

LESSON THREE

YOUR INFINITE MIND— Using Your Mind to Get The Results You Want



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“Whatever we plant in our subconscious mind and nourish with repetition and emotion will one day become a reality.”

EARL NIGHTINGALE

OVERVIEW

Paradigms—what are they? Although we have mentioned paradigms in the previous lesson, we are about to take the time and give this subject the attention it deserves and requires. Paradigms could be controlling virtually every move you make. When you understand how to build a new paradigm to replace the one that presently controls your life, you will have opened a door to getting all the results you desire.

“To ignore the power of paradigms to influence your judgement is to put yourself at significant risk when exploring the future. To be able to shape your future you have to be ready and able to change your paradigm.”

JOEL BARKER

Culture is founded on: habits, work practices, attitudes, beliefs, and expectations—also known as paradigms. Armed with paradigms, you approach and react to the world around you, interpreting what you see and experience according to your shared understandings and those culturally determined guidelines. A paradigm, in a sense, tells you that there is a game, what the game is, and how to play it successfully. A paradigm shift then, is a change to a new game, or a new set of rules. And when the rules change, the whole world will appear to be changing. In other words, change your paradigms and you will change the way you create your results.

Ideally, any changes to an organization should be implemented simultaneously with a change in attitude of the members. In other words, the people's paradigms should be shifted at the same time the organization begins its transformation. It's unfortunate that most of the organizations in the world are not preparing their people to make the personal paradigm shifts that are necessary. There are numerous individuals who lack the understanding required to adapt to the changes that are being forced upon them. If you truly want to change your results, you must not let the limiting paradigms of your environment (outer world) influence or alter your beliefs (inner world).

“People do not resist change, when it is their choice. People resist being changed.”

MICHAEL BASCH

KEY POINTS

- Paradigm is a term used to describe a mass of information that is programmed into an individual's subconscious mind, genetically at the moment of conception and then environmentally after birth. This information, or the paradigm, is then expressed in behavioral patterns producing the results a person gets in life.
- The paradigm is what structures a person's logic.
- As you gain a deep understanding of paradigms, it becomes obvious that logic on a conscious level and paradigms on a subconscious level shape a person's perception and literally place them in a box beyond which they cannot see without the effective use of their imagination.
- The genetic conditioning is quite evident in a person's body. It is why they look so much like their relatives.
- Unfortunately, the paradigm has such an enormous influence over the use of a person's conscious faculties, if and when they use their imagination, they will generally unconsciously use it in a negative manner against themselves. An individual will create an image in their mind where they see the conditions and circumstance as the dominant role and they become subservient to them.
- This puts them in a position that prevents them from moving forward.
- In order for the individual to make a shift in logic and break out of that box to freedom, understanding, courage, and determination is required. This generally only happens with the assistance of a coach or a mentor.
- On a much broader level, you can say that culture is a paradigm. Culture is really group habit expressed in lifestyle.
- Paradigms are either positive or negative and are expressed in either positive or negative results. If a person experiences recurring negative results, it is important that they understand the cause of the problem does not lie with the circumstances or conditions outside of them, the cause is within—it lies with their paradigm.
- It is the paradigm that has attracted the conditions or circumstances that contribute to the problem. With the proper understanding an individual has the ability to change the paradigm.
- Becoming aware of paradigms and their limiting ability is not going to change your situation. At this point you have to become aware of how to alter paradigms and that will be covered in exercises outlined in your worksheets.
- This takes us back to the point that a paradigm is a multitude of habits. Some of these habits are good, which produce wanted results or results that you enjoy. It is the habits that form the negative aspect in the paradigm that requires changing.
- Realizing your paradigm is a multitude of habits and habits require a considerable amount of attention and discipline before they are changed, the question then becomes which habit should we work on and how do we change it?
- Begin by identifying the results that you want to improve in your life. Understand that results are the manifestation of an image held in your subconscious mind. It is a part of your perception of what you are capable of achieving or accomplishing. In the worksheets we will lead you in an exercise

that will show you how to change the paradigm.

- Corporate paradigms could be called corporate culture. It is group habit. Corporate culture is nothing but a multitude of habits.
- If a company wants to raise the bar, if they want to improve the bottom line, the culture must improve.
- People operate with individual paradigms and then come together to form a corporate paradigm or corporate culture.
- A team paradigm can be transformed by identifying team habits, and selecting one or two habits the team wants to transform. Focusing on only one or two habits at a time is best.
- Improving habits and changing paradigms will have an affect on all areas of your life, not just your work life.
- If transforming paradigms can happen on an individual basis, it can be done on a group basis. When that happens, everything will start to improve!

YOUR INFINITE MIND INDIVIDUAL WORKSHEET

1. With the objective to improve your results, it is suggested you consider the following points:
 - i. All thinking people generally believe their results can be improved.
 - ii. It has been determined that our behavior is causing our results.
 - iii. Ask yourself what is causing your behavior.
 - iv. The **Thinking Into Results** program has helped you understand that to a large degree it is your paradigm that causes your behavior.
 - v. In reviewing your own performance you would become aware that the behavioral patterns that are causing the results you do not want are habitual.
 - vi. Understand that paradigms are a multitude of habits. Habits express themselves in behavior without any conscious thought. Taking into consideration that the paradigm is a multitude of habits, you will arrive at the premise that to establish new, improved, permanent results you must change your paradigm.
 - vii. It is not uncommon for individuals to experience a temporary improvement in results; however, it seems they are always temporary, never permanent and that is because the improved behavior that is causing the improvement in results is forced and cannot be sustained. The individual ultimately gives way to the old, habitual behavior and quickly returns to the results they do not want.
 - viii. For permanent improvement in results, the paradigm must be changed and to change paradigms you must change habits. It has been established that if an individual attempts to change more than one or two habits at a time, they generally end up changing nothing.
 - ix. It is a common error for a person to merely eliminate a negative habit thinking the results will improve. It has been established that if a negative habit is not consciously and deliberately replaced with a positive habit another negative habit will automatically replace it.

- x. In reviewing the previous eight points, we arrive at the conclusion that to change our results we should select one or two habits that require changing and immediately begin to move into action.
2. Now go back to the first exercise in the Individual Worksheet for Lesson 2 and, on a clean sheet of paper, rewrite the detailed description of the results you are getting that you do not want.
3. Also go back to the second exercise in the Individual Worksheet for Lesson 2 and on a clean sheet of paper rewrite all of the Non-Productive Activities (NPAs) you identified in as much detail as possible.
4. Then on another clean sheet of paper rewrite the detailed description of the results that you do want.
5. On a fourth clean sheet of paper rewrite, in as much detail as possible, all of the Productive Activities (PAs) you identified to replace the NPAs.
6. Then take the two sheets of paper with the unwanted results and the Non-Productive Activities and shred them. Granted, the shredding is merely symbolic and it's the idea behind it that's important. As you are shredding the sheets of paper, mentally release them. Hold an image of yourself actively involved in the Productive Activities that you have selected to replace the Non-Productive Activities.

“Commit your non-productive activities to paper and physically shred and mentally obliterate them. This is very powerful.”

SANDRA GALLAGHER

Here is a ridiculously simple example but one that will effectively communicate the mental process that we are suggesting you get involved with. Imagine someone that used to drink Coca Cola and then gained an understanding that it added nothing to the health of their body and very likely took away from it. The habit of drinking Coca Cola was written out as suggested and it was shredded. As the sheet was being shredded the person saw themselves drinking from a bottle of clear, clean water. This may appear as a trivial example but you have to admit it is a good one because you can clearly see the exercise we're discussing on the screen of your mind.

MOVING TO HIGHER PRODUCTIVITY AND GREATER REWARDS

The mental exercise you are about to be involved with is truly a liberating concept and although it is being used for a specific purpose here, you could adapt it to be used in any area of your life. Your reward for following the instructions to the letter will be great; however, discipline combined with aggressive action will be required for you to replace the habits that have to be replaced in order for your desired results to manifest.

In preparing yourself to move to a new dimension of productivity, totally relax.

You are about to begin reprogramming your subconscious mind, and the strategy we are suggesting to accomplish this is extremely effective.

Your subconscious mind is totally deductive, meaning it has no ability to reject; it will accept whatever you impress upon it as reality regardless of whether it is Imagined or Real.

All true professionals employ this imaging process whether they are in sports, in business or in life generally.

Visualize a funnel of lavender energy flowing into the crown of your head, circulating through your head and down into every area of your entire body. As this energy freely flows to and through you, circulating into every molecule of your being, let your body become very light. Mentally envision yourself already in possession of the results that you desire. The results are as real in your mind as the clothes you are wearing. Really see the picture.

In the space provided, make a written description of yourself already in possession of the good that you desire. State how you feel and write in the present tense. Write so clearly that if a stranger were to read the description the words would create an image in the reader's mind that would be a replica of the image you are holding in yours.



YOUR INFINITE MIND TEAM WORKSHEET

1. Now go back to the first exercise in the Team Worksheet for Lesson 2 and on a clean sheet of paper rewrite the detailed description of the results the team is getting that they do not want.
2. Also go back to the second exercise in the Team Worksheet for Lesson 2 and on a clean sheet of paper rewrite all of the Non-Productive Activities (NPAs) that the team identified in as much detail as possible.
3. Then on another clean sheet of paper rewrite the detailed description of the results that the team does want.
4. On a fourth clean sheet of paper rewrite, in as much detail as possible, all of the Productive Activities (PAs) the team identified to replace the NPAs.
5. Then take the two sheets of paper with the unwanted results and the NPAs and shred them. Granted, the shredding is merely symbolic and it's the symbolism that goes with it that's important. As you are shredding the sheets of paper you mentally release them and hold an image of yourself actively involved in the Productive Activities that you have selected to replace the Non-Productive Activities that you have just physically shredded and mentally released.

In preparing to move to a new dimension of productivity it is suggested that you totally relax.

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Visualize a funnel of lavender energy flowing into the crown of your head, circulating through your head and down into every area of your entire body. As this energy freely flows to and through you, circulating into every molecule of your being, you let your body become very light. Mentally envision your team already in possession of the results that the team desires. Visualize this until the results are as real in your mind as the clothes you are wearing.

In the space provided, as a team make a written description of the team already in possession of the good that the team desires. State how the team feels and write it in the present tense. Write so clearly that if a stranger were to read the description the words would create an image in the reader's mind that would be a replica of the image the team holds in theirs.

3 THE THREE R'S EXERCISE — REVIEW, RE-THINK, REWRITE

1. **Review** the ideas, exercises and tools you have received in this Lesson Three of *Thinking Into Results* and outline what you have learned.
2. **Re-think** what action steps you will take based on this Lesson that will move you and your team closer to the goals you identified in Lesson One.
3. **Rewrite.** Does your goal need clarification? Is the image clear? If you gave the written description of the goal to an absolute stranger, would that description create a picture in their mind that is the duplicate of the one you are holding in your mind? If not, bring more clarity to the written goal.

RESPONSIBILITY

Responsibility is a choice and it truly is the key to freedom. Your future can be everything you have ever dreamed about and then some. You have the talent and tools to experience one beautiful day after another. That is, in fact, what the architect of the universe had in mind for you when you were created. If that was not so, you would have never been endowed with such awesome powers.

Bob's good friend and mentor, Val Van De Wall wrote, *"When a person takes responsibility for their life and the results they are obtaining, they will cease to blame others as the cause of their results. Since you cannot change other people, blame is inappropriate. Blaming others causes a person to remain bound in a prison of their own making. When you take responsibility, blame is eliminated and you are free to grow."*

Those who haven't taken responsibility for their results and their life often find themselves in a mental prison, and in many ways, a mental prison is a much worse place to live than a federal prison or penitentiary. Mental torment can destroy just about everything that is necessary for a meaningful life: self image, self respect, relationships and a host of other attributes. It will even cause a person's physical health to deteriorate.

Responsibility opens the door and permits you to walk into freedom. If you find yourself confined to such a mental state, understand there is a way out. Escape is encouraged and possible. The master

key that fits the lock is clearly marked and is within everyone's reach. It is responsibility.

It would be a fair comment to say that the people we have the greatest respect for are those who have accepted responsibility for every aspect of their lives. These individuals rarely duck responsibility by blaming someone else. When faced with an unfavorable situation, they are usually aware they have attracted the negative circumstance and know everything happens for a reason. When this happens, they merely learn their lesson and keep reaching out, above and beyond to the new frontier, taking responsibility for whatever happens, every step of the way.

When a person refuses to accept responsibility for their life, they reject their uniqueness and they turn all of their power over to other people, situations or circumstances. They are then no longer in control of their future. They will be hoping something good will happen, but because of past experiences they will very likely be expecting something they do not want to happen. When you accept responsibility for your life and

**...those who win
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for the results which you alone determine, you will develop confidence that your dreams can be realized, that your plans can be carried out. Awareness of this magnificent truth is one of the greatest, if

not THE greatest thing that can happen in your life. It's Alladin's lamp, a magic wand, the tooth fairy all wrapped up in one.

RESPONSIBILITY (continued)

Dr. Rollo May, a distinguished psychiatrist, once wrote, “The opposite of courage in our society is not cowardice, it is conformity.” It requires great courage to take responsibility for your life. It’s so much easier to blame someone else or something outside of you. George Bernard Shaw said, *“People are always blaming their circumstances for what they are. I don’t believe in circumstances. The people who get on in this world are the people who get up and look for the circumstances they want, and, if they can’t find them, they make them.”* Shaw was right — those who win big in life take responsibility and create their own destiny.

Earlier on it was suggested that responsibility brings with it a certain amount of freedom. For some, these last few paragraphs may be life-altering. With the proper understanding, it has the power to free you of unnecessary mental weight that you may have been carrying around with you all of your life, guaranteed. This concept has been misunderstood by so many and has probably single-handedly ruined more lives than one can possibly imagine. Ignorance of this principle will most certainly cause a person to experience the destructive emotions of anger, guilt and resentment. Here it is: there is a vast difference between being responsible “for” and being responsible “to.” It seems so simple, but don’t let its apparent simplicity fool you. There IS a big difference between being responsible “for” and being responsible “to.”

It’s not uncommon to hear parents blame themselves and assume responsibility for something that has happened to their child, and that child might be 40 years old! “If only we ...” Or, “I should have ...”

Far too often we inappropriately assume responsibility for something, when in fact our real duty to the person may have ended 20 years ago. Unfortunately for most, they carry that baggage around with them for life, never realizing they have a choice.

The correct interpretation of this is: you are responsible FOR your feelings and your results—not another person’s. You may be responsible TO another person for one thing or another, but not FOR another person. The exception, of course, is when you choose to take on the responsibility of raising children until they reach the age of maturity. In that case, you are both responsible TO and FOR them, until such time as they become responsible for themselves.

At times, it might even be appealing to contemplate having another person take on our responsibilities for us. We could even trick ourselves into believing that by doing this, we would be more free to play, have fun and do the things we wanted. Without serious thought, it might never enter our mind that exactly the opposite would happen. When you permit others to take on your responsibilities, you become dependent on them. They become the giver and you become the receiver. Your well-being is dependent upon their generosity. Hopefully, at some point, it will become very clear that this kind of behavior only leads to a life of lack, limitation, resentment and confusion on the parts of both the giver and the receiver.

Nothing positive comes from the misuse of responsibility. When you take on the responsibility for another person’s feel-

RESPONSIBILITY (continued)

ings, results, or actions, you destroy their self-reliance and self-respect.

You are responsible for all of the results in your life. You are responsible for your happiness. You are responsible for your health. You are responsible for your wealth. You are responsible for your emotional state. Regardless of what has happened in the past, the future lies ahead with an open slate, waiting for

you to take control and create a wonderful life for yourself.

Winston Churchill, who certainly knew something about responsibility, said, *"Responsibility is the price of greatness."*

Here's a marvelous affirmation that you can verbalize every night before you go to sleep and every morning as you step out of bed.

**I am responsible for my life ...
for my feelings ...
for my personal growth ...
and for every result I get.**

