failure of great companies and most successful people is a refusal to entertain a new idea. You can do three things with a new idea; you can reject it, you can neglect it or you can

**Change is
inevitable...
Growth is
optional.
B.J. Domnick**

Beyond Limiting Beliefs

accept it. Successful people have the vision to entertain this idea. They do not allow obstacles or distractions to stop them from finding something valuable that will improve the possibility of future growth. New knowledge is quickly becoming the new capital.

Developing and organizing new knowledge for your product, service, company or yourself is never an easy task. In the long run however, it is worth the time and effort.

In the beginning, it is never easy to create, develop and take action on a new and specific way of thinking about your life, your business, your services and your products.

Emerson said; *'We must persist in the task and one day it will become easier, not because the task itself has become easier, but because we have learned to master the task.'*

This state is known as **Self Mastery**. You will learn to integrate your choices and actions to develop a guiding principle. You can start the process today. Today, you can...

Decide, Believe, Begin.

Everything begins with an idea that you want to make a part of your life. Whether it be in your personal, family or business life, you must begin with a new idea. In his

**In single file,
the days bring
their gifts.
We choose and
we pay for
them with
time.**

Beyond Limiting Beliefs

classic book, **Think And Grow Rich**, Napoleon Hill said; *In the beginning, an idea must be nurtured, cultivated and guided and, eventually, the idea will begin to guide you.* He added; *the moment you begin working with an idea foreign to the audience that now occupies your mind, a tremendous conflict erupts, brain cells are set in motion in a state of confusion. Each of these tiny cells contains an idea, a belief and now they are being invaded with a whole new energy.*

Your ideas will either guide you or cause tremendous conflict. It is unfortunate that so many of us give in to the old proven paradigms, surrendering to old conditioning. In your early years, when this conditioning took place, your mind was wide open to any and every impression. There were no preconceived ideas, no cells of recognition to challenge the information going directly into your mind. You accepted it as absolute, from people who may not have known any more about living than you did. Now, you have established your beliefs and when you question them with a new idea, you probably feel very uncomfortable.

The moment you think differently, a new vibration begins to warn you against the dangers of taking action which most often is a sign that you are on the right track and you need to use your...

**Trusting only in
what you can
see is very good
logic and very
secure. Most
importantly, it
is also very
boring and
lacks of
courage.**

Beyond Limiting Beliefs

Courage

It is not the absence of fear; It is the ability to take action in the face of fear.

It is incredibly important that you have a firm grasp on this powerful concept. The buried pain that resurfaces when you begin to develop a new idea is never a reflection of you or your potential as a person. This reaction is only a reflection of your limiting beliefs. You must embrace this idea with a lot of energy. When you act on an idea, you have the power to choose how you are going to deal with it. It would be impossible to estimate the number of people who lack the awareness to understand this simple concept.

Thousands of people are leading dull and shallow lives because they are prisoners to their self imposed limitations. These people lead narrow, superficial, monotonous and uninteresting lives. They live with shallow and boring ideas about life and their place in it.

Why do these people want to be this way? If they knew, would they change and live more exciting and productive lives? I, for one, believe they would. My experience with people has taught me that many suffer from very intense conditioning. Somewhere in their subconscious mind, they hold strong and powerful

**God does not
question your
ability, he asks
about your
availability.**

Beyond Limiting Beliefs

paradigms about themselves. Paradigms such as *I am too old or too young; I lack the knowledge, the education; I am too short, too tall; I am not qualified; I lack the funding; I have no connections; I have poor looks; I am female; I am black, brown, yellow or red skinned; or the latest limiting belief; I am white and do not qualify under the advancement quotas of our company.*

While a number of these limiting paradigms have very strong arguments, thousands of people have broken through these barriers under the most difficult of circumstances, at a time when few would have supported them. Most limiting beliefs remain with you because...

You give up what you want most in life for something you want in the moment.

On a recent television talk show, teenagers were blaming their parents for their lack of success. While some of their arguments were justifiable, it was obvious that they had locked themselves into defensive and protective attitudes. They reached a point where they rejected any suggestions that might unlock the tremendous resources within them. This reminded me of a story about a man spending the day on a lake, surrounded by tall, beautiful trees. One moment he was relaxing and the next moment, he found himself face to face with a Bengal tiger. Can you imagine his state? Frozen with fear,

**No one has ever
harmed their
eyesight
looking at the
bright side of
life.**

Beyond Limiting Beliefs

he turned and ran and the tiger turned and left. For the rest of his days, whenever he was in a relaxing situation, he looked for the tiger. He would never again enjoy a beautiful day because he associated beautiful settings with his memory of danger. This is called old experience **feedback**; a signal to beware; and he experienced this memory just as if it were happening in the present. This individual, and the aforementioned teenagers, are depleting their power. They refuse to accept a new idea or create a new empowering belief because they are defending and guarding an idea that will not be of benefit.

Suppose the teenagers were to look at what their families **did not do** as something they could and should do for themselves? Suppose they took the feedback to represent a call to positive action? Like many people, these teenagers are anchored in a myriad of limiting beliefs. This leaves them with little conception of the possibilities dormant within them, which they could easily awaken with less effort than the energy they use to defend their **no win** position.

Challenging these limiting anchors will build a habit of confidence strong enough to lift you above the environment that may be nourishing these limiting anchors. There really is nothing complicated about doing this.

Risk believing in yourself and **Break Through Limitations.**

**Often a dash of
judgment is
better than a
flash of genius.
Newton**

Chapter 2

The Power Of Focus

Change your focus to
change your mind.

When you bought and started driving a new car, were you surprised at just how many there were on the highway that looked exactly like yours? Why? When you started to focus on a specific car, you also expanded your awareness. The truth is that there were always many cars exactly like yours.

The same is true for a problem-seeking mind. It can always find plenty of problems, just as a solution-seeking mind can find many solutions.

Tevey, the lead character in the play, *Fiddler on the Roof* said; *Life is like a fiddler on the roof, trying to scratch out a pleasant, simple tune, while at the same time trying not to fall off the roof.* You do much the same thing. You attempt to split your focus between **can** and **cannot**, **will** and **will not**, leaving your mind in a frustrated and confused state. Focus is not a sensory factor; it is an intellectual factor. It is the spiritual searchlight

**When the goal
is not working,
change the
plan;
not the goal.**

Focus

that illuminates your imagination and electrifies your mind and body.

Stop for a moment and permit your mind to focus on an empowering and joyful past experience. See, touch, smell, hear and even taste the entire picture, as though it was happening right now. Feel this magnificent experience. Now you are focusing, you are choosing and creating a powerful state that can defeat any and every obstacle that life may hand you.

Consider how much time you spend experimenting with your life rather than simply living it? To date, you comprehend almost everything on earth except your uniqueness. What is the reason you may live far below your potential? I believe it is because you attempt to **know** everything about life without truly experiencing it.

The magnificence of your brain's ability to convert thoughts of inspiration into chemical substances should be purpose enough to turn your imagination into a positive laboratory of invention and create a positive and enriching world in which to live. Such a laboratory has the ability to create every healing substance necessary for health, and a vitality that inspires positive reactions in the lives of other people. **Remember, what flows into your life is always in direct proportion to what is flowing out of it.** Go beyond limiting beliefs by making...

**Focus on where
you want to be.
Focus on what
you can do
today.**

Focus

The Ultimate Decision

I believe that the ultimate decision in life is simply to make your decisions and live your life as you want to live it, without infringing on the rights of others. What others think about you and what they may think about decisions you make challenge you. However, the final decisions are your own and you shape your life either by the decisions you make or those you do not make. Whatever it might be, one thing is for certain...

The world will forgive you for
your mistakes but never your
lack of decision.

Are you aware that you make decisions through conscious activity? It is by way of this conscious activity that your creative energy flows through your thought patterns; the thoughts you allow into your imagination or the ideas on which you focus.

Most of your decisions can be to declare **no** to thoughts that may take you off centre from your **perfect idea**. Remember, the buried pain is ready to spring forth and sabotage your perfect idea. This buried pain comes disguised as a friend trying to protect your limiting beliefs such as: *do not attempt it; you may lose all you have; you may be rejected; you may lose friends, etc.* The

**Success is not a
matter of
potential - it is
a matter of
choice.**

Focus

ultimate decision must always be *what will my life be like if I do not do this? Where will I be if I do not take action? Am I being manipulated by these limiting experiences?* The ultimate decision for that inner voice shouting **I cannot** must be answered with **I must**, followed by the decision to take instant action.

Each time you delay a decision, you actually delay your life and become open to the push and pull of circumstance. Circumstances can open your mind to doubt. Doubt only deals with what has happened, never with what can happen. Doubt interrupts your decision process and introduces procrastination. It becomes a master of alibis and enables you to defend yourself when things do not work out for you. You must recognize the excuses that pop into your mind when you are challenged. They will dupe you into believing they are right and you are wrong.

When you allow this small awareness of your actions into your mind, you come to understand the **we** of us. This is the spiritual self that is continually evolving and developing more and more of your potential. It removes the anchors that limit your growth.

I often hear people talk about great phobias. There is a phobia for everything. While I have empathy for many of these people, I am aware that they have their greatest phobia attacks when making an important decision. For

Try a new approach

Two young boys on a hiking trip through the mountains are suddenly confronted by a bear.

One boy sits down and begins putting on his running shoes. The other boy says: What are you doing? You will never outrun this bear? I don't have to. I only have to outrun you.

Focus

many of them, decisions represent a tremendous threat and trigger a set of associations with past experiences. It is at this moment that they have their greatest opportunity for growth and development; the opportunity to take charge and control of their life; the opportunity available to them by taking action; **life's mental vitamin.**

Today, there is evidence that focus keeps the mind clear of obstructions that block the flow of your life force, which increases the possibility of good health. That is why I emphasize that you must learn to identify what is motivating your decisions and your actions, since your decisions shape your entire life.

The decision to act keeps your power flowing because decision and action are very compatible to positive expression, while anxiety and action are incompatible.

What is it that motivates your choices? You make choices every day, both consciously and unconsciously. Sometimes you know the right choice you should make but it causes you a great deal of stress. The right choice is very demanding, to say the least. You may even try delaying it or putting it off with the false belief that it will eventually pass with time. You must learn that any idea with which you refuse to consciously deal will eventually deal with you subconsciously, creating an unwanted result. Failing to deal with a situation that needs settling will put you in an unhappy state.

**Find a purpose
in life so big that
it will challenge
every capacity to
be at your best.
David McKay**

Focus

Read the following statement carefully. When you make the ultimate decision to be happy today, the circumstances and conditions no longer have power over you. *You also establish a mindset that encourages creativity.*

Improving the quality of life involves making quality choices. These choices come from a wellspring of values and beliefs that gives you guidance and balance in the various sets of circumstances in which you find yourself. When you choose to be happy, it gives clarity to all other choices.

A rich storehouse of potential lies dormant in far too many people. In every environment, this potential and situation provides you with a unique opportunity to draw the noblest and richest of qualities from yourself. You discover this when you understand that...

You can change your world today,
with a change in your focus.

What superior people seek is within themselves. What small people seek is in others.

-Confucius

You are born with a library of divine wisdom and with specific qualities, powers and abilities. They are sparks, waiting to be fanned into a roaring flame by your power of **decision** and **action**. You may go through life

**Do what you
need to do as
quickly as
possible so you
can enjoy what
you want to do
for as long as
possible.**

Jim Rohn

Focus

without ever recognizing your powers and one day you run smack into something you want to do, something that touches off sparks of desire. You find solutions, talents and abilities that you have virtually ignored for years and suddenly feel obligated to make up for all the lost time in your life. **It is at this time that you must draw power.**

This power originates from the *God-like* side of you, that spiritual side of your personality that separates you from every other form of life. You then connect with a power that will survive any and every thing, but you must use it through your tools of decision and action. It is through your decisions and actions that you continually achieve independence and freedom of thought. It is the awareness that you have control over what you think. You discover this by focusing on what you can control, which connects you with your tremendous potential.

People are not worried by things, but by their idea about things. When we meet with difficulties, become anxious or troubled, let us not blame others but rather ourselves, that is, our ideas about things.

-Epictetus

Making effective decisions requires clear thinking. It comes out of a firm attitude to solve the pressing needs and wants which change in magnitude as your world changes. You must have the courage and strength to sit

**Belief has the
power to turn
water into
wine.**

Focus

alone with your thoughts, without any other companion.

Self-revealed feelings can be overwhelming at times; you must somehow blend two contrary thoughts and solve the problem by expressing vigorous external views, supported by an active inner self.

While the ability to choose gives you the freedom to accept or reject plans and ideas, it can still be difficult to know which to discard and which to believe. This leaves you to alternate between energetic bursts of activity and inactivity.

In the pursuit of developing a positive life, you meet with constant demands. These demands can, and often do, set up stressful states, depending on your personal experience in dealing with them. Hans Selye of Montreal University and world renowned authority on stress said; *Stress is a non specific response to a specific demand.* What some people do to cause stress is to misread their own internal feedback. **What seems to be something dangerous could be a signal that you are simply changing comfort zones.**

This is the reason it is so important that you develop the power to focus on what you can control. You must focus on what you want; not on what you do not want.

Demands represent a potential risk of loss in your self

**All results come
from a certain
level of
thinking.**

**To get a new
result you must
first move to a
new level of
thinking.**

Focus

esteem or power. When this happens, you must revise your risks rather than reverting to your survival kit. Defending, protecting and blaming are poor crisis release valves.

Crisis comes from two sources; **danger** and **opportunity**. To defend, protect and blame is to increase the danger while focusing on the opportunity. You will discover methods to achieve when you make a decision to learn in crisis. You then place yourself in a more creative and resourceful position. When faced with any type of crisis, there are a multitude of resources available to you, whether in your financial, personal or family life. Seeking out specialized knowledge for the specific area of conflict or crisis will open your mind to a process that lends itself to finding solutions.

If you are not finding new
ideas, you may need a new set
of risks.

For those dealing with overpowering demands and risks, an important attitude is one of accurate thinking. It is nothing more nor less than a mindset focused on a positive banner. No matter what demands may be confronting you today, you enhance the potential for solutions when your mind wields a positive banner.

Action Step

**Genius comes
from “to be in
the spirit of
things”.**

Focus

You never fail. You only find ways that do not work. Failure can be an investment in your life when you take an attitude to learn in crisis.

There will be times of crisis when logic tells you to abandon your pursuit. **This is not a time to abandon your objective; it is a time to abandon your logic.** During crisis and adversity, remember that many things referred to as commonplace today were yesterday's miracles because someone refused to accept the logic of their time.

I am not suggesting that you delude yourself with emotional indulgence. On the contrary, I am simply stating that you can draw benefits from adversity by following your inner voice rather than logic alone. Absolute logic is looking for a life that is problem free. You must not look for such a product; it is much too costly.

In my early years of personal growth, Earl Nightingale, a great mentor of mine, gave me four great ideas for breaking through limits.

1. He said: *Successful people are not people without problems. They have simply learned to deal with their problems by recognizing that their power is greater than the power contained within the problems.*

A very successful person was asked for the secret to their success.

I simply buy things for one dollar and sell it for two dollars and I am happy with one percent.

Focus

1. Mr. Nightingale believed that you must stop minimizing what you can accomplish and stop believing that others have something you have not.
2. The power others are using is the power available to you. However, you will never find it through the process of logic alone.
3. What you truly want comes from a place beyond logic, while the steps to achieve it call on the power of logic to plan the necessary route.

You can hold an idea in your imagination, act on it and sometimes miss the mark. You may also run into a problem and say *Great, what can I learn from this problem? What is it trying to tell me?* Answers will come when you understand that...

The mind does not reveal any
secret to you; the mind only
responds to the laws of thought.

But I am only human, you might say. No, you are more than human; you are an expression of a divine idea, but concealed by the human garment. This human garment reveals strengths and weaknesses but the divine knows only strength and responds to your power of belief, revealing unlimited resources of power.

This power called **positive thinking** is not your

**If it ain't broke,
maybe you
need to break
it.**

Focus

effort to think something into or out of existence, in order to deal with a particular problem. True positive thinking begins with focus, followed by your power of action which, by the law of cause and effect, must produce a response and help correct your thinking and your plan. This feedback is often called trial and error, rather than **trial and success**.

Focusing and concentrating on something specific, with emotion and action, will set your intuitive powers into motion; power which often surprises you. Intuition brings you to conclusions without the aid of experience or memory and solves problems that are beyond reasoning. When you readily accept intuition with a warm welcome, it will aid you more frequently. To exercise your intuitive power, you must **believe** that there is no limit to the power of your subconscious mind. You must **believe** you can make the connection and that your mind will respond.

Why is faith so important?

Your subconscious will not accept a thing as true unless your conscious mind actually believes that it is true. Your conscious mind must believe that a solution is possible in order for your subconscious mind to find and deliver the solution; hence the importance of faith in every success formula.

Genius knows no limitations of logic, rules or

**Entering a
hotel, I noticed
two doors
with two signs.
One said
'Doorway to
Heaven.'
The other said
'Lecture on
Heaven'.
The second
room was full.**

Focus

previous experience. You will come to know and experience this all powerful concept when you resolutely refuse limits from your logical, conservative mind and turn to your inventive and creative mind.

Belief in the power and the wisdom of the subconscious is not enough to secure results. You must approach it with a living faith in the final outcome you seek.

Are you prepared to **decide, believe and begin** today, to centre your life on a faith that leads to the habit of living with the expectancy to achieve the desired results?

Successful people are not people without problems, they are people who focus on solutions and keep their faith until they find one. Faith gives clarity to your power of focus. Make no mistake about this; you alone must discipline your mind by getting into the habit of focus.

Throughout history, you have been taught by all the great sages that other people must not move you from your purpose, while at the same time you must learn from them.

The way of wisdom sees mistakes when they happen and learns lessons of intrinsic value from them, knowing that there are no mistakes in the Divine Order.

Don't give too much energy to what has happened.

Focus

Focus on what you want to see happen.

There is what happens and there is your perception of what happens. Be very aware of the difference between them because your perception is your reality. You may fail in life for a lack of something. Just be sure it is never a lack of belief in yourself.

Focus on your potential and **Break Through Limitations.**

Chapter 3

The Power of Action

Prayer & Vibration

Knowing does not precede doing.
The best way to be prepared for
something is to start it.

Until 1973, I had not completed one full seminar as a speaker. I had made some 'one hour' talks and many presentations at many seminars in which Bob Proctor had me participate. At the time, our seminars contained eight lessons; one lesson per week; over an eight week period.

One evening, I received a call from Bob. His voice had a sense of urgency. *John*, he said, *you must go to Merrillville, Indiana, and conduct tomorrow night's seminar. I cannot be there.* Paralysis overtook my body. I had a loss of awareness of the goal I had pursued for so long but it was not enough to prevent me from experiencing the excitement I felt about doing it.

**In adversity can
be found more of
one's capacities.**

Action

I do not know what your experience has been on the topic of standing before a group and leading them through a specific subject for hours. I can only explain that the doubt, anxiety and fear can be overwhelming. I will never forget that day as long as I live. There I was, where I wanted to be and I was full of conflicting feelings. This was the sixth day of an eight day session and these people had spent the first five days with Bob!

The night began on a very sour note. When the program started, the moderator took the podium and opened the seminar with the following statement: *I have some bad news for you tonight. Bob Proctor cannot be here and I know nothing about this person who is replacing him.* What do I do now? A quotation of Bob's ran through my mind; *A pro is at his best regardless.* I gave the group my very best. I may not have known what I needed to know, but if I had not taken this opportunity, it may have set me back years.

Do the thing, said Emerson, *and you will have the power.* No matter where you are today, it is not nearly as important as what you are doing. You must not spend any time waiting for the right answer or the right time. **Now** is the only time to take action and, as mentioned earlier, **doubt** and **action** are incompatible mates. You can stand back and observe your plan for the day, but, when in doubt, go to work.

**Stop majoring
in minor
things.
Jim Rohn**

Action

I received one of the greatest lessons on action from my mother. I will always remember it. I lived in a small coal mining town on the coast of Nova Scotia, in which I was born, until the age of fourteen. Everyone in this town was under the influence of the mining companies. Whatever the mining company decided to do is what everyone in town believed they had to do. I can remember many times while in school, hearing the sound of the coal mine whistle. This indicated an accident in the mines. My mother dreaded the thought that we would all become miners and that one day, she would hear the whistle and it would be one of her children who was injured.

All of this was to change. One morning, my mother handed me a note and instructed me to take it to the local newspaper. I did not know what was in the note but I did find out later that evening, when my father arrived home from the coal mine. Somewhat disturbed, my father said to my mother; *There is a rumor going around at the mines that our house is for sale.* I will never forget my mother's face or answer. She looked at him and, smiling, said, *It is not true, we sold the house at 3:00 PM. We are moving to Toronto.* My father was furious. He said: *I am not going to Toronto.* My mother replied: *Okay, but my children and I are not going to spend our lives in a coal mine.* Within one week, we were living in Toronto.

The long and short of this story is that my mother made a decision at a time when women just did not do

**The best cure for
a sluggish mind
is to disturb its
routine.
William Danforth**

Action

such things. She persisted and overcame the limits because her mind had a reason so powerful that the limits did not stand a chance.

Persistence. It is to the mind what carbon is to steel.

-Napoleon Hill

There is a very small difference between success and failure, so small that the casual observer can sometimes miss it. This little difference is what makes the big difference. It is called **persistence**. Throughout hundreds of seminars, I find myself telling people such things as: *You would improve your results if you were to do certain things in a certain way.* As always, they reply with: *I know.* When I ask why they don't do it, their answer is; *I don't know.*

You cannot remove limiting beliefs and replace them with empowering beliefs without following a persistent course of action. It is action that starts the process, so you must not wait for all the lights to turn green; your power of action *is* the green light. **Boldness is an expression of power and genius.**

Knowing and doing are often miles apart with such obstacles as doubt, worry and fear between them. Persistence is the only option available to you if you want to bridge the gap. All the positive thinking and visualization will be for not unless you take immediate action.

**Alibis are so
convincing, they
act as a true
friend-guiding
you toward the
shore of safety
and boredom.**

Action

Remember, while you are mentally visiting heavenly mansions, someone may be taking away your earthly goods.

A half hearted idea acted upon
will be more beneficial than a
great idea sitting idle.

It is impossible to estimate the number of people who sit idly with a great idea. However, you can number in the thousands the people who succeed with nothing more than a small spark and their faith to fuel the flame. Thinking alone will not get the job done. It will not enhance your relationships or earn you more income. You must take action and, if that does not work, you must persist until it does or persist in finding a new and better way. It is a fact that Edison could show us 9,999 ways on how **not to** make a light bulb but he did find **one** way to make it work. Was there any doubt in his mind? If so, was it as strong as his belief and faith in himself? Are you aware that belief in the power of prayer connects you to spiritual power? You must think positive thoughts, and then act and persist on them with the belief that there is always a better way.

I read in a Toronto newspaper that a great individual named Charlie Boswell died. He was a war veteran and much more. During the war, Charlie was seriously wounded by a piece of shrapnel that blinded him

**Prayer is the
position of your
heart, not the
position of your
body.**

Action

for life and almost blinded him spiritually with self pity. When he returned to America, through some very special insight, Charlie Boswell became one of the top life insurance agents in the industry. You may say this was a great feat as it was, but it's only one of Charlie's greatest. He was also a master on the golf course.

One day, Charlie was attending the Masters Tour in Georgia where Ben Hogan was playing. All through the game, Charlie, who was unable to see, cheered each time Ben Hogan was up on the green. Charlie was told that he was not permitted to cheer while the golfers were concentrating, but he did anyway. When the game was over, the two men met for the first time and Ben expressed his admiration for Charlie, but Charlie would have none of it. He told Ben how much he admired him and how it was Ben's story that took him from his self-pity into a life of achievement.

He said: *I am aware of your story about the head-on collision you had, while driving with your wife. In your attempt to protect her, you sustained life-threatening injuries. That night at the hospital, Mrs. Hogan was told that you might not live the night but she said, you do not know my husband . When you got through the night, they told her that you might never walk and she said again **you do not know my husband.** And when they told her that you might never golf again as a pro, she said: **you obviously do not know my husband.** You see, Mr. Hogan, I know*

Trust in your instincts and start. A thought or feeling of 'Am I ready?' is the signal to start. Starting will always be the best way to get ready. So, the best way to get ready is to get going.

Action

you have won more golf championships since that accident than you had before. That is why I should be thanking you for the inspiration you have given me.

Then, very humbly, Ben said: *Mr. Boswell, is there anything I can do for you? Yes, said Charlie, I would like to play one round of golf with the great Ben Hogan for one thousand dollars a hole. Ben laughed and said Sure, but I want you to know that I will take the money on each hole. That's fine, said Charlie. Ben then asked; When do you want to play? Charlie replied, **Ten O' clock tonight!***

Charlie Boswell would be on a level playing field at ten o'clock at night. More importantly, he was on a level playing field with everyone when it came to the mind. He always looked for a better way. What his physical eyes could not see, his spiritual eyes could. You must begin to open your spiritual mind by focusing on...

Prayer. The movement which takes place between spirit and form.

When you think of prayer, your memory often drifts back to the concept your parents taught you. While none of us pray alike, we should all pray with the same objective in mind. Some teachings suggest two phases of prayer; denials and affirmations. When you think of denials, you may think of a religion that requires people to deny themselves of many things. In India for example,

**You cannot live
a perfect day
without doing
something for
someone who
will never be
able to repay
you.**

John Wooden

Action

you may see a miserable creature, sitting by the roadside, denying himself cleanliness, position, home and friends. He lives like a beggar and calls himself holy. He denies himself all earthly pleasures and comforts, thinking he is pleasing God. Others may teach that offering penance to God is a method of pleasing Him: ceasing to dance, to play cards or refraining from certain foods to atone for sins and weaknesses. These are not prayers nor service to God inasmuch as they are beliefs. **One should wonder if, for most, the belief behind prayer is an effort to change God's mind.** It is to change your own mind to work in harmony with God.

When using prayer, the major condition, whether denying or affirming, is to use it in perfect confidence. You cannot hope to alter a condition through prayer unless your state of mind is in harmony with the prayer. Today, ministers from every faith are asking why their churches are empty. Some are aware of the reasons and have done something about the dogma that is driving people away, such as the preparation for death without ever enjoying life. Some very creative ministers have replaced the idea of selling tickets to heaven with the teaching of biblical principles as **life enriching strategies**. They are hoping for people to get the very most out of life, right here and now, with an approach that teaches...

You must think, feel and act as would
the person you wish to become.

Action Step

**When faced with
conflict or crisis,
focus on your
thoughts, not on
your moods!**

Action

Denials are suggestions to the mortal mind. Their intentions are to change ideas from a negative to a positive state. When you learn to raise your thoughts above the negative, you can then go forth and use affirmations.

Affirmations are a group of words expressing a positive state, even though circumstances or conditions may appear to be opposing factors. Affirmations also assert a spiritual truth. A word of caution here; to affirm something does not create that specific thing. The purpose of an affirmation, even in parrot fashion, is to create a positive atmosphere in your mind or to prepare the garden of your mind for the selection and planting of seeds. With the repetition of your affirmation, you will one day begin to accept it as a truth. You will begin to expect this truth as a reality and believe that your prayers are being answered, not by God, but through your belief. God has answered you long, long ago. He has met every need and has put forth the supply; your belief opens your life to receive it.

As you continue to rise in understanding, you begin to expand your vision and to use the true purpose of prayer and pure mental training, to condition or recondition your mind.

Keep this thought in mind; **you do not change God's attitude with prayer; you change your attitude toward**

**When the false
self says 'I
Cannot', the true
self says
'I Must!'**

Action

God. You must resolve to **never again** engage in vainrepetition of pleading and crying for God's intervention. You must affirm prayers of joy, gratitude, praise and harmony, with the belief that all will be revealed in time. You must keep your faith; not a faith accepted in blindness but a faith with...

The ability to see the invisible and to believe the incredible. It permits you to receive what the rest of the world calls impossible.

You may have read St. Paul's definition of faith as *the substance of things hoped for, the evidence of things not seen*. This is the reinforcement for all of the findings of psychology and mental science. The following statement explains your creative power; when you mix thought with the most intense of all mental action, you have **faith**. It is in faith that the union of intellect and emotion becomes one power with the expression of the idea you want in your life.

Albert Einstein lived with a statement that explains his greatness; *All creation waits with eager longing, for the revealing through the sons of man*. He knew that everything that will ever be is already here; that the best way to do anything has not been thought of yet. Through faith, his mind could attract the thoughts necessary to complete a solution even though there was no precedent for the new idea.

Action

**Thinking starts
the vibration.**

Action

Faith goes beyond belief. It is the inner knowing that there is a better way; a conviction that you cannot articulate in any way other than through the individual movement of one who holds an idea with faith. I am not referring to what most believe faith to be, which is blind faith. I am referring to an inner knowledge, rather than a haphazard approach. Faith is a connection with your spiritual self, while belief is of the intellectual self. Faith is the confidence in what you believe and the conviction of what you do not see.

The knowledge I refer to is within you and reveals itself to you. You may discount it with a coined word called **coincidence**. Remember the last time you picked up a telephone to call someone and **WOW**; there they were; already on the other end of the line? Have you ever thought about someone and suddenly ran into them?

Your inner knowledge is always ready to respond when you are open and ready to receive it. By your faith, it will be known to you. Begin today, to connect with your inner knowledge by asking yourself good creative questions and allowing some time to receive a response. You must respond with confidence. For example, while driving, you may come to an intersection where you are not sure of the direction you should take and yet, a strong feeling comes to you. You must act on this feeling. It is always correct. You must have trust and faith in the message. As a child you did, but now you are left asking...

**As you think,
you travel.
As you love,
you attract.
James Allen**

Action

*Why was I not told, that in my brain I hold, in one
tiny ivory cell, both God's Heaven and God's Hell.*

-Oscar Wilde

When commenting on human cells, the great Edison said *“The cells in the various organs of our bodies will give up and die because they cannot stand the treatment they are often given by the imposing of limiting beliefs. Our cells were not intended to be bombarded with such energy as doubts, worry or fear. Whatever impairs these cells will also impair the digestive fluids and, as a result, the nutrition of the body is affected.”*

You rarely give conscious thought to the working relationships you have with the cells of your body and their plan to keep your body functioning at its maximum. You have the choice to impress healthy, pleasant and joyful thoughts or unhealthy, unpleasant and hateful thoughts onto them. The latter leads to a lack of mental, emotional and physical order. Each of these cells belongs to a community and each labors within the community to produce premium quality results. For example, take the cells of the stomach which secrete the fluids that digest food. When the brain is under stress and sends out a thought or suggestion, it interrupts its work. The resisting power of the body is now in jeopardy and open to the attack of enemies lurking within the system.

**When you walk
with sight, you
see what is.**

**When you walk
with faith, you
see what can
be.**

Action

The possibility of giving your cells positive messages through suggestion is endless. Medical science is becoming more aware of how a person's mental and emotional state can influence the outcome of treatment to their patients. Every day, you receive information regarding miraculous turnarounds by many people with supposedly incurable sicknesses. You may distinguish this change by many names, but what has altered is the person's state of **VIBRATION**.

Vibration is divine movement

We all know something about vibration, yet few of us connect it to our state of being. First, understand that all matter is in a constant state of vibration or motion. Molecules are made up of rapidly moving particles called atoms. Atoms are made up of rapidly moving particles called electrons, neutrons and protons. In these particles of matter, there is a force causing them to circle around one another at inconceivable rates of speed. This state of vibration is what determines the structures of compounds and elements. For example, take H^2O (two hydrogen atoms and one oxygen atom) at a specific speed of vibration. When many of these molecules vibrate together you have water. Speed them up and you have steam. Slow them down and you have ice, yet you still have H^2O . The only change is the state of vibration. **When you change your state of vibration, you change your life.**

**Words are
noises.
Vibration is
truth.**

Action

I can appreciate the demands this type of reading can have on a person, but I believe there is more to learning than the simplistic. You must routinely think in a positive way. Examine the following rates of vibration.

Sound can produce up to 20,000 cycles per second. Beyond this level, it begins creating heat, demonstrated by a microwave oven. Continue to increase the motion and you have light, which travels at a rate of 186,000 miles per second. There are many opinions on how fast this vibration is capable of going. Every great thinker has spoken and written about the higher levels of vibration as the origins of creative thought. Many reputable scientists have said that there exists a plane of thought that knows absolutely no limitation. You know this plane or dimension by many names. Edison entitled it the **no thing**, the **never of the what**.

Whatever name you use, you must understand one important point. To connect with it, you must hold a higher ideal. Right now, you are in a state of vibration. Whether positive or not, you know one thing got certain; a positive state attracts what is necessary for a positive life. To increase your state of vibration, you must...

Increase the intensity of your
state of thinking

**You don't get
what you
want...
You get what
you are.**

Action

Observe again the role your cells play in successful living. If you impregnate your cells with any thought you emotionalize, it will take on the characteristic of that thought. With a constant repetition of thought and action, you are continuing to impress specific characteristics or messages into your cells. All the while, your cells are dividing at a rapid rate and passing on the very same characteristics to the newly developed cells.

According to scientific data, your cells undergo a complete change every nine months. This means that, by continuing to impress specific characteristics into the cells, you can experience a totally new consciousness within a nine month period. You know this process as **forming habits** or **fixed concepts**. Remember, the only thing that can replace a habit is another habit; therefore the only thing that changes an old belief is a new belief.

Consider the importance of impressing empowering beliefs upon your cells. Consider the state of vibration you are in when you hold pleasant and productive thoughts. Consider thoughts of action, of health, of giving and of love. If you could measure the sound of vibration, you would hear an outstanding, harmonious sound that would be consistent with the feeling (vibration) you are experiencing. You reach these very thoughts by increasing the state of your thinking.

**We are either
winning or we
are learning!**

Action

To think is to vibrate and therefore, to increase the state of your thinking, you must choose thoughts that bring order to the mind.

You see...

- **Sanity is order in your thinking,**
- **Peace is order in your emotions and**
- **Health is order in your body.**

You represent three levels of vibrations, or a cause and effect relationship; thought being the first cause. Thought is the mind in action, which is creative. People are becoming more aware of this science than ever before.

You will come to know this age as the age of the creative thinker. It will richly reward you in happiness, health and wealth if you first create order in your mind.

For the next thirty days, commit yourself to exercising your power to think and act with prayer. You may choose to improve your personal effectiveness by enhancing your relationships; to advance your career by seeking a promotion or raise. Perhaps it is to form one productive habit for the next thirty days. Whatever change you plan to create, one thing is for certain; you

**He has the
right to
criticize who
has the heart to
help.
Abraham
Lincoln**

Action

must do it for thirty days. If you stop or miss a day, you must begin again and persist until you complete the thirty day test. Remember, *you only have to do it until you want to do it, then you will not have to do it any more.*

In one of the exercises taught in my seminar, I ask everyone to focus on what they really believe they want to be and do in their lives. I pop a few navels when I suggest that they not focus on **having** until they can first give shape to **being and doing**. I suggest:

- To **BE** in love every day, with what you do,
- To **BE** in love every day with someone,
- To **BE** in love with servicing people,
- To **BE** in love with learning, growing and sharing.

These goals may sound like pleasantries, platitudes and Pollyanna, but they are possible to achieve if you are consistently consistent, on a consistent basis.

Trust me, the process works, to which everyone who is successful in any way will attest. To love to be at your best and to do things beyond other's expectations of you is to see with an inner vision or inner sight. This vision breaks through limits with the gentle power of laser-like energy; confidence without arrogance and giving without selfishness. In attaining this vision, a competitive attitude

Action

is replaced with a more creative attitude. You temper the 'hurry' in your work and in your day with understanding.

My friends Rocco and Gail are people just like you and I. They dreamed of what could be but possessed limiting beliefs of why it could not be. They have now discovered their power to create a better life for themselves and their family. What changed? Were they finally struck by a speedy motivating thought? Was it that they finally discovered what they wanted? Not really, they always had a good idea of what they wanted; as most people do, maybe not as specific as they should have but, nevertheless, they had a **desire**. When you focus on desires, it has a tendency to heat up and ease the pain of the decision to act.

Everyone makes decisions and everyone takes action. To what degree you decide and act is what determines the permanence of your new pattern. Gail and Rocco made two decisions. **The first was to take action and make a change and the second was to continue to take action until a change occurred.** You may think people such as Gail and Rocco were inspired. There may be a degree of truth to such a belief. To become inspired means to walk off the beaten path and onto a new road that is moving in new directions.

You cannot confuse this principle. Rocco and Gail followed the simple principle of thought and action and

Action

persisted until a noticeable change presented itself. This change must also begin with you, in the way you think and the way you see yourself.

The Law of Perception states that the way in which you perceive something will determine how you experience it.

- **The way you perceive your career is how you will experience it.**
- **The way you perceive your relationship is the kind of relationship you will experience.**
- **The way you perceive wealth is how you will experience wealth.**

There are data sources that reveal how true this law of perception really is. One source shows a number of third and fourth generation welfare recipients.

My friends, Gail and Rocco slightly turned the lens on their telescope. As a result, they were able to see a whole lot more and, with a specific course of action, they are now making their dreams come true.

By adopting the principles in this book and following a similar plan, any serious minded individual will discover for themselves a power within that has always been waiting, willing and able. Just begin to do it.

Action

- **Do more than exist...begin to live.**
- **Do more than touch...begin to feel.**
- **Do more than look...begin to observe.**
- **Do more than hear...begin to listen.**
- **Do more than listen...begin to understand.**
- **Do more than talk...begin to say something.**

Begin today; do not delay. Do not think it's *too difficult*. Create the new mood of excitement and start. Waiting for a plan that is right only holds you hostage.

You must trust in your instincts and start. The moment you experience a thought or feeling of *Am I ready* is the signal to start. Starting will always be the best way to get ready. So, the best way to get ready is to get going.

Make your new belief so strong, so all important, so all absorbing, so all inclusive that the mental substance in your difficulty will dissolve and the problems will begin to drop out of sight. Limitations will turn into unlimited potential.

Do you pray to change God's mind, or to change your attitude toward God?

Chapter 4

Laws of Success

The Law Of Belief

Believe you can...
Believe you can't...
You're right!

What are the characteristics of successful people? Are there certain people endowed with specific qualities and if so, are these qualities transferable to other people? I believe the best way to answer such a broad question is to ask some very simple but revealing questions.

Try these examples: *Can I improve the way I think, feel and act in my career, my personal life and in my family life? Can I find a new and better way to do what I am doing if I give the best that is within me? If I can, do I believe it would result in a definite improvement even though it may be a small one? Would it make any difference if it was just to treat people better, improve in a sport, improve my work, play a musical instrument better or earn a little more money? If I really worked at being happier, could I be? If I really worked at being healthier,*

**When we have
lost our way, it
is not the way
that is lost.**

Laws Of Success

could I be? Do I deserve as much health and as much happiness as possible?

Then is it as equally true that you deserve as much wealth as you **want**? Answer the following question about success: Do empowering beliefs **enhance** or **enable** you to improve the possibilities of success? You must be very objective in answering this question. The power of belief has influenced the outcome of many more goals than the mental capacity of the person carrying the goal.

A major quality of success of any kind is how well you work with the very first law of success; **The Law Of Belief**. Absolutely nothing replaces it; **neither special skills nor specific knowledge**. Degrees displayed on a business card will not bring you the same caliber of success as a convincing belief. Remember, to be convincing, you must first be convinced; **totally convinced**.

Give yourself a check-up on where you stand regarding **The Law Of Belief**. You must be super honest with yourself; brutally honest, and ask specifically what you would most desire to improve in your life which you have not? Why not? What is the belief that is stealing your power, that is robbing you of joy and fulfillment? Do you lack the skills; the finances; the knowledge; the education; are you too short; too tall; too young; too old? The list is endless and there will always be a reason not to do something, as long as you look for why you can't.

**Life at any time
can become
difficult; life at
any time can
become easy. It
all depends upon
how one adjusts
oneself to life.
Morarji Desai**

Laws Of Success

There are also reasons to do something when you look for why you can. **All limiting beliefs are motivated by one central belief; you do not feel worthy of the goal.**

The law of polarity states that there is good and bad in everything. You cannot have one without the other. The only way you can find a reason why something will not work is because there is a reason for why it **will** work. As long as you focus on why something will not work, you work against the law of belief. The new testament teaches...

Whatsoever things you desire...believe you will receive them when you pray and they are yours.

-Mark 11:24

Today, you can seldom pick up a self development book without reading about some new-found beliefs. They are all helpful, no matter how vague they may be but nothing will change as a result of these beliefs until you find the root of the one major belief that holds many people hostage. This one belief makes more philosophers and successful people than any other.

The belief that your limits can stop you.

Sounds crazy, right? Yes, it is, until you really think about this; your limits do not stop you; what stops you is your belief in your limits; the imagined limits that build walls around you.

**A man is not so
hurt by what
happens, as by
his opinions of
what happens.
De Montaigne**

Laws Of Success

People do not have a problem in getting what they want compared to choosing what they want.

How many times will you have to hear about the most unlikely person, in the most difficult situation that you can imagine, coming up with the most incredible outcome, before you understand the unlimited power of the human spirit; before you understand how belief connects you with this power and allows you to do incredible things? This power recognizes no limitations. It is evident in the historic story of Helen Keller. This story truly demonstrates the power of purpose. It guarantees that any person with the conviction of Ann Sullivan will accomplish what the world calls **impossible**.

During a speaking tour of schools, I learned to my amazement that only a few students had ever heard of Helen Keller. What magnificent lessons such stories can teach; stories about people who overcame insurmountable obstacles. Many people do not perceive obstacles as an integral part of life's process, as a part of personal growth and development. In India, there is a legend about God equipping a man for his **life journey**. One of His angels added the gift of contentment and complete satisfaction when God intervened and said. *No, if you give him that power, you will **rob him** forever of the joy of self discovery.*

**The good or bad
is not in the
circumstance,
but only in the
mind of those
who encounter
it.**

James Allen

Laws Of Success

The Law of Belief is also the law of discovery. It is a bridge which leads to the discovery of, and connection with your tremendous resources for the molding of your character. It is your strength of character that is the foundation-building a lasting life and successful results.

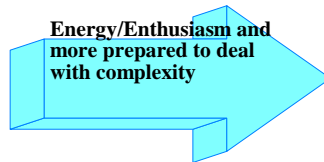
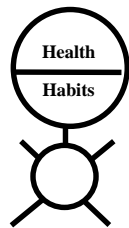
When you challenge your limiting beliefs, the real discoveries are the gifts you open within yourself on life's journey; gifts such as how much more love and courage you find, how many opportunities you discover, to start and improve your business and financial growth. To raise the sail and begin the voyage, you *have to* believe in yourself. You *have to* shake the comfort zone and take the risk that leads you to greater depths of understanding. Risk is an empowering emotional fuel. Only by risking can you find out what works and what doesn't. You will see the results when you work with a new belief about yourself.

The risk is to believe in yourself.

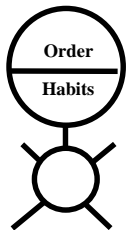
Begin with your new **no limit** approach on the life you want to create. Do not concern yourself too much with the minute changes occurring around you; a trap in which you often become caught.

Laws Of Success

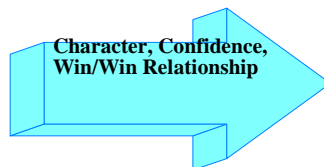
Empowering Attitudes To Strengthen Beliefs And Character



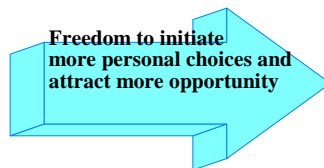
DECIDE...



BELIEVE...



BEGIN...



Decide - Believe - Begin

Stickperson courtesy of the late Doctor Thurman Fleet of Concept Therapy, San Antonio, Texas

Laws Of Success

Remember;

- 1. Don't sweat the small stuff, and**
- 2. Everything is small stuff.**

With a strong focus on your own personal vision, you must be very clear and determine a strategy. The result will build positive, constructive habits.

Use the diagram on the opposite page to see yourself in a new light, in the role you want to play on the world's stage. See yourself as you want to be with as much detail as possible. Before looking at the opposite page and examining the four concepts on which to focus, consider this idea: *My belief in my power to succeed is non negotiable.* Burn these ten words into your mind. Write them and the following four success habits, on a number of 3 x 5 cards. Put them on your sun visor, over your bathroom mirror, on your refrigerator and anywhere you will notice them.

The idea of taking beliefs and turning them over to the effortless custody of habit is what sets free your higher forces of mind. You can then work on additional creative ideas to enrich every area of your life.

1. A strong belief in good health habits provides energy to live more effectively in every way.
2. A strong belief in definite goals gives your life more order that translates into more power.

**Man alone has
finally succeeded
only because he
has failed after
repeated efforts. If
he had never met
defeat he would
never have known
any great victory.
Orison Swett
Marden**

Laws Of Success

3. A strong belief in keeping commitments builds meaningful relationships; the very foundation of success.
4. A strong belief in developing good earning habits gives you a greater insight into opportunities and the ability to initiate more choices.

Put the diagram where you can see it and refer to it often.

One last suggestion before your next step; if you must believe, let it be a belief in big things. You have an unlimited supply. You can do what your belief allows you to do. Beliefs can become facts when you nourish and guide them.

When your beliefs stop you from acting on something, be sure to examine why you are being challenged by this belief; it could very well be a guiding principle or a value, sending a signal to do the right thing.

**People who try
to do
something and
fail are
infinitely better
than those who
try to do
nothing and
succeed.
Lloyd Jones**

The Law Of Desire

Desire is the effort of an unexpressed possibility within us, seeking expression without, through our actions.

-Wallace D. Wattles

The word desire has its roots in the Latin **DA-SIRE** that means **to give birth to**. The very meaning itself indicates that something within you is seeking expression through you. You could say it is the language of your spiritual identity knocking on the door of consciousness, for entry into your objective or physical reality. Consider the major goal of the inner life force. Is it to simply express more and more of life? The life force communicates this through desires, at which point you consciously interpret and select the direction your desire will take. You do not desire a new car, a new home, more money, etc. These are the forms you choose to express your desire. If you choose not to act, you then refuse to deal with your desire consciously which means it will then deal with you subconsciously, and you may not like the outcome!

When they asked Michelangelo how he carved such great sculptures, he simply said: *I just remove the stone that surrounds and hides the beauty that has always been there.* The **Law of Belief** represents your first step in the chain of cause and effect. What you sincerely and

**To win...You
have to stay in
the game...
Claude M.
Bristol**

Laws Of Success

passionately believe to be true will become the script you will follow. The **Law of Belief** does not fail; it only succeeds; whether or not you determine the results as good or bad. You do not even have to concern yourself with how the results are going to come. You only need to concern yourself with nurturing, cultivating and guiding your belief. You must do this every day with as much precision as you can and with an uncompromising courage that everything is working out to the satisfaction of your belief. When problems arise, that is good; they strengthen your belief. You cannot grow without them and there would be no need for belief without the challenge of problems.

The very first step is to give your desire a conscious form through a clear, mental picture on the screen of your imagination. To simply go about your day with free-wheeling fantasies in your head only leads to frustration, which continuously changes your goals.

You need constructive, creative and disciplined thinking to properly identify your desire and just how it fits into your value system. If you are vegetarian, you may have a serious problem with a career in meat packing. If friendships mean security, you may become dependent. If money means power, you could lead a very lonely life.

Getting a clear understanding of life and of your values helps you make clearer choices on the direction you want your life to take.

**The only things
that stand
between people
and what they
want from life
is often merely
the will to try it
and the faith to
believe that it
is possible.**

**Richard M.
DeVos**

Laws Of Success

The following example will help to emphasize the importance of clarity in a successful life. A man once told me that he had a burning desire to advance in his career. I asked him what amount of time and energy he was prepared to give up to achieve it. *Will you work weekends, evenings and miss some of your family time today, to accomplish your task for greater advancement in the future?* There was an instant change in his energy and his tone. *Not really,* was his response, *maybe occasionally.* This man has deeper values that override what appears to be his major desire. On the other hand, there was a definite way he could accomplish his goal, with some clear-cut plans and disciplines. We decided to put a strategy together and it is working today. The lesson is that taking the one option, the one choice, without examining the many possibilities available to you will leave you frustrated and living with conflict.

Quite often, your monetary practices are often in total contradiction with your monetary rewards. It is for this very reason that you never have any money or why, no matter how much you may earn, it always seems to disappear. You can sum this up with the following biblical statement;

For those who have and have
not, it will be taken away.

**The first and
most important
step toward
success is the
feeling that we
can succeed.
Nelson Roswell**

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This statement is worth considerable thought. Upon examination of your beliefs and values about money, you may find that they are in conflict. For example you may hold a belief that net worth gives you self worth. You may believe it will give you comfort. It can, but it may also cause you discomfort. A desire for more money could simply mean I want to feel a sense of achievement. Again, you must ask yourself, *what can I do to provide a service that would enhance my own well-being and provide the income I need to live in the style I want? Where would I start? What do I really love to do?*

I realize this is a long winded way to suggest how important it is to clearly define your desires. It is equally important to understand how large an impact your desires have on the direction you want to take. I know, from first hand experience with many people, just how much time and energy you can save yourself by identifying the reason something is important to you. One of the easiest tests for doing this is to examine just how far apart you are between what you do and what you want.

What you want < **Value** > **What you do**
Belief

The closer these two ends are to the centre the more meaning it gives to your life. The further apart they are creates frustration. This is not to suggest that frustration indicates you are on the wrong track or that a lack of it implies you are on the right one. The truth is that in order

**Desire is what
you want.
Activity is what
you expect.**

Laws Of Success

to succeed you must master your possessions if you are ever going to master your circumstances. The key is to live from the centre of your being; to focus on what you value most. When you refuse to allow possessions to control you, you never again allow circumstances to control you.

What you most inwardly desire is what you will outwardly express

While you desire the material things of life (they are enjoyable and add plenty of fun to life), you must be certain to separate these outward goals from your inward goals. A good example of a material gain giving a person inner joy is the purchase of a home. It adds an incredible sense of accomplishment and fulfillment. On the other hand, sometimes the house owns the occupants.

The following is a great example on this subject. It is a true story of an American tourist who found himself in India. It was the day of the pilgrimage to the top of a sacred mountain. Thousands of people would climb the steep path to the mountain top. The tourist, who had been jogging and doing vigorous exercise, thought he was in good physical condition and decided to join in on the experience. After twenty minutes, he was out of breath and could hardly climb another step, while frail old men with canes and women carrying babies easily passed him. *I do*

**Freedom is the
other
side of fear.
Allan Watts**

Laws Of Success

not understand it! he said to an Indian companion. *How can those people do it when I cannot?* His friend answered; *It is because you have the typical North American habit of seeing everything as a test. You see the mountain as your enemy and you set out to defeat it, so naturally, the mountain fights back and it is stronger than you are. We do not see the mountain as our enemy to be conquered. The purpose of our climb is to become one with the mountain as it lifts us up and carries us along to the top!* Isn't this really the difference between internal and external goals? Isn't it true that inner strength will also prevail over the outward conditions? Working from the inner self is performing with authentic power. There is no top or bottom to the inner self, although the outer self has limits. Your desires can give meaning and shape when you...

Become a partner with your desires.

To come full circle with your desire, you must provide the channel for the expression to take place by becoming a willing partner. By giving your desire a definite form in the way of a clear mental picture, a clear definite plan and definite repetitive action, you nurture and guide your desire into your physical world. It is important to be trusting in this relationship with your higher self just as you would with a son, a daughter or a friend. You must understand the relationship with your desire as...

**Believe...
and your belief
will create the
fact.**

The Law Of Expectation

Never desire what you do not expect and never expect what you do not desire.

-Raymond Holliwell

We all know people who desire things that they never really expect. This is much like putting a Volkswagen engine in a Ferrari; it looks good but lacks the power to perform. The principle of expectation is what sets your power into motion. It moves you into specific conditions and circumstances with the power to also attract specific conditions and circumstances toward you.

Expectation is using your imagination
to think from the end while desire
alone thinks toward the end.

Goethe said; *Before you can do something, you must first be something.* The idea of confident expectation is a major principle found in every successful life. This principle moves you from a perceptual awareness of things to a conceptual awareness where you can see your life as it ought to be. The moment you begin to mentally invoke your power of expectation and take action to achieve what you truly desire, your entire world begins to take on a new shape. It takes on a new color and creates a new state of being. There are those who live with a tentative expectation. They desire to grow, to expand and achieve

**People
eventually
discover that
they are the
master
gardener of
their soul, the
director of their
lives.**

James Allen

Laws Of Success

but hardly expect it. To restrict your desire through halfhearted expectation is like preparing for a marathon in a rocking chair. You must totally **commit** yourself to meet your expectations. Remember; committing is the key to developing and meeting your expectations; it is the difference between achieving and wishing for your goal.

Expectation is the force that causes the creative power within you to act, but failure to connect expectation with personal action will leave your desires shipwrecked. Expectation will lead you to the gold mine - action will do the mining. By using expectation, what you want is available to you. You can see it, feel it and almost touch it. Your actions will permit you to receive it!

You must understand the role your expectations play in your ability to take risks. Your expectation level reflects your willingness to take a risk while fear reflects the degree to which you will avoid risk. Risk and expectation are compatible to personal growth while expectation and fear are incompatible. Consider what the world be like without risk. There would be:

- **No discoveries by Christopher Columbus.**
- **No great music composers.**
- **No walk on the moon by Neil Armstrong.**
- **No airline flights.**
- **No great mountain climbers.**

This list may seem ridiculous yet many people live in

**Even a mistake
may turn out to
be the one
thing necessary
to a worthwhile
achievement.
Henry Ford**

Laws Of Success

this type of world because they have created a world with little or no expectation of a better life.

The world would stop if it were run by people who said it can't be done; because the risk was too great. When Marconi asked for a \$30,000 grant to create a wireless message system, his friends, out of the kindness of their hearts, suggested he check in to the nearest sanitarium. Actually, one of his friends suggested that he use the money to build a stairway to the moon and congress decided that the stairway was a better idea.

Positive expectation establishes an image, an idea that you hold of yourself. In turn, you communicate it to the world. You set **The Law of Expectation** in motion and it begins seeking out everything of a like nature. Think about this: *Expectation crystallizes the desire you have into a shape, a picture or an idea with which you can lay plans and take action.* Soon, things begin to happen—events or people come into your life. Things that do not work out create some conflict or setbacks. You may respond with the tyrant **FEAR**, a word which platform speakers refer to as **False Evidence Appearing Real**. This quote is good for speakers but overall, it is empty at best. Fear is very real in the mind and, it is in the mind where it counts. Fear is motivated by an expectation of pain or loss. When rejection comes into your mind, you base your fears on what others might think of you.

Let me take you on a short but enlightening journey.

**The hopeful
person sees
success where
others see
failure,
sunshine where
others see
shadows and
storm.**

**Orison Swett
Marden**

Laws Of Success

*There is a thief in the lives of many good people, in many good families and in many good companies. This thief robs these people of their self esteem, their creativity and their tremendous power to achieve. This thief is no respecter of persons. He comes disguised as the great protector, with well thought out and planned lies, to gain our support before he makes his move. He begins by creating doubts around our beliefs, leads us to ignorant people he has captured and harnessed to believe in him and to share his lies. Soon he introduces us to worry and teaches us to focus our attention on the unpleasant circumstances that await us, should we decide to become a total person. Slowly he coaches us with his doubts and worries. They are his fore-runners, the angels that prepare the journey into his valley of nothingness, the valley of numbness. His many followers have overpopulated it. They feed on each other's nothingness because they too, have been robbed of their gifts. They too have surrendered to the invisible thief, **FEAR**.*

I have had the good fortune to see the movie, **The Never Ending Story**. I recommend that you see it, if you have not. It is a children's story with a timeless message on how courage conquers fear. It is about a young boy who is selected to save Fantasia from a destructive enemy. To do so, he must go through a number of encounters that challenge his belief and his faith to reach his

**When it is dark
enough you can
see the stars.
Ralph Waldo
Emerson**

Laws Of Success

goal. In one scene, he and his horse find themselves surrounded by quicksand that swallows those with hearts full of sadness. The boy tries desperately to encourage his horse, but to no avail. The weight of sadness overwhelms his horse and he sinks into the quicksand while the boy carries on to finally conquer the enemy that, in the end, is **the nothingness**. The nothingness is an empty heart. It is a mind void of purpose, the absence of love, faith and a definite commitment to achieve a positive outcome.

You cannot estimate the number of people who live far below their potential because of fear. You can however, number in the millions the ruined relationships, the stopped careers and the development of illnesses; all through ignorance of this powerful emotion. The major reason for the development of fear through ignorance is explained in a story by Harold Kushner, in his magnificent book, *When all you've ever wanted isn't enough*. It is one of the best books I have had the pleasure of studying. Kushner's teacher taught him that, to expect life to be fair because we are good people is like expecting the bull not to charge because we are vegetarians.

Life has its share of injustice and heartbreak for everyone. Some experience it more than others. It causes even the best of people to ask why, but it does not prevent them from going forward. Whatever it is that grips you, whatever fear holds you, you can defeat it through a change in focus and through continuous, persistent action.

**I believe that
you can get
everything in
life you want if
you will just
help enough
other people
get what they
want.**

Zig Ziglar

Laws Of Success

Let me suggest an exercise I have used for years. It is one of the simplest and most valuable exercise I have ever learned. Stand up straight, with your hands on your hips and hold a natural bright smile. Holding this position and smiling, try as hard as you can to feel anxiety, depression or fear. Try to doubt or worry while standing and holding this very position. I promise you; it cannot be done. Do you see how simple it is to create a whole new attitude, a complete change in your mental and emotional state? Do this exercise each morning, as well as a number of times throughout the day.

Another simple exercise I found to be very successful is slow breathing, while squeezing and opening my fists in rhythm with my breathing. This is a method used to stir and awaken the solar plexus. After taking slow breaths by inhaling and exhaling, expand your abdomen to the limit by breathing in and pushing your breath out against the abdomen. While holding your breath for a couple of seconds, draw in more air and carry it to your upper chest. Draw in your abdomen and reverse the process by deflating the chest and pushing air into your abdomen to its limit. Continue this with rapid movement, five or six times, and then exhale slowly. This exercise completely removes fear and replaces it with a refreshing and recharged mind and body.

I often have people tell me that this does not make sense and, of course, they are right but, on the other hand, fear is not amenable to reason. You can fear the present

**Our greatest power is
the power to choose.
We can decide where
we are, what we do,
and what we think.
No one can take the
power to choose away
from us.**

**It is ours alone. We
can do what we want
to do. We can be who
we want to be.**

Laws Of Success

and past as well as the future. You can manufacture conditions and circumstances in an instant where none existed before. Practice this exercise and it will destroy fear and uncover a whole world of new possibilities. The way to conquer fear is to become conscious of power, a power that lives, moves and has its residence within you. It is as close as the breath on your face.

If you take action against your fear, you will become aware of your power; power being a greater awareness of your inner resources, greater than the threatening powers around you. Take control by exercising your greatest power.

Fear has no power other than the power you give it? You may desire something, but allow fear to overwhelm you and cloud your expectations and motivations, sending you in a different direction.

The thing I fear has come to visit upon me.

-Job

Job warns us that fear is an attractive force. Fear can be a jailer or a teacher, depending on how you perceive it. Fear is no match for a focused, expecting and active individual.

Each day can be a new beginning when you give yourself permission to expect a successful outcome for everything you do. You can expect positive reactions

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from people, positive results in your transactions, positive results with your family. You must build on each day and reinforce your expectations with fifteen minutes of quiet time, by visualizing all these positive outcomes.

I will close this chapter with the following mental vitamins which you must put above your sun visor for a week

- **When you do not expect what you desire, the conditions and circumstances appear out of nowhere.**
- **When you consistently expect what you desire, the ways and means appear as though they were always there.**
- **You can improve the possibilities of attracting what you desire and expect by aligning yourself with...**

The Law Of Choice

Change is inevitable; choice is optional.

-B.J. Domnick

Decisiveness, self assurance and self identity are three qualities that never recognize limitation. These qualities enhance health, happiness and joy in your life with a sound foundation of financial well being.

How often do you find yourself fighting with these three qualities? You put stress on yourself to make a decision, to look confident and you kid yourself into a false sense of identity without ever understanding the wellspring from which they rise.

This is your value and belief system. It is the central location of activity and point of control that dictates and influences your decisions, which are responsible for your direction in life.

It is vitally important that you understand the associated links between these three qualities and your belief and value system. Where there is a clear awareness of one's beliefs and values, you find clear, decisive and self assured people with a strong sense of identity; **self worth**.

Do not confuse traditional ways with values. Traditions are like rungs of a ladder. They represent the

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elevation of humanity. Their intention is to stop you from slipping back. Unfortunately, many use them to stop from going forward.

A very successful organization called Alcoholics Anonymous incorporates a set of principles that get people focused on higher values. They use a set of traditions that keeps the group together, but it is not the traditions that create sobriety. It is much more than that. It is clearing away the wreckage of one's past by identifying and implementing well-designed life enhancing spiritual principles.

Their approach, although simple, is not easy,. One of the slogans is to **keep it simple**. This principle is a definite added value to any of life's situations. Whether big or small, once you conquer an obstacle, it is a victory gained which expands the three qualities of decisiveness, self assurance and self identity.

More often than not, you take the power of choice for granted. Whenever I refer to it in a seminar and discuss how important it is in bringing order to our lives, I always get an *I know. Yes, that's right, my power of choice is vitally important and I appreciate what a truly great gift it really is. Do we really?*

Let me share the following great story with you. Think about it until it moves you into a new dimension of thought and action; a new consciousness that gives a clearer picture for making clearer choices.

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One day, in a small town, a preacher was driving through the countryside, deep in thought about his sermon for the coming Sunday. As he cruised down a specific farm area, the difference in the farms was overwhelming. Some were run down, some were mediocre, some were beautiful and then, one was a sight to behold. It was outstanding. The fences, fields and crop were exquisite. The cattle, the barns, everything was postcard material. As the preacher got to the end of the road, he spotted the farmer standing by the fence. He pulled over and approached the farmer. After some pleasantries, he said, 'God has blessed you with a beautiful farm'. The farmer thought about that for a moment and said, 'Yes, he has, but you should have seen it when he had it all to himself'. The preacher then knew he had his Sunday morning sermon.

You have been given one hundred acres and, to some degree, you have the necessary tools, the soil and the equipment. Unlike the farmer, only a few of us exercise our power of choice, our self assurance with action, to develop our acres to their maximum potential.

The harvest is great. The labors are few.

Look at your own one hundred acres and evaluate what you want to do with them. In so doing, you must be aware of the Law of Choice. You may choose as you please but you cannot escape the inevitable consequence of your choice. You can choose the memories on which you want to focus; you can

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choose what to say or do but, if you centre your reaction or response in principle, no matter what the outward appearances dictate, you will always choose wisely.

You can immediately set up a series of positive choices on daily short term victories; what you say and do; how you treat people; daily income goals. Most importantly, you can choose to take charge of your life and, when you choose the image and hold it, you invoke...

The Law Of Attraction

Never do you fail because of a lack of brains or potential. It is because you have never organized your energies around a definite goal.

There is a law of mind that states; **that which you can conceive of, believe in and totally expect for yourself, is exactly what you will experience in your life.** You can start this dynamic law of mind when you engage yourself with singleness of purpose. It is never a question of having the potential. If you question this, you can answer it only when you concentrate your thoughts on a definite purpose. Through the process of focusing your thought on a definite purpose, it becomes a power used by goal achievers in every walk of life. Whether done consciously or unconsciously, the process is the same.

Any goal casually set, will be abandoned at the first sign of defeat.

-Zig Ziglar

Earlier in this book, I refer to the importance of establishing your goals and identifying your beliefs and values. To determine what is very important to you, you must be certain that your goals are not in conflict with your values.

**All the
significant
battles are
waged within the
self.
Sheldon Kopp**

Laws Of Success

Step One is to write them down on paper. Get yourself some paper and begin to list everything you feel is important. Do not concern yourself with the order of their importance. Just allow your thoughts to flow, with no limitations placed on them whatsoever. List all the material, spiritual, personal, family, career, relationship and health desires. Leave nothing to chance. Write down everything.

Step two is to number them in their order of importance. Keep in mind that many of your goals will function together; when achieving one goal, you fulfill others on the list.

Step three is to take one page and list the four cornerstones in your life, such as the following examples:

Career Goals

Create own company
Specific position

Family Goals

Special Holiday
College Education
month

Personal Goals

Run a marathon
Write a Book

Dream Goals

Special home
Special project

Financial Goals

Scheduled income
A definite investment plan

Spiritual Goals

Participate in giving activities
Give your school one evening per

Mental Goals

Read one special book per month.
Take a computer course

Fun Goals

Water Skiing
Downhill skiing

A Philosophy

- 1. Decide what is most important**
- 2. Write your goals on paper**
- 3. Number them in order of importance**
- 4. Place them into four cornerstones -
Business, Family,
Personal, Income**
- 5. Center your life spiritually**
- 6. Take total responsibility for the outcome**

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This assignment cannot be completed in a day or a week. Also, you must be aware that it will continue to change over time. I suggest that you develop a goal book and keep it handy for continuous review, each day, for ten minutes. This increases your attention and interest while fanning your desire into a blazing flame.

Step four is to choose the one area in which you will focus your time and energy. Suppose you select building a company as the single most important purpose in your life, knowing it will influence every other area of your life.

You can keep these and other areas in balance by organizing your activities and doing specific things until they become habits. I know many people who operate large, active companies who also maintain a great family and personal life. It is never the amount of time it takes; it is how effectively you use your time.

Step five is to take responsibility for your thoughts once you determine a definite, single purpose on which to focus. Your power to think as you choose is the only power over which you have absolute control. Get yourself a 3 by 5 card and write out a very clear, concise statement of your definite goal. No definite **maybes**, no **if only's**. You may want to make up three of these cards and put them somewhere visible; one always carried on you. Your sun visor is a great place to put a second one. Every

**Nothing
external to you
has any power
over you.
Ralph Waldo
Emerson**

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morning, every evening and as many times as possible during the day, read this card over.

In the beginning, you must not concern yourself with anything but the decision you have made to continue reading the card and to take action. Another important point is not to tell anyone about your goal unless you are doubly certain they will do everything they can to encourage you. Your logical mind will attempt to use intelligent rationale to explain why it would be in your best interest to change the goal to something more attainable. If this happens, you must abandon the logic and focus on your goal immediately. Remember, there is no compensation for setting reasonable goals toward which logic attempts to lead you. The goal must be something that moves you emotionally; something with which you fall in love.

From the first day you reach a definite decision in your mind about what is very important to you, related things will begin to appear to you. It may be through people you meet, through magazines, through your work and through areas you least expect, prior to your definite decision.

*You need only move in the direction of your dream
and to live the life you have envisioned, to meet
with a success unexpected in common hours.*

-Henry David Thoreau

**You are mind
and evermore
you take the
tool of thought
and shaping
what you will to
bring forth a
thousands joys
or a thousand
ills.**

James Allen

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He was referring to what you commonly know as the **Law of Attraction**, where like things move toward one another. It is as though providence commands itself to move toward a person who has made a definite commitment to a specific idea.

Today you are witness to the birth of a new order; a whole new consciousness that is rapidly replacing the existing limited creeds, customs and traditions. This new vision taking place is being born from the liberation of thought, through the recognition of natural laws such as the **Law of Attraction**.

The discovery of these laws has taken us to the moon. It has also introduced us to an entirely new age of information, through the computer chip, and this is only the beginning.

The greater your awareness of these laws, the greater your power will be to create a better world. The recognition of these laws begins with your awareness of your relationship with such laws as the **Law of Attraction**. As an individual, you are a channel through which tremendous power flows. Thought is the invisible thread that connects you to this power. Thoughts of abundance will only respond to thoughts of abundance; thoughts of poverty will attract their likeness.

See yourself each day as a powerful human magnet,

**Doubt and
Worry are an
abuse of God's
gifts of
imagination.**

Laws Of Success

attracting your likeness through things and people. Picture, for a moment, a magnet dropped into the centre of many iron filings. Instantly, the filings react and move toward the magnet. Could it be that you, too, are a magnet, with your results being the filings you attract? **Could it be that your focus will energize this magnet and will determine the distance its pulling force will reach?** Your continuous concentration releases a flow of thoughts that will travel any distance to connect with the likeness of these thoughts.

The very thing you are seeking
is seeking you.

The previously mentioned principles, desire and expectation, set the **Law of Attraction** into motion. Desire links you to what you want, while expectation brings it into your life. It is important that you understand this process. When you desire and connect with the very thing you hunger for, without expectation and action, you permit an attack on your mind by the traitors called doubt, worry and fear. They become your expectations and apply the force of attraction. See how your desires and expectations determine your destiny. See how thoughts of success or defeat set up your mental magnet. See how it passes from person to person, with the potential of one person taking on the characteristics of the other, depending on whose magnet is stronger?

**Visualization is
the beginning
of mastery.
Action is the
completion.**

Laws Of Success

Through your power of choice,
you can originate thought.
Thought is mind in action;
mind in action is power.

Your power to attract begins with the power you impregnate into your thoughts. There is no magic, no pyramid or crystal power. There is only the power of your thought. The form and shape of your life is the manifestation of energy wrapped around your thought.

Thoughts of courage and inspiration, once rooted in your mind, give your life new meaning, new confidence and a vision of unlimited opportunities. You will begin to find the people around you changing; conversations about the weather will turn into discussions about finding new and better ways to create great things; you have attracted a new environment. Thus, this is the way you constantly create and recreate yourself. Today, you are the result of past thoughts and you consist of what you continually think. The **Law of Attraction** does not bring to you the things you should like, the things you wish for or the things other people have. It brings **your** things, which you create by your power of thought, whether it be consciously or unconsciously desired.

Consider then, how carefully you choose your home or your car. Why should the selection of your thoughts

**Learn how to
change and you
can develop any
skills you need.**

Laws Of Success

receive less attention? Begin each day with this selection process, by taking the time to create order through visualization.

Visualization is the beginning of mastery. It is the creation of order, the mental searchlight which will organize thought into a clear image of the life you wish to live, the things you wish to do and have, and the person you wish to become.

You will find nature's great secrets through visualization. The great minds of people who centre their imagination on the constructive solutions to problems have created your magnificent lifestyle.

Get into the spirit of the idea you want to see manifested in your world and the desire you want to experience. Find a very quiet place, free of disturbance. Relax and get very comfortable. Clear your mind of any thoughts and breathe slowly for a few minutes, until you are ready to visualize. Let thoughts gather into a picture of desire, as though you were watching a movie on the screen of your mind. See, hear, touch, taste, smell and sense everything associated with this picture; what you are wearing; what you look like; who else is there; what everyone else looks like; what everyone is wearing. This

**It is good not to
have too much
confidence
because we may
think we do not
have to learn;
or too little
confidence
because we may
believe we
cannot learn.
Eric Hoffer**

Laws Of Success

scene is a celebration, in your honor, for achieving your goal. No matter what it might be, everyone is congratulating you on what a wonderful job you have done. Be sure you are concise and specific about the picture you hold, with total emotional involvement, just as though you are experiencing the outcome right now.

Twice a day, every day, for fifteen minutes, muster up your best plan of action. Follow this up with incredible, persistent action. This process transmutes thought into character, and character is the magnet that creates the circumstances and the conditions that arrive in your life. Is it worth it? Imagine yourself, where you will be five years from now; if you are still doing what you are doing today; the dividends are enormous.

You must understand that you are actually changing the vibration of your subconscious mind through the repetition of an idea. With your persistence, your mental, emotional and physical self will become energized, confident and mobile, with a new awareness of things you may have formerly failed to recognize. Your picture is the seed that brings action, and action results in form. I can promise that there will be a definite change if you continue this process and use **your power of action**.

Each day, you trade your time for something. Check your results. What have you traded for your time?

**In the
beginning, you
must coax,
nurse and
entice your
idea to remain
alive.**

**Soon, the idea
will coax, nurse
and drive you.
Napoleon Hill**

Laws Of Success

Your power of action is the evidence of your faith in your idea.

So many dreams wither and die through a lack of action, yet it is the one thing you can do something about, at this very moment.

When teaching a seminar, I always emphasize that you may not be able to change the way you feel about specific situations such as doubt, worry and anxiety, in the immediate moment. You can however, do something about how **you think and act toward the situation**.

I once heard it said that life is a matter of **motion and emotion**. Where there is no motion, there can be little emotion.

You cannot think your way into a better way of acting but you can act your way into a better way of thinking.

Persistent action, said Napoleon Hill, *is to a person's life what carbon is to steel*. Stop and check out where you are versus where you would have been or where you could have been. What difference would action have made or for that matter, what difference did action make?

Some people stand on the fifty yard line, afraid to go for the goal because they may miss. They are also afraid to go too far back because they may fail. The decision to

**What you can
hold in your
head, you can
hold in your
hand.**

Laws Of Success

act releases you from bondage and you receive power for yourself and your purpose.

*Action oriented people have formed the habit of
doing things that failures do not like to do.*

-Albert E.N. Gray

Successful people have formed habits with pleasing results while failures have formed habits with pleasing methods.

In my estimation, this area of personal development is the major message in this book. For the past twenty-five years, I have watched thousands of people, in my seminar and in many other seminars, who prejudice themselves by becoming caught up in false images and personalities. They never give any thought to a plan, to a commitment to action; to complete their commitment until it works, nor do they persist.

An esoteric message is very entertaining. It feels good but it can lead to a state of illusion. I am not suggesting you ignore esoteric philosophy. I am suggesting you engage your thoughts, feelings and actions into the law of habit. In the final analysis, you become what you think about. Let's make the poem on the following page your guide to the path you choose to take.

Magic Word

You may know me
I'm your constant companion
I'm your greatest helper
I'm your heaviest burden
I will push you onward or drag you down to
failure
I am at your command
Half the tasks you do can be turned over to me
I'm able to do them quickly, and
I'm able to do them the same every time
I'm easily managed... all you have to do is be
firm with me
Show me exactly how you want it done
after a few lessons, I'll do it automatically.
I am the servant of all great men and women,
and of course, servant of all the failure as well.
I've made all the great individuals who have
ever been great
And I've made all the losers, too
I work with all the precision of a computer and
the intelligence of a human being
You may run me for profit,
or you may runt me to ruin
It makes no difference to me.
Take me.
Be easy with me and I will destroy you.
Be firm with me and I'll put the world at your
feet
Who am I?

I am Habit

Chapter 5

The Self

Your Self Worth

*Be ye doers of the word and not hearers only,
deceiving your own selves.*

-St. James

Wallace Hamilton tells a story of a pious Buddhist who died and went to heaven. He was immediately given a tour of his new home. Kwannon, the Goddess of Mercy, showed him her treasures; a brilliant mansion that held gold and precious stones that dazzle the eyes, where lovely gardens and angels' songs filled the air. Everything was as he had pictured heaven, until they came upon what resembled a merchant's shop, the walls lined with mushrooms. Upon closer examination, he realized that they were human ears. The Buddhist was shocked and speechless at the sight. *You see;* said the Goddess, *these are ears of people from earth. They went to church diligently and listened with pleasure to the laws of life, the laws of God taught every week. Unfortunately, they did nothing about what they heard, so at death, their ears came to heaven while they went elsewhere.*

**Our deeds are
like stones cast
into the pool of
time. Though
they may
disappear, their
ripples extend to
eternity.**

The Self

Children may be afraid of the dark
while the adult is afraid of the light.

The great Socrates once likened the lives of prisoners being held captive in an underground den to people who had become prisoners of their beliefs, habits and attitudes. *Imagine, he said, a group of prisoners standing with shackles around their legs and necks since birth, with no exposure whatsoever to the outside world. They have seen or heard nothing apart from their experiences in their underground den. Picture at one end of the den far from the prisoners, a huge fire blazing away. The fire was built by pirates who used that end of the den as a place to store their treasures taken during raids on the seven seas. As the pirates enter the far end of the den, they are unaware of the prisoners, who have their backs to them at the other end.*

*The pirates are laughing loudly as they walk by the blazing flame with their treasures, and their voices carry and echo off the wall of the den that faces the prisoners. The fire casts the pirates' shadows on the same wall, so it would appear that the shadows moving across the wall of the den are responsible for the laughter. The prisoners **believe it to be the truth**. This is their only reality.*

One day the chains fall away from one of the prisoners. He is no longer restricted in his movement and begins to walk in the direction of the light that trickles through

**If it is not right,
Do not do it;
If it is not true,
Do not say it.
Marcus Aurelius**

The Self

small openings from the surface of the den.

When he first sees the light, it overpowers him after his years of darkness. Still, he continues to explore the source of this light until he comes to experience its entire spectrum. It is so overwhelming it almost blinds him and he turns away.

After a moment, he continues to move upward towards the light. He continues despite his fear, following the light until he reaches the surface of the den. There he has the most incredible experience of his life as he sees the most wondrous sight that he has ever beheld; the sky, the sun, the clouds, the trees and the ocean. It is such a stunning sight that he becomes instantly ecstatic with his newly-found discovery.

What was once truth to the prisoner is now false. As he stands bewildered by this new world, the voices of the other prisoners startle him. They shout, *return and tell us what you have found, return and we will offer you rewards to share with us your findings*. Suppose he returned to tell them. Do you think they would believe him? Do you think he would care for their rewards considering his new knowledge? If he did return, might they say; *You see! Up he went and down he came. Isn't it better not to ascend at all?* One more person has left behind the old limited conditioning for a new awareness, one that he will never return to again. When you move from your

**He is no fool who
gives what he
cannot keep to
gain what he
cannot lose.
James Elliott**

The Self

underground den of limiting beliefs, your awareness expands.

*It ain't what a man don't know that hurts him, it's what
he knows that ain't so that hurts him*

-Aldous Huxley

Russell made the observation that most of the great evils inflicted on individuals have come through people feeling quite certain about something which was false. I believe that in every school, there should be a huge sign over every classroom door that reads: ***The teacher may not have all of the information! Think for yourself!*** This is what all the great teachers give to children.

I am sure you can imagine the resistance, if you were to suggest such an idea to the school in your area. Try to help the children you meet to think for themselves rather than allow them to become prisoners in an underground den. A den is exactly what many educators have built, only because they tell the youth what to think rather than encouraging them **to think**.

You can teach people to fish or
you can just keep on feeding
them forever.

The single greatest opportunity available to you is staring you in the face right now. You see this opportunity in thousands of sincere faces, with open and beautiful

Today

**Fill it with gladness,
with courage, and
love, and trust,
treat it not lightly,
for it is a part of life
that, when spent,
can never return.
Agnes Davenport**

The Self

minds, ready to accept anything and everything from the person at the front of the class. These wonderful creations contain unlimited potential, unlimited gifts and unconditioned desire to make a quantum leap. Dr. George Lozanain said; *We are taught too much about believing in rigid limits to what we can do and achieve. We are bombarded constantly from both sides with limiting suggestions. Belief in limits creates limited people. Once we get over preconceived ideas about limitations, we begin to think about how we can be much more.*

Creativity is the ability to think
in
unhabitual ways.

There are those who strive and succeed but never experience joy or fulfillment. They measure their self-worth by acquisition rather than by self acceptance. They strive for a position of perfection, a position unattainable, a position that seeks the approval of others as the approval of self. Do not give up striving for a higher ideal; simply strive for excellence with the belief that...

Self accepting people look
upon adversity as an
investment in growth and
learning.

The Self

During one of my seminars, I asked a very successful person how she dealt with failure. She said: *One very important thing to always keep in mind is that we always get a result, we always get an outcome. When we get an unfavorable outcome, we can never permit it to characterize us. We must view it simply as feedback or as a signal to change our thoughts and/or our actions.*

There are times when you receive careless, insensitive comments about your job, about how you look or about something you may have said. You must look upon these things objectively by separating yourself from them and asking; *is this true?* If it is, what can you do to change it? If it is not, then dismiss it from your mind.

Every situation you find yourself in can be a great opportunity to expand your self-worth rather than to allow the situations to trigger experiences that inevitably affect today's performance.

Everything you do and every person you meet, in every situation, presents an opportunity to learn, change and grow. *No one has ever become a champion in the rodeo by riding a tame horse.*

Meeting and confronting adversity with confidence will see you through to the discovery of your higher potential. This will lead you to an understanding that...

The Self

Your Self Image

You can never improve anything to a greater degree than the image you have of yourself.

You can define self image as the way you see and think about yourself. It is an organization of ideas, collected from conclusions of self, by yourself and others. Self image is the regulator of your actions and the key to realizing your potential.

Starting at infancy, you learn what is **me** and what is not. You begin to acquire a sense of your identity. As you grow, you develop a more complex image of who you are. Significant people and emotional events in your life dramatically influence how you see yourself. In later years, you begin to see yourself in relation to others, based largely on how they see you. From the reactions of others, you learn what your qualities are and the value or worth of these qualities. You learn to recognize things you do well and those things you do not do very well. Your behavior, and what you allow yourself to dream, do and say are all subordinate to your self image. This self image, although all present, is not at all unchangeable.

Look over the following four statements and see how many negative anchors you carry around.

**Resistance
Courage is
resistance to
fear, mastery of
fear; not
absence of fear.
Mark Twain**

The Self

- 1. My present results are an inescapable nemesis.**
- 2. I am a victim of fate.**
- 3. Nothing ever goes right for me.**
- 4. Why try anything, it never works.**

People who have such negative thoughts suffer from fear of isolation, separation and loneliness. They will continue to do so until they begin to accept themselves unconditionally as unique and creative human beings.

Acceptance of yourself begins with making a choice to take responsibility for your self worth. When you make the choice of taking responsibility for your thoughts, you choose to learn through doubt and even through fear. You learn that these things can become as good a teacher as a jailer.

Once you choose to develop self acceptance and self worth as your divine birthright for wholeness, you will be tempted and challenged. Understand that this means that you must choose repeatedly until you defeat your habits which are based on painful past experiences. When challenged, you must immediately empower yourself with a clear idea of confidence and a feeling of power. During this mental and emotional process when you fight for space and self acceptance, it is very important not to allow your mind to focus on how far you must

**People would do
nothing, if they
waited until
they could do it
so well that no
one would find
fault with what
they have done.**

**John Henry
Newman**

The Self

travel. The only destination you need concern yourself with is right here, in this very moment. The power you develop, here and now, is your only concern.

Soon you will approach life with a
belief that...

I make mistakes but I am not a
mistake.

Creating a positive, healthy image of yourself begins with the belief that you deserve a life of joy, fulfillment and respect. You value yourself and others highly and you are a being who can make a significant difference, a large contribution to society. You begin the process with an attitude that confirms your uniqueness every day, an attitude that respects all life, especially your own.

Rich and poor alike are prisoners in the underground den. In life, a high socio-economic standing does not necessarily guarantee a positive feeling of self worth any more than a lower standing. There are people with healthy self images, who earn a lower income.

This does not mean that money or a lack of it is the cause. You need to feel a sense of appreciation, recognition and respect from your peers to measure how well you are doing. You must not, however, use it at the expense of giving up your values and principles. The material possessions of another person should never increase or decrease your value.

**The reason why
most individuals
do not achieve
more is because
they do not
attempt more.**

The Self

The law of balance states 'I am going to take good care of me for you'.

It may be that your goals are different, which brings me to a very critical principle in building a positive self image. **You must never allow the goals of others to influence what is precious to you.** You can learn from others, you can even work with them, but you can never **be** them or do exactly what they do. You must continue to be who you are and accept your truth and follow it.

It is impossible to estimate the number of people who play the world's most deadly game of **follow the follower.** Do not doubt the impact and influence others can have on the shaping of your life, it is something no one can deny. No matter how strong or independent you believe you are, someone is influencing, or will influence, your life in a favorable or unfavorable way.

The people in your life are very important; they can be mentors who empower you or doomsayers who dis-empower you. When connecting with others, the major principle to learn is to take the initiative and generate a caring exchange.

Positive care for others builds a positive self image.

Are you familiar with the golden rule of treating

Pessimism

**If it wasn't for
the optimist, the
pessimist would
never know how
happy he wasn't.**

The Self

others as you wish to be treated? I must confess I have spent countless hours holding my breath and refraining from attacking people when they make an outlandish claim about something. I have also worked very hard to refrain from participating with critics who always find something wrong or negative about someone who is never present during the verbal attack. Another aspect that is ultra important is one's choice of words. In my youth I avoided education at all cost, This has made words difficult for me to learn. However, I work constantly to improve my vocabulary. In the process, I have learned a very profound fact. In North America, there are approximately 700,000 words in the English language. I could invest a lifetime attempting to learn only a selection of those which are positive. Why waste any of my energy on negative or offensive words? They do nothing to enhance my relationships with people, my self respect or, ultimately, my self worth; the all important inner relationship with myself.

Half measures avail us nothing.

I confess that today, my life is more rewarding because of what people were able to draw from me, rather than what I could draw from myself. The valuable principle of building positive relationships is what builds your *added value* bank account and will always be available in most important times. Look for the positive in people by

**Perfection is for
the Gods. The
most we can
hope for is
excellence.
Carl Jung**

The Self

making them more right than they are, rather than pointing out their mistakes. When you must point out a mistake, do it with care, sensitivity and empathy. The coach who **teaches** gets much better results than the one who **tells**.

Listening is a quiet solution and a builder of self worth.

In the selling profession, the person who is able to demonstrate a benefit will get a much better result than the person who only talks about the benefits. One can easily recognize the respect salespeople have for self once they realize that selling is based on what you do **for** the client, not **to** them.

You enhance positive care for others when you commit yourself to be available for them and to their growth and development. If the Law of Cause and Effect is absolute, and I believe it is, your commitment to the growth of another human being can only add value, growth and self worth to your life. This represents the ultimate principle in the development of your own authentic power.

Remember, self worth is the feeling of being fully human and you cannot be fully human without the quality of positive care for others. The care I refer to is in being a part of people's solutions, not their problems. It is the vision to see into their problems and share in a search for

**Diamonds are
pieces of coal
that stuck to
their jobs.**

The Self

solutions. The apathetic position taken by many people closes the door to more life experiences, more human value and more joy. In the chain of human values, the important link of positive care is the reason behind the following statement.

When you have everything,
and everything you have just
isn't enough.

I know a man who is good at many sports, has a good career, earns a good income, has plenty of friends, owns a vacation property with a boat and a 4x4 truck to match yet this person does not have any success in developing loving relationships.

This person believes himself to be a failure because of one missing part in his life. The image he has of his relationships is terrible and it takes away a lot of the enjoyment from his outstanding abilities. I asked this person to describe the picture he sees on the screen of his mind whenever he thinks of a relationship. His response was vague and empty. I could actually see the change in his facial expression, the tone of his voice and the shape of his body as he spoke. I asked him for a description of the picture he gets when he sees himself skiing, which is his favorite sport. This produced an instant change in his body and facial expression.

**Perseverance is
failing nineteen
times and
succeeding the
twentieth.
J. Andrews**

The Self

The image you hold controls
the movement of your life.

It was as though Lazarus had awakened from the dead. As we talked, I explained to him that what had taken place was a change from a negative to a positive focus in his thought pattern. I explained how his mind does not know the difference between an actual experience and an imaginary one. Through developing a positive image of himself in a healthy relationship, he would send a completely different image to the mind than the one it held.

I had his attention and he wanted to know more. I pointed out to him that the feeling he has about his relationships is not a reflection of his true self. It is an idea that he alone has come to believe as true. By changing his belief about himself, his true worth, he would see a change in his relationships.

Change an association and you
change your life.

We started by associating his skiing experience with his relationships. Skiing is an empowering experience for him, so we worked with someone from his skiing experiences who was truly enjoying her relationship with him. This one-on-one course continued for weeks and, in the

**The greatest
thing in this
world is not so
much where we
stand, as in
what direction
we are moving.
Oliver Wendell
Holmes**

The Self

fourth week, he introduced me to an outstanding woman he met at a ski resort. That was long ago and the relationship is thriving. Recently, he shared with me that others have told him how happy they had been to see him come out of hiding and allowing others into his life.

The important lessons you must learn from this are that you can never stop improving yourself; you can never stop growing and you can never have too much self worth. You will be more competent in some areas than others, but this should not be a limitation. It should only be a challenge, not something that takes away from your self worth. Remember, you must accept yourself unconditionally to be most effective at living and enjoying life.

Dr. Jerry Lynch is a role model of mine and the author of a most important book concerning the power of belief called *The Tao of Self Empowerment*. The last time I spoke to him, he shared a concept with me about the word question. He defined it as **Quest-I-On** - The Quest I am on. Jerry's teaching is that, by asking questions, you open your mind to the ways of nature. I cannot emphasize enough how important his book is in the pursuit of growth and development.

Through a renewed relationship with some basic but powerful principles you will discover more of your personal power.

**A problem is
when what you
have is not
what you
wanted.**

Chapter 6

Six Principles

First Principle

The more you learn, the more you question.

The first principle in developing a positive self image is the use of intelligent questions. Have you ever found yourself asking; *why am I in this job or this relationship? Why do I not earn more money? Why can't I do better in specific areas? Why do I not have better relationships?* Dumb questions huh?

These mind-bending questions create anxiety and frustration because they only produce unwanted and limiting answers. When you present the mind with powerful, open-ended questions, you are digging into a solid vein of pure gold. You must begin by prepping the mind with positive affirmations, as affirmations create a positive state to build positive images into a more receptive soil.

Relax, breathe slowly and clear your mind until there is total harmony between body and mind. Begin to affirm

**The potential of
a child is the
most intriguing
thing in all
creation.
Ray Lyman
Wilbur**

Six Principles

the joy and happiness you value so much to the point of experiencing an empowering feeling throughout your entire being. Entertain your mind with useful and open questions about things you want to know. You should have these questions prepared before you perform this exercise. The idea is to give an order to the subconscious as a question, expecting that at any time you will receive a solution. When everything is set, state a specific goal towards which you are working.

For example: *As my purpose, I will build a successful career as General Manager of my company. I will achieve this by a certain date. What are the steps I need to take to complete my purpose. How shall I start? Where do I go? What do I need to do? In whom shall I confide?* At the end of this exercise, express your gratitude and then go on with your routine.

Anyone who uses this exercise on a daily basis, with confidence and expectation, for a period of thirty days, will see definite results. Do not concern yourself with when the answer will come; simply be aware that it will. It may be in the next person you meet or in the very adversity in which you find yourself. The only thing you will know for certain is that the subconscious will respond in an unexpected method or form.

Remember, the answer you seek may take on the appearance of a problem. This principle creates a process of

**Create some fire
and Pass The
Torch**

Six Principles

living which sets up a state of high expectation, making you a force of attraction, drawing everything of a like nature into your life.

You do not achieve success through your own singular struggle. As mentioned in an earlier chapter, willpower alone won't do it. Trying harder won't do it. You must recognize and take advantage of the resources you cannot see; resources that are as close as the breath on your face but you must believe they are there.

Good questions will move you toward your expectation, your new way of life, where you will recognize living as a reward in itself. You will gain the knowledge and awareness that you influence your health, happiness and prosperity more than anyone or anything else.

Worry is the wrong question

While your expectation determines your future, in large part, it is also a two edged sword. It can focus on what you do not want. When things are not turning out exactly how you want them to, it sets up states of worry. It is nothing more or less than the conscious mind searching for a specific answer to a specific problem.

Worry is 100% logical but never 100% accurate. It is an activity motivated by a lack of information or a false sense of identity. It is your old conditioning

**Abundant
Living
Think deeply,
Speak gently,
Laugh often,
Work hard
Give freely,
Pay promptly,
Pray earnestly,
Be Kind**

Six Principles

muzzling you to add to the lack of information. It shifts your power by focusing on potential loss at a time when you lack information or do not have the specific answer to a problem. You must be confident that there is an answer. You may not have specific information but you always have the resources. All great scientists and artists begin every journey of discovery with the confidence that what they are searching for already exists.

Second Principle

The second principle on which to focus is simple, basic honesty. It is called self honesty. Do not be self-deceived into believing that everything is okay when it is not. Abandon the idea that you must think positive when you may be hurting inside and suddenly everything goes away.

Suppression is not positive. This is where friends are important; people with whom you are able to truly share your innermost thoughts. After sharing an experience, one feels more spiritually connected. Be sure that these people are mirrors to help you see the obstacle, the problem or the challenge.

In many ways, they will give you a better view of the current situation. I have seen amazing results from people who have a special person to share with; how this friend becomes the very valve that releases the pressures of

**If we stopped
trying so hard to
be happy, we
would have a
pretty good time.
Edith Wharton**

Six Principles

stress or overload. This helps them return back to centered and balanced living once more. I must emphasize the importance of this principle in being totally and sometimes brutally honest with a friend or mentor. This mentor must be someone who believes in you and has confidence in you.

If I knew you and you knew me,
and each of us could clearly see,
the meaning of your heart and
mine,
I'm sure that we would differ less,
we 'd clasp our hands in
friendliness,
if I knew you and you knew me.

In my own life I have missed many opportunities because my ego held me back in its maintenance of an overblown, false image. When I was tired, I tried harder; when I was a little down, I acted more enthusiastic; when I was broke, I wanted to spend more.

Fatigue, said Thoreau, *can make cowards of us all*. While these actions certainly helped me, and I strongly recommend that everyone use them, do not delay in finding a person with whom to share.

The second friend is a concept for which I take much criticism. It is your imaginary friend; a mental friend you create on the screen of your imagination; the spiritual

**To love without
criticism is to be
betrayed.
Djuna Barnes**

Six Principles

searchlight. No one knows what the subconscious looks like, so create a mental mentor and have a great conversation. Give him or her your experience and ask for feedback. This mental game can be invaluable in staying centered and balanced. You must drop any idea you may have that you *have* a mind and work with the idea that **you are mind**.

Gone are the days when you looked upon discussions on the mind and its powers as underground cult meetings. Today, there is a revolution of mind taking place in every corner of the world and on the very street on which you live. You do not need to search for power because you already have it. What you need is an awareness of it. Emerson said...

Do the thing and
you will have the power.

It is important to recognize that when you discover your power, it gives you much added confidence. Confidence comes through action; action generates emotion and power to persist in discovering more of your gifts.

Everyone is self sufficient in some areas of life and also very dependent in other areas. The latter is the source of your difficulties. You may have a tendency to become very defensive with people and events since you are not self sufficient in some areas. This is the very reason

The Law Of Belief
Any idea, given to the
mind, that is feared or
revered, will begin
immediately to clothe
itself in the most
convenient and
appropriate form
available to it.
Andrew Carnegie,
as given to Napoleon
Hill

Six Principles

people spend time looking for a kink in the hose, looking for what is wrong with everything as a defense against doing something that may result in revealing one's weaknesses. This fear centres in the false expectation of what you need to be for others and for the world at large, rather than what you need to be for yourself.

Concerned about what others
think of you? News flash! They
Don't !!

I emphasize again that the importance of the value you place on yourself begins with accepting yourself as a unique and creative person with undiscovered talents, abilities and gifts. You will discover them when you accept yourself for the person you want to be. Your expectations must come from within, rather than allowing outer expectations to control your value of self. Outer expectations from others take away your control, your self identity and your self worth. This leaves you like a prisoner in the underground den; until you see the light of self acceptance which will lift you out of the darkness of your limiting beliefs.

Take an hour of very focused time and list your strengths on one side of a sheet of paper; all the things you do very well. Look at the empowering gifts you have. Are you using them enough? What is stopping you from expanding them or enjoying them even more?

**Find power in
the little things
of life as out of
them is drawn
the power to
create life's
biggest and
greatest gifts.**

Six Principles

I suspect this has something to do with the way you deal with your weaknesses. Using more of your energy to protect, defend and cover up your weaknesses leads to your incredible force of power operating at less than total effectiveness.

The only thing that grows is that to which you give your energy.

-Emerson

You can learn from what the best of our leaders do with their weaknesses, by engaging yourself in thoughts and actions to alter this emotion (which for some is one of helplessness). **Delegate Them; Manage Them;** find a way to stop focusing on them. I am not suggesting you ignore them but, simply put, do not give them energy.

Third Principle

The third principle I want to share is the principle of your environment. Nothing is more powerful than the people with whom you socialize. Your environment is really a reflection of your own self image, and so your environment can improve your self image invaluablely.

Stories of very confident women intimidating many men are too numerous to mention and, of course, the reverse is true as well. You may have had an experience with someone with a **low self esteem** who became very uncomfortable around very secure or exciting people. The

**You may only
have two loaves
and two fishes.**

Six Principles

envy of successful people runs rampant in people with a very low image of themselves.

It is said that Abraham Lincoln surrounded himself with very strong people. You could also benefit and enhance your own self reliance by stepping into very strong and confident environments. The divisions that take place between married people are often a result of a difference in each person's self image.

The one thing I would change in my life is to meet great people sooner than I did.

-Aristotle Onasis

A partner with a healthy image of self never needs to prove anything, while one with low confidence is always seeking superiority, always fighting to 'measure up.' These people live on a competitive plane while secure and confident people live on a cooperative and creative plane. They take joy in who they are. Examine your own environment. How strong is it? Towards which direction are the people around you headed? What do they do? What are their interests? Are they interesting? Are they exciting? Are they the kind of people you would want your children to emulate?

This is one of the most profound questions I have read, regarding self examination and our environment. *Do I associate with my particular group because of what they*

**You never give
up anything
when you live
your life under
positive
principles.**

Six Principles

have or because of their personal character? You must select your environment more carefully if you have not already done so. You must avoid complainers and critics and search out genuine people who will challenge you and draw the best from you.

I am proud to say that my association with people of many cultures has enriched and expanded my horizons and, more importantly, my self worth. For example, there is a man named Abdul from Jordan whom I visit at his fine china store from time to time. Listening to him and achieving a better understanding of his religion has given me great insight into my own beliefs. What he has expressed to me about family life has made me aware of where I could improve. He has also taught me how fortunate I am to live in such an outstanding country; to vote as I please; to worship as I please and to say what I please, without ever having to worry about who may be listening. Yes, value for life and self acceptance can expand through positive associations.

Fourth Principle

The fourth principle is to learn to capitalize on short term victories by using your power of action; abundant action. Nothing diminished self esteem more than starting a project and then stopping. Every day I meet people at the gym where I train. They join with a sincere purpose to get into good shape and within a week they stop coming.

**Do not pray for
tasks equal to
your powers.
Pray for powers
equal to your
tasks.
Phillips Brooks**

Six Principles

The same is true of salespeople who begin to follow a plan only to abandon it within days.

Every diet also works for at least a few weeks but then we usually abandon it and we gain additional weight. I suspect that the problem is a lack of establishing short term, measurable goals in order to achieve short term victories and expand self esteem, self worth and confidence.

The power you get from taking action is one of life's most enriching experiences. It helps to raise confidence, not to mention the positive perception you create in the minds of others. The blocks of doubt, worry and anxiety expand through a lack of action and a lack of action comes out of the fear of rejection and the possibility of failure.

How much failure can you endure before you stop trying?

The purpose behind short term victories is to reduce the overwhelming feeling of failing by building confidence, one step at a time.

I have met countless number of people who would give anything to improve their lives including their income, their weight, etc., in a short period of time. It is difficult to suggest that they stop and reconsider without

**It is one of the
beautiful
compensations
of this life that
no one can
sincerely try to
help another
without helping
himself.**

**Charles Dudley
Warner**

Six Principles

them. However, I never allow them to walk away without understanding this simple basic principle about growth: **To change is to grow, to change much is to grow much but, how much you change is not as important as doing something to create change.**

Every small change creates the confidence for taking additional action. Change in results, of any degree, is the evidence necessary to launch you into an eventual quantum leap. You must take the first step towards change by capitalizing on small victories.

**Successful people have formed
consistent habits.**

My decision and commitment to a conditioning program grew from a lot of discomfoting thoughts about myself. For months, I was going to do it but always found a good reason to put it off, until I started to listen to my own advice about commitment.

My very first decision to use short term victories was a commitment to go to the gym every day, for thirty days. I did not determine any results nor was an outcome expected; just a thirty day commitment to go. I once told someone that if they went to Weight Watchers every day for thirty days, without any other commitment other than to go, they would actually lose weight. If a salesperson would just talk to anyone and everyone for thirty days,

**Personal
relationships
are the fertile
soil from which
all
advancement,
all success, all
achievement in
real life grows.
Ben Stein**

Six Principles

something new and different would happen.

The loss of confidence is a result of halfhearted decisions. Confidence is the result of expanding your self worth through decisions rooted in commitment. What specific area of your life would you most like to change today? What small change can you make today? How will you feel when you make it? When will you begin? Where will you start? You must decide today and believe you can commit yourself to a time-frame with all the confidence you can muster and you will discover...

The most powerful inconceivable force in all creation exists within the mind of an individual.

Fifth Principle

This is your **fifth principle** for building self esteem. You must re-frame your ideas on failure. Drop the myth that you must avoid failure and see it as an ally from which to learn. You can do this by taking advantage of short term victories to build your confidence and reduce the overwhelming feeling of failure one step at a time.

This does not mean you should seek out failure or adversity. You do not have to get sick to get better. The notion that failure creates success has become a hot enough topic in the personal development business, to the

**Courage is
resistance to
fear - not
absence of fear.
Mark Twain**

Six Principles

point of doubting all successful people who do not have a real hard luck story.

Clichés such as *success is failure turned inside out* are just that, clichés; worn-out, trite phrases followed by simple and ignorant people. Success has come to many people who have not permitted obstacles, adversities or failures to stop them from pursuing what they want. In this principle I emphasize that, when faced with the pain of rejection, disappointment and discouragement, see it exactly for what it is, then re-frame it and ask yourself what you can learn from it. Anyone who hits the terror barrier must realize that the reason they stop is because they see the future as painful, rather than as bringing success

Sixth Principle

Your **sixth principle** is to constantly be aware of the power you carry within you and to be aware that you are a living and breathing force of energy. I cannot emphasize strongly enough the importance of studying the mind. Why do you not use it more? Because you are more aware of what you cannot do, rather than what you can do.

This all important principle suggests you loosen the harness on your thinking by focusing more on your strength which opens the gate to more power.

**We are what we
think. All that
we are arises
with our
thoughts. With
our thoughts,
we make our
world.**

**Gautama
Buddha**

Six Principles

Throughout history, the world's great thinkers have disagreed in almost every area but one; within every individual, there exists a mind with unlimited resources. To define this power of mind would be to speak in superlatives. To suggest it is a powerhouse would be to put it lightly. To say it is without limitation would still fall short of the truth. In the study of mind technology, few would argue with the unlimited potential of the mind. While many of them harbour widely differing beliefs with respect to the strategies for connecting with this incredible power, you are connected if you are gaining positive results in your personal, family and business life.

Working effectively with the mind requires you to become aware of two important points. First, the world around you, the things which you can see and touch are an expression of mind. The mind is the creative force. Second, changing your focus from the belief that you are your weakness and that they are your responsibility and you must bear them. Focusing on your limits is costing you in health, happiness and profit. It is your responsibility, just as the asphalt in your driveway is, but do you carry 5 tons of rock around on your shoulders all day? No, but you may carry the same weight in doubt, worry and fear, and you now know that you do not have to.

Two monks were traveling on foot to a nearby monastery when they met a lady at a stream dressed in a beautiful evening gown. She was afraid to cross the

Six Principles

stream in fear of ruining her gown, so one of the monks offered to carry her across. The other monk piped up and told his friend that carrying this lady across the stream would be breaking his vows, but he carried her anyway. The remainder of the trip consisted of the second monk's nagging, until the first monk spoke up and said; *Brother, I carried that lady for ten feet and you have been carrying her for the last ten miles.*

Afterward

If it is to be then it is up to me.

I must decide ... I can change

I must believe ... I can change
now

I must begin ... to change today

It does not take you any longer than a New York minute to decide to change your life. The moment you make a decision and take action, your direction and your life will change forever. Check out the following example.

Hey you! What are you doing on this train?! Don't you know colored's are not allowed on this train?! This place is for whites only! Now, get yourself moving to the baggage car.

Fear suddenly gripped the young man as he was much too small to even attempt to defend himself. He was miles from home on his way to London to study law with the hopes of returning home to succeed his father as the advisor to the Maharaja in India.

**The barrier
between success
is not something
that exists in
the physical
world; it is
composed purely
and simply of
doubts about
ability.
Mark Caine**

Afterward

As he stepped from the compartment to the station platform and began pacing to keep warm, his thoughts racing through all of his failures, he thought of what a disgrace he had become in his life. Once again, he was facing the challenge of being removed from the train because he was black. Once again, he began to experience the pain of his failures, and the helpless beliefs he had about himself and his life.

No one knows for sure what really happened to this young Indian boy that night. Whatever it was, it was to change the world forever. The very next day, young Mahatma Gandhi went from a state of total discouragement to the beginning of a movement that would bring independence to India.

He went from a moment of fear on the train station platform where he shrank before one single person's ignorance to standing up in front of millions with the same ignorance. He went from lowly limiting beliefs to a higher unlimited belief.

What was the power that moved through this person that turned fear into faith, doubt into confidence and inertia into action?

It was a decision to act on his deepest and most cherished desires; a decision that his life was worth more than what he was trading it for; a decision to focus only on what was positive, true and worthy for him.

Afterward

Gandhi realized that his life was worth his best effort. You too, can decide **right now** that the most important thought you can hold and act on is that your life is very important and worthy of joy, success and fulfillment.

People have a tendency to talk about their limitations. Real limitations never stop you from achieving success, enjoyment and fulfillment. The limits that stop you are the **imagined ones**; doubts, worries and fears you manufacture in your imagination. The imagination is the very place where you can manufacture the possibilities of creating something outstanding, something blessed with integrity, something that adds value to all of life.

I want to leave you with the words of a man who may have made one of history's greatest breakthroughs when faced with overwhelming limitations.

Afterward

“Our worst fear is not that we are inadequate, our deepest fear is that we are powerful beyond measure. It is our light, not our darkness that most frightens us. We ask ourselves, ‘who am I to be brilliant, gorgeous, talented and fabulous?’ Actually, Who are you not to be? You are a child of God; you playing small doesn’t serve the world. There is nothing enlightened about shrinking so that other people won’t feel insecure around you. You were born to make manifest the glory of God within us. It is not just in some of us, it is in everyone and as we let our own light shine we unconsciously give other people permission to do the same. As we are liberated from our own fear, our presence automatically liberates others.”

-Nelson Mandela

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