

LESSON EIGHT

THE POWER OF PRAXIS

Aligning You with You So We All Win



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*“Only those individuals whose beliefs are sound...
are in harmony with the laws of the universe ...and
have been integrated with their behavior,
will emerge as real winners in the New Economy.”*

BOB PROCTOR

OVERVIEW

Praxis has the potential to cause exciting and marvelous things to happen in many areas of your life with constant regularity. Praxis is a word that, until now, could be found in the vocabulary of very few people. If you have never heard the word, that's all right, your friends have probably never heard it either. What the airplane was to travel, what email is to communication, likewise Praxis is becoming to human development. Praxis is the integration of belief with behavior.

When you take the time to properly digest that meaning, you will realize you are working with a big idea. Praxis describes the mental-physical state a person is in which causes them to get the results they are getting. A deep understanding of the word will put you in the position to achieve any result you choose. Is possibility, power and profit within your reach? A team of world class, corporate educators say ... Yes. The world you woke up to this morning is very different from the one you entered at birth or even the one you woke up to yesterday morning. Your world is changing ... rapidly. Everywhere you look, life is being affected by change. The position you find yourself in today is without precedent; all of the preceding generations put together would have never experienced the changes you have in your short lifetime.

You are a participant in a new economy. Dr. Christopher Hegarty, an international authority on how to adapt to the tremendous changes taking place, has stated, *“You can no longer look to the past in an attempt to predict your future. A large part of the present is obsolete and ... for most people, much of the future is beyond comprehension.”* However on the bright side, Dr. Hegarty stated this is the most exciting time in all of human history to be alive, if you have the proper information. Take a close look at habit—then bring together these three concepts: Knowing, Habit and Praxis. Understanding and wise application of these concepts will eliminate frustration.

Take a moment and mentally play with the word praxis. Really think about its meaning. Praxis means “the integration of belief with behavior”. When you first run that definition across the screen of your mind, you might be inclined to say to yourself,

“Everyone’s beliefs are integrated with their behavior,” but that is not correct. And, more often than not, when a person’s beliefs are integrated with their behavior, their beliefs are false and their results range from bad to disastrous. Then there are numerous other situations where a person believes something that is sound, but they fail to integrate the belief with their behavior, and their behavior becomes a physical contradiction to those beliefs. Again, the results are unwanted and unnecessary.

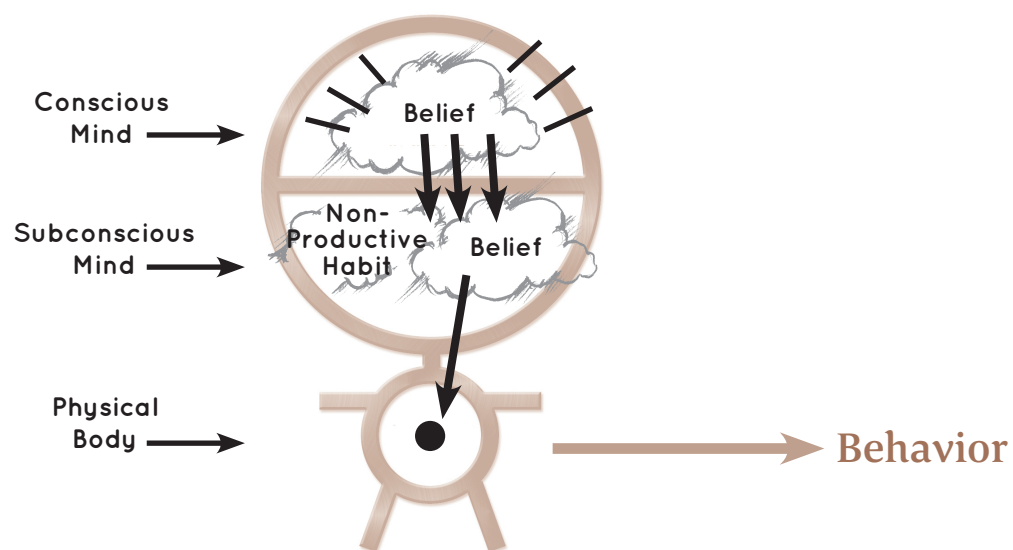
Courageously begin to analyze your beliefs, one at a time. Ask yourself if you have good and sound reasons for each of your beliefs. As you do this, you will find that many of your strongest convictions have absolutely no foundation. You will realize that some of your beliefs are totally absurd.

Our beliefs about anything are based upon our evaluation and we are free to reevaluate any of them at any time. As you begin to evaluate who you truly are and what you are capable of doing, you will find your belief about your own ability to enjoy the situations you just imagined change dramatically. It is recommended that you analyze your beliefs regularly ... it will be like mental house cleaning.

“The common denominator of success is in forming the habit of doing the things that failures don’t like to do.”

ALBERT E.N. GRAY

This image will assist you in understanding how to INTEGRATE the things you are not doing, that you know how to do (BELIEFS), with your behavior.



There are only two ways to integrate your belief with your behavior:
1. Constant, spaced repetition
2. Emotional impact

Habits are ideas that automatically express themselves through behavior without any conscious thought; they are ideas that are fixed in the subconscious mind. Nonproductive habits can be overpowered through the repetition of new beliefs that are planted in the subconscious mind with strong emotion, resulting in a new habit.

KEY POINTS

- Napoleon Hill writes, “no one’s ready for a thing, until they believe that they can acquire it. The state of mind must be belief and not mere hope or wish.”
- Our belief system is based upon our evaluation of something and frequently if we reevaluate situations, our belief about those situations will change.
- You will never go beyond where you BELIEVE you can go.
- Praxis is the integration of belief with behavior.
- We have belief on two levels. Belief in our educated mind, based on logic, based on what we see and on the information that we gather. Then we have belief on a very deep level, on a subconscious level; belief that controls our behavior and is part of the paradigm.
- With a team, it is essential that each member believes, on an emotional level, that which they verbalize. They’ve got to practice the word praxis, begin to integrate some of our beliefs with their behavior.
- On a conscious level and on a logical level, we can ‘think’ it true and we can ‘say’, “yeah, I can do that”. However, one must BELIEVE at a deep level, from deep in the psyche that it is true. If we do not, then we must change that part of the paradigm.
- The truth is you can do anything, but you’ve got to believe it; without BELIEF, it is not going to happen.
- The thoughts that we internalize set up the vibration, vibration causes the action, action causes the reaction. It’s the action/reaction that creates the result BELIEF—you’ve got to believe it can be.

THE POWER OF PRAXIS INDIVIDUAL WORKSHEET

1. Look at the following words and describe what your present results are in these areas.

FINANCIAL WEALTH

How long could you maintain your present lifestyle if your present income were to stop?

What is the most you have ever earned in a year?

How much money would you have to earn before you considered yourself wealthy?

BUSINESS

If an outside consultant were to analyze what you do and how well you do it, would they consider you to be successful? Discuss.

ECONOMY

How does the economy affect you personally?

VACATIONS

How often do you take a vacation? Where do you go? What kind of accommodations do you have when vacationing? Do you freely participate in activities of choice while vacationing?

Do you own your own home?

How would you describe the house you live in?

RELATIONSHIPS

Describe the relationships you have at home.

Describe your relationships at work.

Describe your social relationships.

What you have described in the previous exercises is an expression of how your life is being controlled in each of these areas by your subconscious mind. It's a part of your paradigm and has absolutely nothing to do with what you are capable of creating. These results represent beliefs that have been passed from one generation to the next. To establish new results you must first establish, on a conscious level, what you believe you are capable of creating. When you have that completed you must then plant that new belief in the subconscious mind.

THE BEGINNING OF PRAXIS AT WORK

- Now take each of these words again and imagine what these areas of your life would be like if you were to create what you WANTED. Answer the questions as if you have created what you wanted. Think, don't just jot anything down and don't spend any time wondering whether or how it's going to happen. That is irrelevant at this point in your transformational process. Look at the same questions you answered before and then put your imagination to work. How would you like to see each of these areas. Think of a first class vacation, your dream home, the kind of income you've always dreamed of ... describe what you want.

FINANCIAL WEALTH

How long could you maintain your present lifestyle if your present income were to stop?

What is the most you have ever earned in a year?

How much money would you have to earn before you considered yourself wealthy?

BUSINESS

If an outside consultant were to analyze what you do and how well you do it, would they consider you to be successful?

ECONOMY

How does the economy affect you personally?

VACATIONS

How often do you take a vacation? Where do you go? What kind of accommodations do you have when vacationing? Do you freely participate in activities of choice while vacationing?

HOME

Do you own your own home?

How would you describe the house you live in?

RELATIONSHIPS

Describe the relationships you have at home.

Describe your relationships at work.

Describe your social relationships.

Take a few minutes to relax and review what you have just written, describing how you want these areas of your life to be. Also realize, these are just suggested areas, you can do this with any area of your life. Whether you believe you can live this way or not really doesn't matter at this point. The only thing that matters is —do you want to? If your answer is yes, that would indicate that what you wrote describing your life at present, would be categorized as what you don't want.

Take each of the areas that you have described and establish a written statement in the present tense. Then begin re-reading and re-writing the statement. As you re-write and re-read it, let yourself feel and act like the person the new belief describes. At first the exercise will appear to be futile; however, if you keep impressing it upon the subconscious mind, it will ultimately become fixed there and become a new habit. And while you are doing this, the old belief will die for lack of nourishment. This is the Praxis Process – it works every time, for every person. Don't question it, just do it.

THE POWER OF PRAXIS TEAM WORKSHEET

1. Look at the following words and describe what the team's present results are in these areas.

FINANCIAL RESULTS

What is the best result this team has experienced over a given period of time?

TEAM DEVELOPMENT

If an outside consultant were to analyze how harmonious your team is functioning, what would they say?

CLIENT/CUSTOMER DEVELOPMENT

On a score of 1-10, how well do you do in improving in this area every month?

ECONOMY

Do you believe the economy is affecting your business?

RELATIONSHIPS

Describe your relationships with your team members.

What you have described in the above exercises is an expression of how your team is being controlled in each of these areas by the team's subconscious mind (i.e., culture). It is part of the team's paradigm and has absolutely nothing to do with what the team is capable of creating. These results represent beliefs that have been established over a period of time. As new members join the team, they accept these results as the norm, never asking whether these results can be improved. To establish new results you must first establish, on a conscious level, what the team believes they are capable of creating. When the team has that completed, each member of the team must then plant that new Belief in their subconscious mind, establishing a new team paradigm.

THE BEGINNING OF PRAXIS AT WORK

2. Now take each of these words again and imagine what these areas would be like if the team created what the team WANTED. Think. Don't just jot anything down without spending time to seriously contemplate how it's going to happen. That is irrelevant at this point in the team's transformational process. Look at the same questions the team answered before and then put your collective imagination to work. How would the team like to see each of these areas ... describe what the team wants.

FINANCIAL RESULTS

What is the best result this team has experienced over a given period of time?

TEAM DEVELOPMENT

If an outside consultant were to analyze how harmonious your team is functioning, what would they say?

On a score of 1-10, how well do you do in improving in this area every month?

ECONOMY

Do you believe the economy is affecting your business?

RELATIONSHIPS

Describe your relationships with your team members.

Take a few minutes to relax and review what you have just written describing how you want these areas of your team to be. Also realize, these are just suggested areas, you can do this with any area. Whether you believe you can function this way or not really doesn't matter at this point. The only thing that matters is does the team want to. That would indicate that what the team wrote describing the results the team is achieving presently would be categorized as what the team doesn't want.

Take each of the areas that the team has described and establish a written statement in the present tense and then begin re-reading and re-writing the statement. As the team re-writes and re-reads it, each member should let themselves feel and act like the person the new belief describes. At first the exercise will appear to be futile. However, if each member of the team keeps impressing it upon their subconscious mind, it will ultimately become fixed there and become a habit. And while the team is doing this, the old belief is dying for lack of nourishment. This is the Praxis Process—it works every time for every team. Don't question it, just do it.

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

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

WALK YOUR TALK WITH PRAXIS

Goals, tenacity, courage and faith have been and always will be personal qualities required to enjoy any degree of success in your life. The universe operates in perfect harmony! You are living and working in a dynamic global marketplace that leaves little room for error. In future, only those individuals whose beliefs are sound, in harmony with the laws of the universe and have been integrated with their behavior, will emerge as real winners.

Praxis Power

Today, success has become a subject ... one that can be studied, understood and enjoyed by anyone. In the past, success was perceived by many as something that was inherited; a lifestyle a very select minority enjoyed. Successful people were generally viewed as being lucky. The beautiful truth is that successful people are not now, nor ever have been, lucky. This is an orderly universe of which you and I are a part, and that order, which is an expression of "Divine Law," leaves no room for luck.

The late Dr. Wernher Von Braun stated, "The laws of this universe are so precise that we have no difficulty building a spaceship, sending people to the moon and we can time the landing with the precision of a fraction of a second." For you to enjoy a successful well-balanced life in our fast moving world, you must align your mind and body with those laws.

Today, the most advanced educational programs are introducing disciplines that have always been practiced by enlightened individuals, to

create this mind body alignment. The idea is not new. On the contrary, it's ancient. Unfortunately, for many years, these disciplines had become like a lost language. However, clearly understood and properly utilized, the concept of praxis will produce results that will amaze and delight you. Praxis is a mind-body discipline that anyone can learn.

The Big Lie

There are two ideas that, for the past few decades, have received broad acceptance by a very large segment of the world's population. These two ideas should have been more carefully scrutinized, because they were not true. Many of the people who believed these ideas and integrated them with their behavior, lost ... and, the losses were devastating. Some may never recover.

The first big lie that most people heard early on in life and accepted as a part of their belief system has to do with education. We are raised ... go to school, earn a degree and you'll get a good job. There are literally thousands of people walking the streets with their degree in hand, and no job. What happened? Praxis ... these poor souls integrated their belief with their behavior. Unfortunately, they believed a lie. They believed that getting an education was getting a degree. That's not true.

Education comes from the Latin word "Educo," meaning to educe, to develop or draw out from within. Education is about developing your God-given powers; demonstrated by what you DO, not what you KNOW. We have been recognizing and rewarding peo-

**Praxis is the
integration of
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behavior.**

WALK YOUR TALK WITH PRAXIS (continued)

ple for what they KNOW, not what they DO. Unfortunately, one lie generally leads to another. The second big lie that many people believed and integrated with their behavior deals with our work.

The Second Big Lie

For decades, corporations worldwide have preached, “You give us loyalty and we will give you security.” Like sheep, millions of individuals blindly followed, not thinking, and never analyzing the offer being presented. Had a person carefully studied the promise, they would have realized that no company in the world could give a person security, regardless of service or loyalty. Security, real security, comes from within. If you haven’t got it there, you haven’t got it. When a person gives up freedom for security, they generally end up with neither.

If a person believes there’s security in a job and loses their job, they are demoralized—feeling they’ve lost everything. Interview any one of the thousands of competent people who are victims of layoffs, down-sizing, right-sizing or re-engineering. They were loyal; they thought they were secure in any one of a thousand large corporations. Ask the person whose severance pay is all gone. See how they feel. Find out how secure they are with the belief they had; many of these people are resentful, blaming the company. In most cases, the company did the only thing they could, in an attempt to stay alive.

Blame is always inappropriate regardless of how justified you may feel. We are all responsible for where we are and

the results we are experiencing. If your results are not to your liking, you should examine your beliefs. Check to see if your beliefs are integrated with your behavior.

The promise corporations made was not viable. Currently, companies are still making promises, but the promises have changed. Now they’re saying, “You give us performance and we will give you opportunity for growth and development.” That is a sound idea. It is in harmony with the laws of the universe. Integrate that belief with your behavior and you MUST win.

What Do You Believe?

Developing and reviewing your own personal belief system is the most important mental responsibility you have been given. You would be wise to make a written list of your beliefs. Then, step back and look at your list as if it belonged to a stranger. Hopefully, you have a good sense of humor because some of what you are going to see will probably be quite comical—at least, that is the conclusion reached by most people who complete this exercise honestly.

The Beautiful Truth

It is well established and clearly documented that you’ve believed an over abundance of lies with respect to who you are and what you are capable of doing. It’s high time that you begin to tap into the beautiful truth that, if you can see it in your head, you can hold it in your hand.

You are a spiritual being, and as such, have potential without limita-

When a person gives up freedom for security, they generally end up with neither.

WALK YOUR TALK WITH PRAXIS (continued)

tion. You can improve every aspect of your life until your entire life is an open and obvious expression of your own inner beauty and limitless potential. Happiness, health and prosperity are normal and natural states for you to experience; there should be no room for

lack or limitation in your world. The only thing that stands between you and all the good that life can offer is a sound belief system that is in harmony with the laws of the universe. Combine that with the effective use and application of Praxis and you've got a winning combination.

**We are all responsible for where we are
and the results we are experiencing.**

