

LESSON FIVE

THINKING INTO RESULTS— The Trick to Staying in Charge No Matter the Circumstance



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The Trick to Staying in Charge No Matter the Circumstance

“An educated person is not, necessarily, one who has an abundance of general or specialized knowledge. An educated person is one who has so developed the faculties of their mind that they may acquire anything that they want, or its equivalent, without violating the rights of others.”

NAPOLEON HILL

OVERVIEW

As far back as you choose to go, and in any country, you will find that people are programmed from birth to live from the outside in. All of the great leaders in history, individuals who are recognized for their greatness, without exception, have told us if we want to be in control of the results we get in life, we must live from the inside out.

Perhaps we should investigate what these leaders meant when they gave us that advice.

In the previous lesson we discussed how we have five senses and we are frequently controlled by the information flowing into our consciousness through these five senses: sight, sound, smell, taste and touch.

It is at this point we want to bring to your attention the higher faculties that we all possess and how these higher faculties have been designed to make us the highest form of creation on the planet so far as we know. These are referred to as our intellectual faculties.

Perception, Will, Reason, Imagination, Memory and Intuition.

It is only on a rare occasion that you will find anyone who has been raised to use those higher faculties to create the life they want. When you do find a such a person, you will also likely find that they are unconsciously using their faculties. In most cases, they are not consciously aware that this is what has separated them from the masses.

Most of us will assume that they have been blessed with some talent that the rest of the population doesn't have because they, as well as the people viewing their performance, lack the awareness of exactly what this person is doing that is so obviously different. In truth, we all have these higher faculties. When we begin to use them we too will be looked upon as extraordinary individuals when, in truth, the only thing that separates us and makes us different are our results. Take a moment and mentally review what has gone on and what is continuing to go on in the world. As little children we hear:

“Will you look at this.”

“Listen to what I’m telling you!”

“Do you hear what I’m saying?”

And on and on it goes. The conditions or circumstances begin to control us. The report card tells us what kind of student we are. The report card turns into a balance sheet or a sales sheet or possibly a performance review — always a record of something that has gone on in the past. That’s how most people’s lives are controlled, in many cases, from the moment they are born until they die.

We believe that your involvement with this Program, **Thinking Into Results**, will cause you to think in a new and more beneficial manner. It will also cause you to be more consciously aware of all of your higher faculties and when and how to use them in a more effective way.

Thinking is our highest function. If you listen to most people, or study their behavior, it’s going to be obvious they are not thinking, otherwise they would not say what they are saying or do what they are doing. Mental activity does not constitute thinking.

Your higher faculties are what separate you from all the rest of the animal kingdom. It’s these faculties that will permit you to enjoy the results that you want. Clearly understand that the only limitations you will ever have are the limitations that you impose upon yourself. You truly do have infinite potential. There is no end to what you are capable of doing. Just observe the world around you and the advances that have been made within the past few years. All of these advances are the result of a small select group of people using their higher faculties to create a better world for all of us to enjoy. Know what they have done, you too can do. You are working with the same power they are working with, the same faculties they are working with. The only possible difference would be the limitations that you are working with. **Release and remove them and permit your greatness to be expressed.**

Your reasoning factor gives you the ability to reject anything that comes in from the outside and nowhere has it ever been written that circumstance is given dominion over man.

You have infinite potential and to quote Dr. J. B. Rhine, *“The mind is the greatest power in all of creation.”*

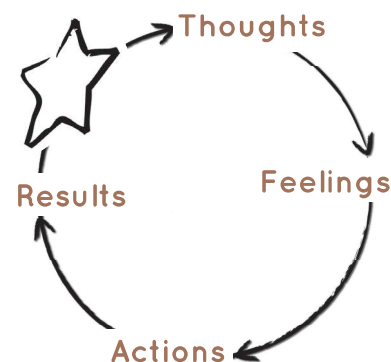
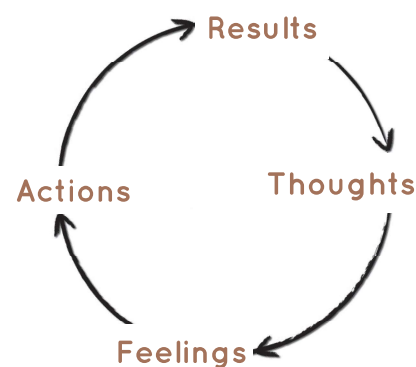
KEY POINTS

- We are programmed to live from the outside in. That programming causes a tendency for us to become the plaything for outside forces. We should observe and be aware of what is going on in our outside world but be capable of creating and maintaining an individualized existence.
- We have been gifted with higher mental faculties: **Perception, Will, Imagination, Memory, Reason and Intuition**. It is our responsibility to learn how to utilize and develop these higher faculties to a greater degree.
- **Memory:** Our memory is perfect. There is no such thing as a bad memory. There are only weak memories and strong memories. All of our higher faculties are perfect. They merely require exercise to strengthen them.
- **Reason:** Reason is what gives us the ability to think. Thinking is our highest function. It is our inductive reasoning faculty that gives us the ability to originate individual thoughts and bring them together in the formation of ideas. We can observe what we are doing and then think of ideas on how we can do better.
- Since we are in control of our own thinking faculty, we should not spend time thinking negative thoughts or originating ideas on why something cannot be done.
- **Perception:** Our perception is our point of view. When we see something that causes us to think something cannot be done, we can change our perception of the situation and originate an idea on how it can be done.
- **Imagination:** Imagination creates fantasies. Fantasy is the first stage of creation in life. The **Thinking Into Results** Program originated from a fantasy. The company you are working for originated from a fantasy. The creative process spans three stages: fantasy, theory, fact. It is important to remember that without the aid of your imagination there could be no creation in your life. Someone else will always be the star in your movie.
- Everything is created twice. First with imagination in your mind. Second, when it manifests in your material world.
- **Will:** Will gives you the ability to hold one picture on the screen of your mind to the exclusion of all outside distractions. The will gives you the ability to focus and concentrate. The more you practice developing your will, the stronger it will become.
- **Intuitive Factor:** It is with your intuition that you pick up vibrations and translate those vibrations in your mind. Your intuition permits you to know and know that you know what is happening around you. Intuition is often referred to as a sixth sense, which is a misnomer. It is not a sense. It is one of your higher faculties and can be developed to an extraordinary degree.
- **Thinking Into Results:** When you look at your results and let the results register in your mind, the results cause you to think. The thinking produces the feeling, the feeling causes the action and the action produces the result — the same result. This is precisely why the majority of our population keep getting the same results, year after year. It's called "struggle".

- Immediately stop permitting the outside world to control your mind. Objectively observe what is going on in your outside world. Don't be a part of it. Look at your results like a stranger might.

Say, "Hmm, I don't think that's what I want," and then begin to **think of what you do want**. Think thoughts that will create the idea of what you want. The thoughts cause the feelings, the feelings cause the actions and the action produces a new result. At that point you consciously observe the new result, you mentally adapt to the new results and immediately begin to think the thoughts that create the idea of how to improve upon it.

- Remember, it starts with the thought. The thought causes the feeling, the feeling causes the action, the action causes the result. Take a look at the result, adapt and start a new train of thought. You stay in charge of you. Don't let the outside world control you. You control the outside world.



THINKING INTO RESULTS INDIVIDUAL WORKSHEET

1. Choose one of the four mental faculties on the following pages to explore in more detail by reflecting on the following questions.

A. Reason: One of our mental faculties is our ability to reason. Reason is our ability to think.

- i. Recall a situation at work that is not going well and could be better. Write down a short description of this situation.

- ii. Notice your thought patterns about this situation. What are you saying to yourself about this situation, what is your "thinking" about this situation? Are your thoughts negative-pole-thinking?

- iii. Now, use your capacity to think to transform this situation. What if you begin to think about how to make this situation better? How would you verbalize those thoughts? How can you transform your thinking about this situation? What thoughts would be positive-pole-thinking?

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B. Perception: Perception is your point of view, the way you see things.

- i. Recall a situation that you would like to find a new solution for, something that is not working that you would like to transform. Describe this situation.

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- ii. Describe a situation you would like to improve.

- iii. Now, use your imagination to tap into other possibilities for how you can improve this situation. Get a blank piece of paper, and in the middle write down a brief description of the situation. Now, brainstorm ways to improve this situation. Identify at least 5 brainstormed ideas on how you can improve this situation. Let your imagination go!

D. Will: Will is your ability to focus. The more you practice developing your will, the stronger it will become.

- i. Now, focus on a situation you would like to transform. Call to mind how you would like this situation to transform. Now focus on it. Focus on the ideal situation you would like to create. Hold this new situation in your mind, focus on it. If your focus changes, call it back to this new solution you are creating. Practice holding your focus on this new situation for at least 5 minutes.

2. Are your results causing your thinking, or is your thinking causing your results? This is a very important distinction, probably the most important point to make in this lesson.

3. Think of a situation in the external environment. Maybe this is a situation about work that is not meeting your satisfaction. What is the situation?

- i. What is your thinking about this situation?

- ii. What are the actions you are taking because of your thinking?

- iii. What are the results that are created? Are you getting the same result, over and over again? Is your thinking helping you get to your desired results? Or are your results not changing?

4. Now, shift your thinking process. Look at the result. Describe the result.

- i. Is this something you want? If not, begin to think of what you do want. Build the image of what you do want in your mind.

- ii. What new thoughts can you have about this situation? How can you think about the situation differently?

- iii. What new feelings could you have about this new image, feelings that leave you inspired and excited. How do you feel about these new thoughts?

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iii. What are inspired action steps the team can take to transform this situation?

iv. How could this new thinking and action lead to better results?

6. What action steps can each team member commit to over the next week that supports the new thinking about this situation?

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

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