

## LESSON SIX

# ENVIRONMENT IS BUT OUR LOOKING GLASS

Creating the  
Environment and the  
Team that You Want



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*Creating the Environment and the Team that You Want*

*“The results that you are achieving are a direct reflection of the image of yourself you are holding. Improve the image and the improvement will automatically be reflected in your results.”*

**SANDY GALLAGHER**

**OVERVIEW**

**I**n 1900 William James, one of America's earliest and greatest psychologists, said “The greatest discovery of my generation is that human beings can alter their lives by altering their attitudes of mind.” In 1960, Dr. Maxwell Maltz said “Self image psychology was the greatest psychological discovery of my generation.” And in 2007, Sandy Gallagher stated “Through a slight shift in your own personal self image you can take all the genius and talent you have developed for one profession and apply it effectively to another.”

*Psycho Cybernetics* is without question one of the greatest books you will ever read on self image psychology. In his book, Dr. Maltz explains how a patient came to him one day and said he was bankrupt, ruined and disgraced. Maltz looked at him and said hold on just a moment; the fact is you are bankrupt and it is your opinion that you are ruined and disgraced. The opinion you have of yourself will always be reflected to the world around you and it will manifest in the results that you achieve in life. Keep in mind, that it is an opinion—yours—and you can change it any time you choose.

Self image as we know it today was first discovered by Dr. Maxwell Maltz who was involved with reconstructive surgery, commonly referred to as plastic surgery. He found that when he did surgery on a patient and possibly removed or repaired some form of disfiguration to the person's face, there was not only a great change in the person's appearance, there was a noticeable psychological improvement. Maltz also observed that with some patients regardless of how successful the physical operation was, there was no psychological change at all. This led him to postulate that we actually have two images, one that reflects back to us from the mirror and the one that we hold in our mind. As the inner image is changed, the person's world changes.

It's not uncommon today for corporations to invest a considerable amount of money on the corporate image, we call it branding (logos, etc.). Just the same as individuals and corporations have images, teams have images. It's not uncommon to see a team involved in some sport that has no super stars yet they win the championship. That is because each member of the team is operating with the same effective image of what they want and believe they can accomplish it. This

concept also operates just as effectively outside of sports with a team of people in a company. Approach it from any angle you choose, image is very important. When it comes to your personal self image it's all important and it is something that can always be improved.

## KEY POINTS

- You have programmed into the deep recesses of your mind a perception of what you are, who you are and what you are worth. This is referred to as an inner self image. It is literally a control mechanism that determines what comes into your life and how well you do.
- You also have an outer image. It is the one that you project to the world by the way you walk, talk, dress and meet and greet other people. That image is the outer expression of the inner image.
- Your results are always a reflection of what is going on internally. If you have a negative or bad image of yourself, your results are going to be a reflection of that image.
- The self image that is fixed in your subconscious mind will determine how the rest of the world will see you. You are the only person in the entire world that has the ability to alter or improve your self image.
- There is an image of perfection that is resident in the center of your consciousness. The more you move in the direction of that image, the more your life will improve. There is no end to the good that you can experience as you develop a greater awareness of the perfection that does lie within you.
- Small or large groups that come together as a team in a corporation or other organization and perform effectively do so because they do not compete. They create.
- Teams operate with an image the same way as individuals or organizations do. When a team chooses to improve their performance they must collectively work at improving the image of each team member thereby improving the team image.
- Fast moving, powerful, profitable organizations understand that people work better together. They encourage and educate people to be effective team members. Not only does the organization win, so does every individual in the organization. Individuals grow when they have the support of team members.
- When a team operates in a spirit of harmony toward the same objective, you have one of the most powerful forces in the world. Creative professional teams have difficulty differentiating between working and having fun, and they create results that really count.
- As part of a team, it is important to remember that givers gain. Help every member of the team every way you can; cooperation is always more powerful than competition.

**ENVIRONMENT IS BUT A LOOKING GLASS INDIVIDUAL WORKSHEET**

1. If your external world is a mirror of your internal self-image, what is your external world telling you about your self image?

2. How would you describe the self image you project on the outside world? Is it a true image of how you feel about yourself? Or, are there differences between what you project and how you really feel about yourself?

3. How do you really feel about yourself? Do you have a positive self image, or is there room for improvement?

4. Is your self image a limiting paradigm, or is it empowering? What are the messages you hold about yourself in your self image paradigm; in other words, what is your inner dialogue?

5. What do you like about yourself? What are the qualities that you really love about yourself? How can you bring these qualities out at work? How can you live these qualities more of the time?

6. Would you like to improve your self image?

- i. If so, call to mind a person you admire and respect, someone who has a positive self image.

- ii. Think about their qualities. Write out a description, in the present tense, of the qualities they have that you admire.

- iii. Now, take that description and totally relax. Begin to see yourself as that person, act as if you literally become that person. Embrace this self image. Begin to imprint this image on your subconscious mind.

- iv. Identify one action step you can take this week to integrate the qualities of this person into your life. What one action step can you take to embrace these qualities, to embrace this positive self image?

- v. Have you ever visited an image consultant? ☐ Yes ☐ No  
If you haven't but you would like to, when will you?

Date

### YOUR LIFE AS A MOVIE EXERCISE

Imagine your life is a movie that is being played out, because in many ways your life is like a movie. You are the director, the producer, the casting agent, and the executive producer—you must finance it, etc. Now consider each of these questions as you reflect on the movie of your life as it is today, and the movie that you desire to create.

1. What is your movie like? What kind of movie is it?

2. Who are the characters in your movie? Are you the star of the show, or a supporting actor?

3. What is the plot line of your movie?

4. As you write about your current story line, begin to imagine your movie 1 month from now, 3 months from now, 6 months. How is your plot line changing? What would you like to have happen in the movie of your future?

5. How are the characters in your movie all coming together to support you with the story line that you desire?

6. How do you feel about the movie that you are creating and how would you like to improve it?

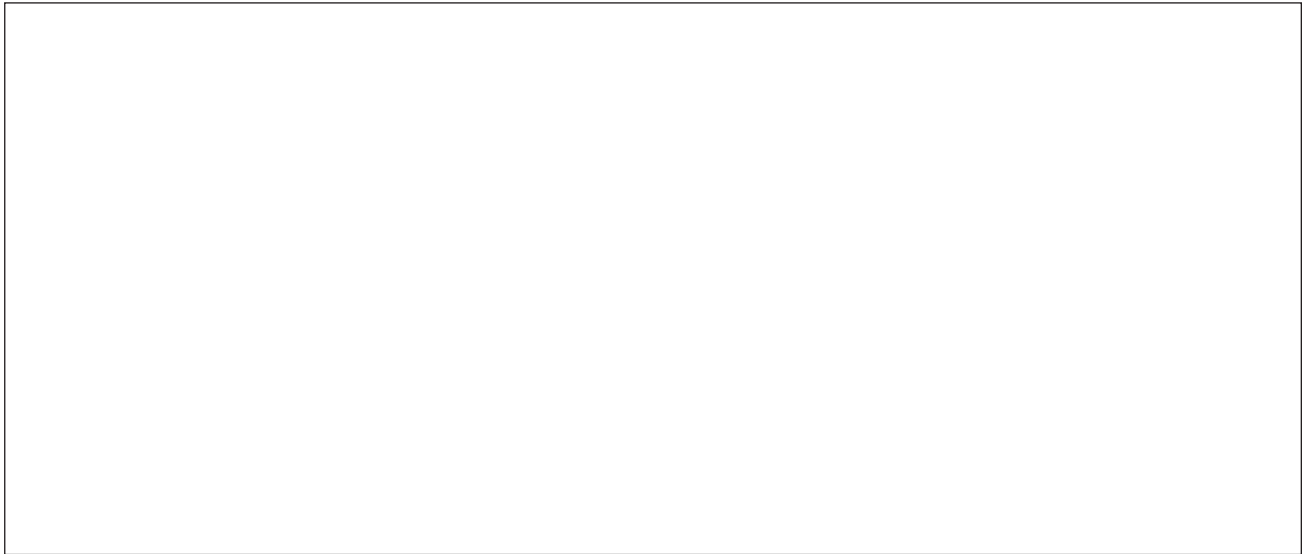
**ENVIRONMENT IS BUT OUR LOOKING GLASS TEAM WORKSHEET**

1. How would you describe the image of your team? Is it a powerful team that is working together towards a common objective? If not, how will you correct it?

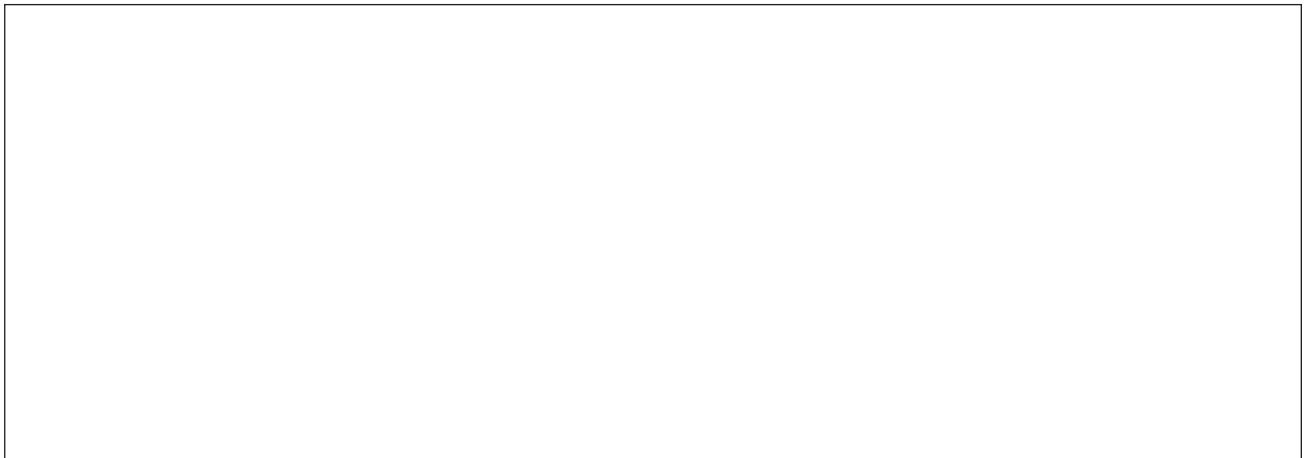
2. Individually, ask yourself, how would you describe yourself on this team? Are you a member who is part of creating the powerful team? Or, are you someone who is holding back, not contributing to the powerful force of the team? On a scale of 1 to 10, 10 being the highest, how would you describe your level of commitment to the success of your team?



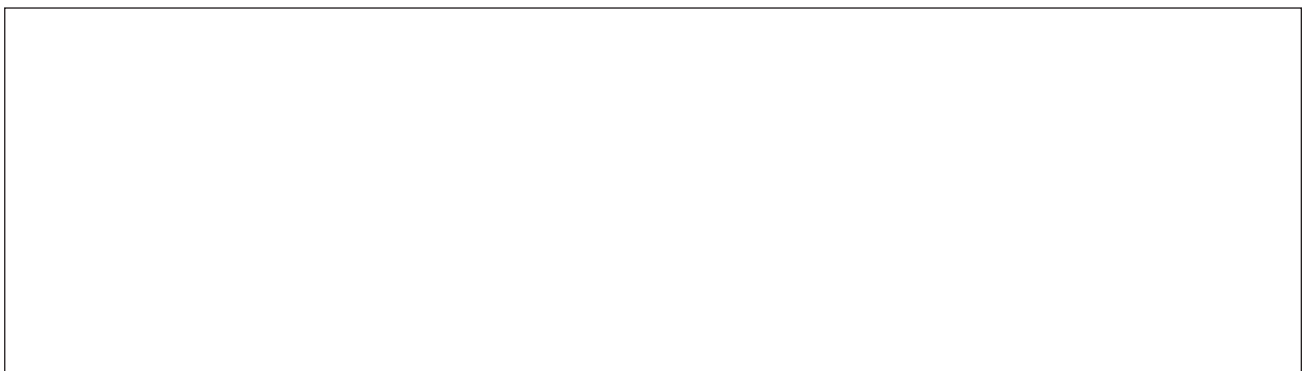
3. How can you create a more powerful self-image of the team? Brainstorm a list of qualities that you would like to describe the team. How will you incorporate those qualities into your personality?



4. How can the team take action to embrace this self-image? What are one or two action steps the team can take to improve their self-image? What are the expected results of this improved self-image?



5. How can each team member change their actions to be even more committed to creating a powerful team? What's one action step you can take this week to begin to transform your team to an even more powerful force?



6. Discuss all of the previous points with your team.
7. How can you reach out to a member of your team to support them in becoming a more empowered team member? What would that look like?

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

1. **Review** the ideas, exercises and tools you have received in this Lesson Six 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** your goal. 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.

# CONFIDENCE

**F**or many people, if the word confidence is given any thought, it is looked upon as a personality trait that you either have or do not have ... something you are born with or without. In reality, confidence is a mental state you can develop, if you are prepared to pay the price. It is also important for you to understand that the price is small, relative to the return.

Having confidence will free you to go where your heart leads you, to do what you must do. Confidence gives you strength with style. It generates a non-physical aura that captures the conscious attention of everyone in your presence. It is that something which others admire. Confidence sets up a vibration that causes others to trust in your ability, it instills in them a feeling of safety when following your lead.

When you are confident, you know ... and you know that you know. You possess an awareness of a powerful truth: you are one with the infinite. You know that when you are in tune with the unseen power that is in every molecule of your being, you will always solve whatever problem you may be facing, because this power is far greater than any condition or circumstance with which you could be confronted.

If you doubt yourself, if you doubt your ability, if you feel you are not able to do the job or solve your problems, the advice in this article will not matter. That's the critical question. How do

you develop confidence and tune into this power?

Permit us to suggest that you already have confidence. You might not have it when you want it or possibly in the area you need it, but you've got it. Confidence is knowing; it is an inner certainty and absolutely nothing can change it. It wouldn't matter what happened, what anyone said or did, when you have confidence, what you know (that inner voice) cannot be changed, regardless of the challenge. After the Wright Brothers made the first manned flight, do you think that another person saying, "You can't fly" would change what they knew? Their reply would have been, "I know I can. I just did." They were confident because they knew.

Ultimately, confidence is knowledge. If you were going to parachute out of a plane, you would most certainly want to have a lot of confidence in the parachute. The more you knew about the parachute (ie. its construction, material, how it was packed, etc.), the more your confidence would either increase or decrease. Your confidence in the parachute is largely determined by your knowledge of the parachute.

The dictionary defines confidence as "a feeling or consciousness of one's powers, or of reliance on one's circumstances." Contrary to popular belief, your confidence has very little, if anything, to do with your intellect. It has, however,

**... this power is far greater than any condition or circumstance with which you could be confronted.**



## CONFIDENCE (continued)

everything to do with your faith. This explains why an individual who may be intellectually inferior, steps out and confidently pursue their dreams, while their counterpart with the advanced academic credentials fearfully holds on to a position they detest, while their dream dies in their mind.

The more knowledge and understanding you have about yourself, the greater will be your confidence. Pure, raw self-confidence is what permits you to move ahead in life. Self-confidence gives you license to have a positive attitude about your ability to become competent in an area you may presently know little about.

Someone once said that the “room for self improvement” was the largest room in the world. Regardless of where you are on your personal confidence gauge, these three points will be of value to you.

**One: Check your self-image.** This is a critical part of your mental machinery when it comes to keeping your confidence humming. When you **think** of anything, you **think** in pictures. What kind of a picture comes to your mind when you think of yourself? Confidence is an inside job. To have or not have confidence has nothing to do with what is happening outside of you. Confidence is determined by what is going on inside of you.

You are a creative distributor of a life-giving force. Think about that ... dwell on it. Remember, what you put out always comes back. When you build the picture of your dream, see yourself as a service-oriented, happy, healthy, prosperous individual.

**... direct your efforts and attention to getting better at what you already to well.**

Understand it was your creative ability that enabled you to build the picture. Your dream is spirit in an organized form ... an organized non-physical form. You built the picture, it is in your marvelous mind-body. Mind and body cannot be separated, therefore it must move into physical form with and through you. As long as you hold the image of your dream, the image will affect your movements.

It will also dictate what is attracted into your life.

Realize that you can connect with the Ever Present ... All Knowing ... All Powerful life-giving force we refer to as Spirit and you can connect at will. Train yourself to see your SELF as having such awesome powers. See the willingness of Spirit working with you, to and through you. The more you permit these ideas to move into the feeling side of your personality, the more confidence you will have. Your level of confidence is going to be in direct ratio to your awareness of your oneness with Spirit ... the Ever Present ... All Knowing ... All Powerful life-giving force.

**The second step** is to check your strengths and weaknesses. You might take a pad and pen and begin making a couple of lists. If you are honest with yourself, you will find the weaknesses far outweigh the strengths. Now, this may come as a surprise to you —forget about developing your weaknesses. Instead, manage them and put your energy into developing your strengths. In other words, direct your efforts and attention to getting better at what you already do well. Keep getting better at it until you have mastered it.



## CONFIDENCE (continued)

It makes sense to do what you enjoy and what you do well. The more you do it, the better you will get at it, the more you will enjoy it. You will naturally exude confidence.

You will be able to say with conviction: I'm good, I know I'm good and I know why I'm good. That's confidence. If you didn't know why you were good, it would be conceit as opposed to confidence.

**The third step** is to train your mind to see in all people, what they do not see in themselves. Begin to treat every person you come in contact with as the most important person in the world. Look at them with a new awareness. See every person as an expression of SPIRIT, which is always perfect. Refuse to

permit another person to influence how you see and treat them. Their speech, actions and results may clearly indicate they do not like themselves. Love them anyway. Look for what they do well and let them know you noticed it. Give everyone a sincere merited compliment. Their good work is Spirit shining through them. Look for it. Remember, the age-old advice, "Seek and you will find."

The really beautiful part of this third step is this ... the good you find in others is a reflection of the good that is in yourself. You might be wondering how this is going to increase your confidence? Know that real confidence turns dreams into reality, physical reality. That is the kind of confidence you need to strive for.

**... the good you find in others is a reflection  
of the good that is in yourself.**

