LESSON THREE

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

________________________________________________________________________

________________________________________________________________________

________________________________________________________________________

________________________________________________________________________

________________________________________________________________________
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.

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.