

LESSON SEVEN

TRAMPLE THE TERROR BARRIER

Identifying and Avoiding the Land Mine that Will Sabotage Your Success



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“Fear and growth go hand in hand. When you courageously face the thing you fear, you automatically experience the growth you have been seeking.”

SANDY GALLAGHER

OVERVIEW

Go back in history. Study the biographies and autobiographies of every individual who has accomplished anything of any consequence and you will find that although they may have disagreed on many points of life, without exception they were all in complete and unanimous agreement on one point—that we become what we think about.

That is a point that should provoke you to ask some serious questions such as: What is thought? How does thought have such a powerful impact on us?

You see, it is the ideas in our mind that cause our behavior to be as it is. Ideas are nothing but thoughts or a collection of thoughts brought together. Thought is energy—it is the most potent form of energy.

Energy is forever flowing to and through people; as was mentioned in a previous lesson, you can photograph the energy leaving the body. Back in the early 30's Semyon Kirlian, a Russian photographer, perfected a form of photography that photographs the energy leaving the body. This is referred to as Kirlian photography today. As this energy flows into our consciousness and we think, we form thoughts from that energy. As we internalize those thoughts we alter the vibration that our mind—body is in. And make no mistake about it, your body is a mass of energy in a high speed of vibration.

We invented a word to describe our conscious awareness of vibration, the word is “feeling” ... so when a person becomes emotionally involved with a negative thought it causes them to “feel” bad. Emotional involvement with positive thoughts of course produce the opposite result, which is the clear track successful people attempt to stay on.

When ideas are impressed upon the subconscious mind repetitively they become fixed in the subconscious mind. A fixed idea is more commonly referred to as a habit. A multitude of ideas that are fixed in the subconscious mind is referred to as conditioning or as paradigms. A paradigm is a multitude of habits, most of which are inherited.

All of the ideas that are fixed in the subconscious mind control the vibration the person is in and cause the person to feel the way they do. Regardless of whether that feeling is good or bad, we get used to feeling that way and become comfortable with it.

It is these paradigms that cause people's behavior to be pretty consistent and it's the behavior that produces the results in their life. We often refer to the paradigm as the thermostat that controls the temperature of our life; and the ridiculous part of this scenario is that people are forever trying to play with the thermometer to change the temperature rather than go to the thermostat. This is the reason that 90 percent of the population continue to get the same results over and over, week after week, month after month and year after year.

As a rule, the results mentioned above are not too far removed from the results of the parent or guardian that raised the individual. Almost all welfare recipients are 3rd or 4th generation welfare recipients. People are actually conditioned to be dependent, you see their conditioning is both genetic and environmental. In other words, as infants they were programmed by the people they were surrounded by and the conditioning of the parent or guardian was merely transferred to the individual.

For a person to change their results, they must change their paradigm, and this requires strong conscious control over their thinking.

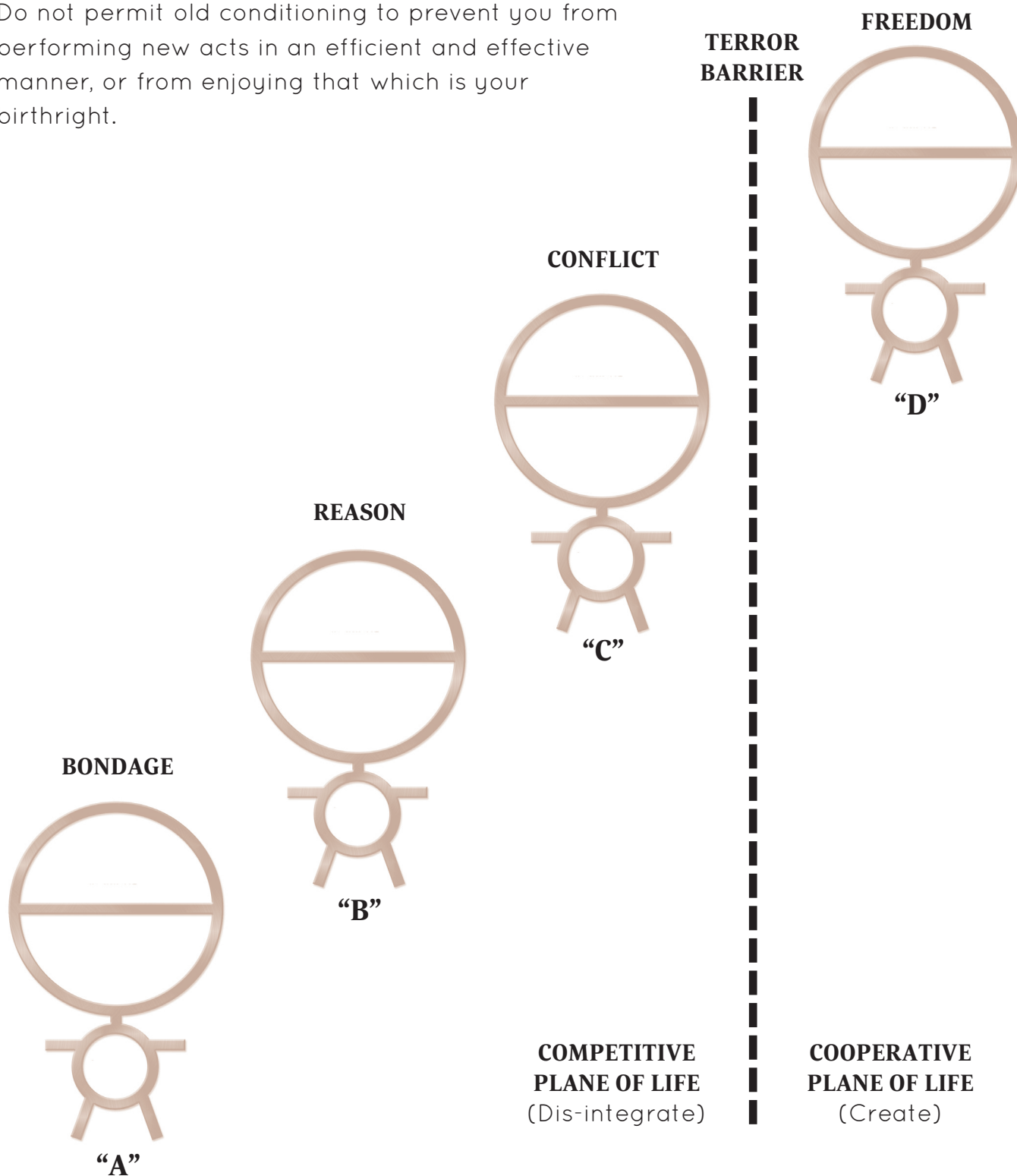
As they change their thinking, they alter the vibration they are in, which of course affects how they feel. Small incremental changes we seem to handle without too much difficulty. However, any big change causes our entire electrical (central nervous) system to go awry. Whenever you think of making a dramatic change, anything out of the norm, you are going to run head first into a wall of fear and because in 99 percent of the cases the person involved lacks an awareness of how the mind functions, and why they are experiencing this fear, they retreat and go back to their comfortable monotonous state. They justify this behavior by convincing themselves that it is safe and it's better to be safe than sorry. The truth is, it's not better to be safe than sorry. That's a myth that has been perpetrated by parents and guardians for centuries. It's time we changed it.

Fear and growth go hand in hand. When you courageously face the thing you fear, you automatically experience the growth you have been seeking. Do not permit old conditioning to prevent you from performing new acts in an efficient and effective manner, or from enjoying that which is your birthright.

The illustration on the following page will explain this entire mental process.

LET GO OF THE PAST

Do not permit old conditioning to prevent you from performing new acts in an efficient and effective manner, or from enjoying that which is your birthright.

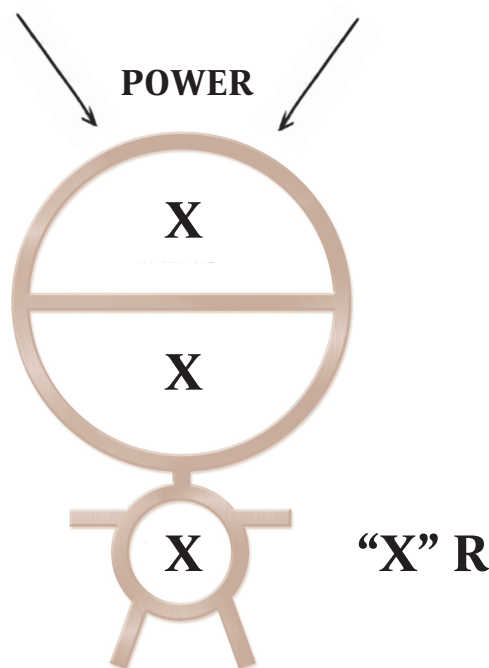


*"You will either step forward into GROWTH,
or you will step back into SAFETY."*

ABRAHAM MASLOW

KEY POINTS

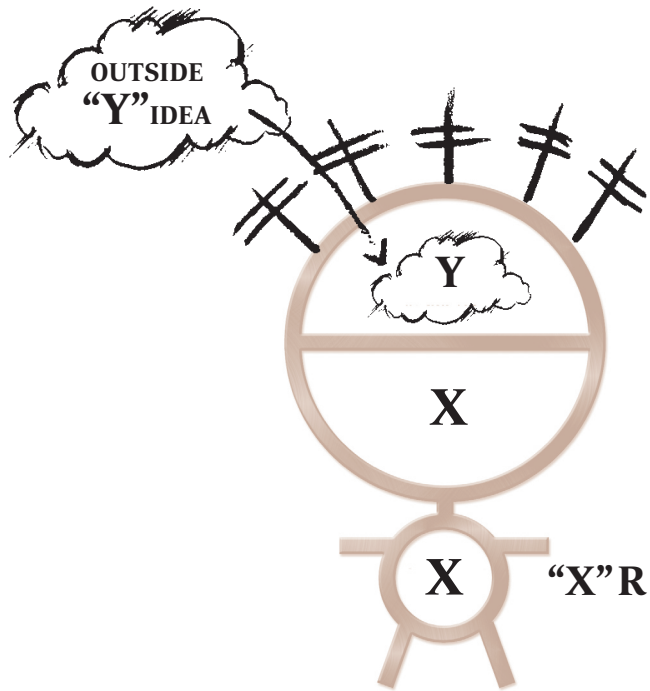
- Any time you are setting a goal that results in you skipping a couple of rungs on the ladder of success, you will run up against The Terror Barrier.
- Whenever you go to make a serious change in life style (moving out of your comfort zone), you run up against the terror barrier.
- With any change that would come under the category of a major change in your behavior, the terror barrier will instantly and automatically be standing between you and the good that you desire.
- When this happens you have a choice—you can step back into safety and continue to experience the same results year after year, or you can be courageous and experience the growth that you have been seeking.
- The Four Steps in the Psychological Process of Experiencing Growth Dealing With the Terror Barrier: Step number one in the psychological process of experiencing growth dealing with the Terror Barrier is Bondage.



In the illustration of Bondage we show a person who is getting X type results—results they do not want. The results are caused by the X type conditioning in the subconscious mind and even though the person has the ability to choose whatever thoughts they want, they continue to create from the power that flows into their mind X type thoughts.

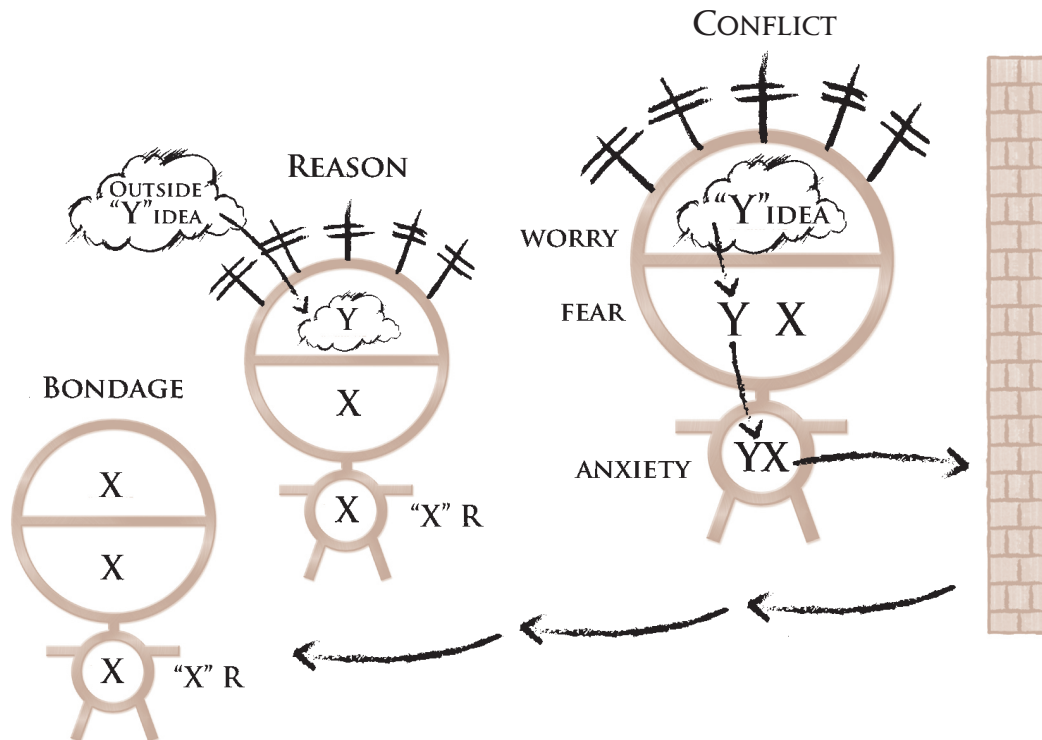
“To have the things that you have never had, you must do things that you have never done.”

DR. SHAUN MARLER



- The second step in the psychological process of experiencing growth dealing with the Terror Barrier is Reason. In this illustration the person continues to get X type results—results they do not want—which are caused by the X type conditioning. And even though on a conscious level they create an idea of living the life they do want, illustrated by the Y, nothing in their results change because they just deal with the Y idea on an conscious level and because they have not internalized it, they do not act on it. So the person can mentally see themselves with what they want. They can even think about what they want. But nothing in their life changes because they have never internalized the idea.

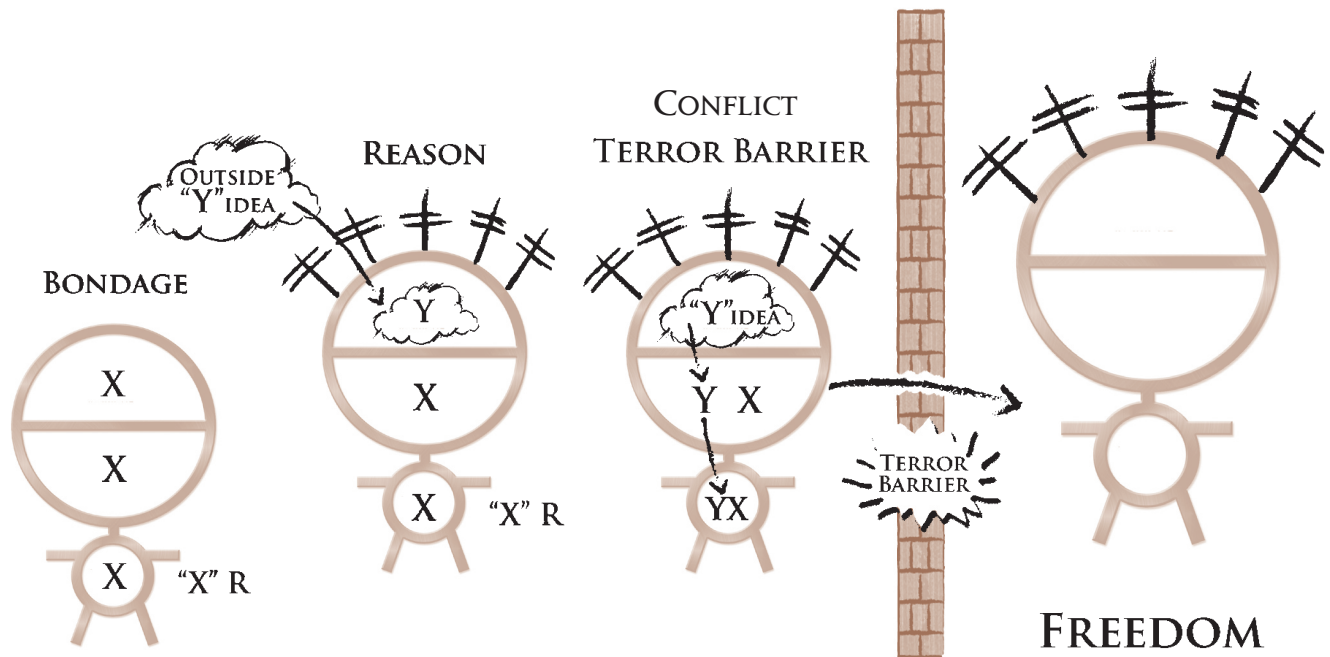
TERROR BARRIER



- The third step in the psychological process of experiencing growth by dealing with the Terror Barrier is Conflict. Before we cover the state of Conflict, it is important for us to bring to your attention again that the ideas a person is emotionally involved with control the vibration they are in. Vibration on a conscious level is referred to as feeling, and although the results they are getting are what they do not want, they feel comfortable in the vibration they are in because they have been living with it every day, probably most of their life.

In the illustration above the individual becomes emotionally involved with the Y idea. The moment the Y type idea is impressed upon the X type conditioning, the electrical system in the individual's body goes haywire and they are in an XY vibration. Worry, fear and anxiety strike—the worry on a conscious level, the fear on a subconscious level, the anxiety on a physical level. The whole three of them hit so fast and with such impact the result is the individual's mind is in a terrible state.

Why you ask? The new Y idea is driving them ahead and the X idea is driving them back. The conflict is unbearable; they can't go ahead, they don't want to go back and they can't stay where they are. Going ahead is the answer—it's how their life will improve. However, a lack of understanding of exactly what is taking place inside of the person, causes the person to retreat to familiar territory. They quickly bounce off the terror barrier all the way back to Bondage and then rationalize to themselves why that is a good place to be. It's comfortable ... they are familiar with it ... and they settle for it.



- Understanding permits a person to step forward into growth and freedom. The doubt, fear and anxiety have not left; however, through understanding or study, they know if they persist it will leave. By continually getting involved with the Y idea and acting on it—in spite of the fear—over a relatively short period of time the conditioning changes and they are living in a brand new world, created for themselves by **Thinking Into Results**.
- When a person is facing the terror barrier, various negative, limiting thoughts are flashing upon their mind and although they can see on the screen of their mind the good that they desire, they have absolutely no idea where the resources are going to come from that will enable them to see their goal manifest. There's only one problem in the whole world that anyone will ever have and that is ignorance—ignorance is simply not knowing.
- The greatest deterrent that is stopping a person from going through the terror barrier to freedom is ignorance. They are not able to see where the money, the help, all the things they will need for the manifestation of this Y idea will come from. Their ignorance causes a limiting and destructive mental process to begin to take place. This process causes such discomfort that their conscious attention becomes focused on the negative side of their situation and as a result, the negative side of life. Such thinking prevents them from continuing to move onward and upward in the direction of their goal.

IGNORANCE

1. Doubt or Worry registers on a conscious level.
2. As the Doubt is internalized it causes Fear on a subconscious level.
3. That Fear must be expressed the only way it can be—through the body. The body moves into a vibration more commonly referred to as Anxiety.
4. People don't express Anxiety. It is internalized.

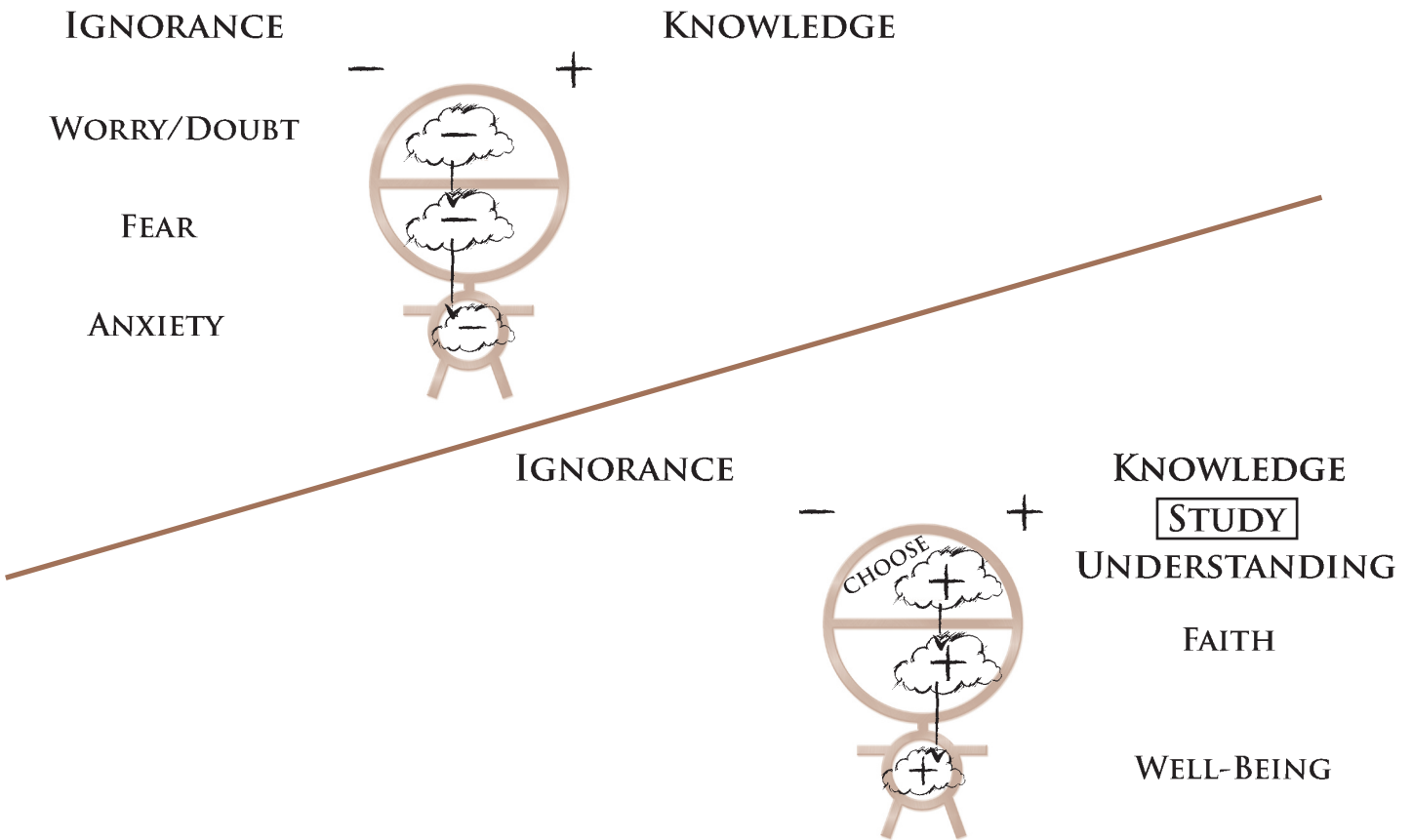
5. The Anxiety is suppressed.
6. The Suppression turns into Depression; depression is actually anger turned inward.
7. The Depression turns into Dis-ease.
8. The Dis-ease expressed in the body causes the body to break down and move into a state better known as Dis-integration.

These are all negative states. Every one of them could be eliminated by developing an understanding of the laws of nature as well as the workings of the mind, coupled with faith. A person must understand that nothing is created or destroyed; everything they'll ever need is already here if not in one state in another. All the knowledge there ever was or ever will be is one hundred percent equally present in all places at the same time. All the power there was or ever will be is also one hundred percent equally present in all places at the same time. The way to build the airplane, the internet and the personal computer has always been here. What was lacking was an awareness of how to bring these things into form. Following the laws and the process which enabled us to accomplish what we have accomplished to this time will also give us everything else we desire. By placing themselves in the right vibration, an individual will attract into their life everything they need as they need it. The graphic illustration on the following page clearly explains the two paths that we follow in life. One will lead to everything we want. Unfortunately, the other leads nowhere.

As previously shown, IGNORANCE leads to everything a person does not want, while KNOWLEDGE puts you on the path that we are all meant to follow. You will notice that the element that stands between understanding and knowledge is study. Although there are many forms of study, it is the only means by which a person can develop the understanding required to go from one success to another thereby creating the life that we've been designed to enjoy.

KNOWLEDGE

1. The opposite of Doubt and Worry is Understanding; it exists on a conscious level.
2. Understanding leads to an emotional state which is Faith.
3. Faith is expressed on a physical level as Well-being. That's a good vibration.
4. Well-being is never suppressed, it is expressed. The individual is sending out good energy into the Universe. And, of course, the Universe rewards them by sending like energy back.
5. That expression is what leads to momentum.
6. The momentum is commonly referred to as a state of Acceleration.
7. All this happens because the body is in a vibration that is the polar opposite to disease. It's At Ease!
8. That enables a person to continue moving in a CREATIVE vibration.



TERROR BARRIER INDIVIDUAL WORKSHEET

1. Review the goals that you established in Lesson One. Ask yourself, is this what I really want, or is this what I am settling for.

2. If you knew that you had all the talent, ability and resources that you require to accomplish something beyond that which you are working on, what would that goal be? In the space provided, describe it in as much detail as possible.

3. At this point what you have just written will be categorized as a Y type idea. The fact that you want to do it and you can mentally see it, definitely puts it in the Y category. Without getting emotionally involved, keep this idea strictly in your conscious intellectual mind and begin to describe what your life would be like if you actually accomplished this goal. Play the “if” game and list all the benefits that would accrue to you.

If I did this, this would happen ...
If I did that, that would happen ...

List as many benefits as you possibly can, without getting emotionally involved. At this point you are not deciding to do it, you are just thinking about it. You are not disturbing your old paradigm at all.

4. Now play a mental game with yourself. Just suppose you looked at all the benefits a person would receive from going ahead with a goal they described, and you were making a written report to them advising them on how foolish they would be not to step out and move into action on the goal. What would you say to them? Put it in writing.

5. Now consider this—most people are reluctant to step out and act on a big idea for fear of what they will lose.

Clearly understand that when you get to the end of the road and you leave this planet, moving on to the next phase of your eternal journey, everything you think you own is going to belong to someone else. You see the truth is you never own anything; you are merely a custodian, you just have it to use while you are here.

Also understand this, that everything you have is according to your level of conscious awareness and if you lost it all through an error of judgment, you would have it all back in a relatively short period of time.

Make a decision that you are going to bust right through that terror barrier—but it must be real, this is referred to as 'Imagined Reality.' You must let yourself become emotionally involved with this Big New Goal and ready to move. The moment you do what we are instructing you to do, Fear, Doubt and Worry will speed straight into your mind.

Isolate these Fears, Doubts, and Worries—now list them in the space provided below.

FEARS, DOUBTS AND WORRIES

6. One eliminates fear through intelligent action. Go back and analyze each of your fears and you will quickly realize they have no foundation. You have created them in your own imagination, therefore you can eliminate them. Realize the worst that can happen is never very bad yet the best that can happen is generally incredible. Now take each one of the fears that you have just listed and in the space provided explain what you are going to do about them. Get busy and do it. Burst through the terror barrier and enjoy the freedom which is and always has been your birthright.

TERROR BARRIER TEAM WORKSHEET

1. Review the team goal established in Lesson One. Each member of the team, ask yourself, is this what we really want for the team, or is this what we are settling for. As a group, come up with a consensus on this point.

2. If you knew that the team had all the talent, ability and resources required to accomplish something beyond that which the team is presently working on; what would that goal be? In the space provided, describe the goal in as much detail as possible.

3. At this point what you have just written will be categorized as a Y type idea. The fact that the team wants to do it and can mentally see it, definitely puts it in the Y category. Without getting emotionally involved, keep this idea strictly in your conscious, or intellectual, mind and begin to describe what your lives would be like if the team actually accomplished this goal. Play the “if” game and list all the benefits that would accrue to you and the team.

If I did this, this would happen ...
If I did that, that would happen ...

List as many benefits as you possibly can, without getting emotionally involved. At this point the team has not decided to do it, the team is just thinking about it. You are not disturbing your old paradigm at all.

4. Now have the team play a mental game. Just suppose each of you looked at all the benefits a team would receive from going ahead with a goal they described and you as a team were making a written report advising them on how foolish they would be not to step out and move into action on the goal. What would you say to them? Put it in writing.

5. Now consider this—most people are reluctant to step out and act on a big idea for fear of what they will lose.

Also understand this, that everything you have is according to your level of conscious awareness and if you lost it all through an error of judgment you would have it all back in a relatively short period of time.

Make a decision that each member of the team is going to bust right through that terror barrier—but it must be real, this is referred to as Imagined Reality. The team must become emotionally involved with this Big New Goal and ready to move. The second the team does what we are instructing you to do, Fear, Doubt and Worry will come screaming into your mind.

Isolate these Fears ... Doubts ... and Worries and list them in the space provided. This is where each member of the team must be open and honest and willingly state what their fear might be. One of the greatest deterrents is that people are afraid to admit what they are afraid of and yet it is the most common thing to happen to an individual when they move into a new arena—fear arises. Clearly understand, when fear enters, logic leaves, and we revert to habit. This is where each member of the team helps the others to overcome their fear—one of the greatest benefits of a team.

FEARS, DOUBTS AND WORRIES

6. You eliminate fear through intelligent action. Each member of the team, go back and analyze each of your fears and discuss them. You will quickly realize they have no foundation. You have created them in your own imagination, therefore you can eliminate them. Realize the worst that can happen is never very bad yet the best that can happen is generally incredible. Now take each one of the fears that you have just listed and below list what you are going to do about them; get busy and do it, burst through the terror barrier and enjoy the freedom which is and always has been your birth right. Each member of the team should write an action step.

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

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

RISK-TAKING

The dictionary tells us that to risk is “to expose oneself to the chance of loss.” I suppose that is true. Another piece of literature (author unknown) suggests that:

To laugh is to risk appearing the fool.

To weep is to risk appearing sentimental.

To reach out for another is to risk involvement.

To expose feelings is to risk exposing your true self.

To place your ideas, your dreams, before a crowd is to risk their loss.

To love is to risk not being loved in return.

To live is to risk dying.

To hope is to risk despair.

To try is to risk failure.

You may avoid suffering and sorrow if you don't risk, but you simply cannot learn, feel, change, grow, love, or live. The greatest hazard in life is to risk nothing. The person who risks nothing, does nothing thus has nothing. Only a person who risks is free.

What causes individuals to shy away from taking a risk, even if it is a low risk and will give them something they really want? Well, certainly high on most people's list would be fear of loss, failure and perceived humiliation if the loss were to occur. Why would we automatically think that we would fail at something? Why wouldn't we first try and see, and then if we did fail, learn from that experience and move on? What causes us to have these thoughts of inferiority?

It dates back to our little life. And, since risk taking is likely not a subject that is

taught in school, a person's fear of taking risks might stem back from before they can even remember. When you were a child taking your very first steps, it wasn't uncommon to hear one of your parents or guardians say, “Be careful, you might fall.” Or, “Don't do that, you'll” Though some of this is rhetoric and you don't really pay much attention to it, for some, it begins the pattern of playing it safe.

Think of how much better equipped we would be to face life's challenges and succeed, if we had repetitively heard, “Take a chance and don't worry about falling, because you're going to fall ... probably quite often. Falling is an important part of learning.” Many of the greatest lessons you'll receive in life are going to come from falling ... from your failures.

Failing will never make you a failure unless you quit. Unfortunately, very few people heard that when they were small. The vast majority of our population have been mentally programmed to play it safe.

A little baby is a natural born risk taker.

The baby never considers the consequences of falling when it is learning to walk.

Falling is acknowledged as

a natural consequence to learning to walk. I guess you could call it a calculated gamble; it's a prerequisite to mastering a myriad of motor skills required to get you on your feet and moving. It's a natural progression in movement. Why then, wouldn't we stop to consider that any movement into uncharted territory should be viewed with the same consideration?

The greatest hazard in life is to risk nothing.

RISK-TAKING (continued)

Why is it that we do not see the process of reaching our goals as having steps similar to the ones the baby must take in order to learn to walk? There will be some stumbling and falling in the learning process, but success can only be reached when we are prepared to take those steps, all of them, even the ones where we may fall down. The real win is the confidence and experience we acquire which translates into new opportunities for growth, enjoyment and expansion in all areas of our life.

There's a four letter word that most parents use around their children so frequently, that the children pick it up and before too long it is buried in the treasury of their subconscious mind. That four letter word is CAN'T. This word has done more damage than a lot of other frowned-upon four letter words put together.

Can't is a word that paralyzes any constructive progress. It switches your mind into a negative frequency. It is a four letter word that will open your mind to a never ending flow of logical, practical reasons which will enable you to justify why you are not able to do something you sincerely want to accomplish.

The only alternative to that four-letter word is its polar opposite—I CAN. I can is far more important than IQ. You don't necessarily have to be very smart to win ... but you must be willing.

Reaching the goal is not success; success is moving toward the goal. Taking risks is essential when you want to reach a goal and the purpose of goals is growth.

When you challenge yourself, you bring more of yourself to the surface.

If you dream of living your life in a really big way, you must accept risk-taking as a very real part of the apprenticeship you must serve. Make a decision right now to change. Decide this very moment there will be no more playing it safe ... no more "saving it for a rainy day" type thinking in your life. When people get caught up in the habit of saving for a rainy day, that is generally what they get ... a rainy day.

There are a number of people that limit themselves and refuse to take a risk. They never truly test the strength of their abilities. You will never get to second base if you keep one foot on first. Too many people go through their entire lives playing their cards close to their chest. They never step out and bet on the surest thing in the world ... themselves.

If you hope to accumulate great wealth or achieve high goals, history records that the first few steps have a high degree of risk. You must turn your back on safety and security. To make it big, you must take big risks. You will very likely have to put yourself in a highly vulnerable position. It is also worth remembering you cannot almost take a risk.

Eleanor Roosevelt said, "You gain strength, courage and confidence by every experience in which you really stop to look fear in the face." Follow her advice and liberate yourself from the crippling emotional state of fear and enter into a world of freedom.

**Taking risks is essential
when you want to
reach a goal...**