

## Table of Contents

<b>Introduction</b> .....	2
<b>Lesson 1: Imagination</b> .....	4
<b>Lesson 2: Intuition</b> .....	19
<b>Lesson 3: The Will</b> .....	29
<b>Lesson 4: Memory</b> .....	36
<b>Lesson 5: Reason</b> .....	43
<b>Lesson 6: Perception</b> .....	55
<b>Conclusion</b> .....	65



Proctor Gallagher  
INSTITUTE

Proctor Gallagher Institute  
[www.ProctorGallagherInstitute.com](http://www.ProctorGallagherInstitute.com)



LifeSOULutions That Work, LLC  
[www.MaryMorrissey.com](http://www.MaryMorrissey.com)

© 2007-2015, Proctor Gallagher Institute & LifeSOULutions That Work, LLC. All rights reserved

The use of any part of this publication reproduced, transmitted by any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, or stored in a retrieval system, without the prior consent of the publisher is an infringement of the copyright law.

## Introduction

Are you certain that you are meant to live a different life but do not know what step to take next?  
Are you feeling a bit lost? Unsure of where to go next?

You can relax and take a deep breath, because you are in the right place. You are not alone, these are very common feelings, and the answers to your questions are closer than you think. In this program, Mary Morrissey and Bob Proctor show you how you already have, within you, **everything** you need to create everything you could ever want.

You have everything within you because you were born with six extraordinary gifts, or *mental faculties*. They have the power to transform your life and give you access to a deeper part of yourself that you may have never known existed. These six gifts are:

**Imagination:** Your Imagination is the formation of mental images or pictures.

**Intuition:** Your Intuition is your internal guidance system for your life. It speaks to you at a spiritual level.

**Will:** Your Will is the ability to hold an image in your mind.

**Memory:** Your Memory is the capacity, or faculty, of retaining information, or of recalling previous experiences.

**Reason:** Your Reason allows you to tap into the mind of the infinite and formulate a thought and then another thought and then another, stringing those thoughts together to form an idea.

**Perception:** Your Perception is your way of seeing things – your point of view.

Most of us have been conditioned to live only through our five physical senses and only rely on the evidence of what we can hear, see, touch, taste and smell. We translate the world around us with what our senses tell us and live our lives based on our circumstances. This does not have to be the case. There is another aspect to life apart from the physical, and that's everything you cannot see –The Infinite.

The Infinite tells you that you are more than any circumstance you could face. There is a power

within you, unseen and unheard, but far more powerful than your circumstances and conditions.

Here is a secret: Life is not happening TO you, it is happening THROUGH you. You are the one who creates your results. This program will teach you how to stop misusing your power and how to use it instead to create a life that you would truly love. It's true, you can create the life of your dreams. You already have the miraculous tools within you and you're about to learn how to use them. This program is an in-depth study on the six mental faculties of Imagination, Intuition, Will, Memory, Reason and Perception.

Success is truly available to each and every one of us. Bob Proctor and Mary Morrissey have created this training with YOU in mind. They share the most cutting edge information that they have learned and guide you to build the life you have always wanted to live.

Congratulations on investing in yourself and your dream! You have made an exciting decision to explore the relationship between spirit and matter, and it will help you translate what you would love to have, into what you will experience.

This is your moment, it is up to you to make the decision to get all you can from this program. You can be, do and have, anything you choose if you are able to harness your six mental faculties and dive Into Your Genius...

Take a moment right now to reflect upon what would you love more of in your life? What would you love less of?

---

---

---

---

---

---

---

# Lesson 1

# Imagination

*Without leaps of imagination, or dreaming, we lose the excitement of possibilities. Dreaming, after all, is a form of planning.*

# LUCIUS ANNAEUS SENECA

Imagination is the formation of mental images or pictures. You use the mental faculty of Imagination every day because you think in images. This is perhaps the most potent faculty you possess because without this gift, nothing is possible; with it, anything is possible. Most people know about their Imagination, but they completely underestimate its power to transform their life. When you fully understand this faculty, you will realize that you have the ability to dream up exactly the life you would love to live.

Using Imagination starts with asking yourself, “What would I love?”

**Action Step:** Can you remember some instances in your life when you chose to do what you thought you should do instead of what you would love to do? What happened when you chose “should” over “love”?

---

---

---

---

---

---

---

How did you feel?

---

---

---

---

---

---

---

---

---

You are a creative being. You can design the life you want to live because you have been given the tools to do so. Anything that is created in physical form begins as a thought in someone's Imagination. Every single thing you can see has been created twice: it was first a thought before it became a thing.

The relationship between spirit (what you cannot see) and matter (what you can see) starts with Imagination. We live through our physical senses, but when we explore more deeply and begin to use our Imagination, our old beliefs melt away and a new world opens up to us. Imagination allows us to create a vision in our mind of something we would love. But for many of us, when we start to imagine a life we would love, thoughts pop up that are centered around our circumstances. For example, let's say you would love to sell your house and move to the beach. You begin to create an image in your mind of your dream home at the beach - you can hear the waves, taste the salt on your lips, see the beautiful sparkling blue water. Then a thought pops into your head, "How can you afford that?" And then another, "You are not going to be able to sell your house in this market." These are your paradigms showing up, trying to keep you in your current circumstance, fearful of taking a leap. You are stronger than these paradigms. You may have circumstances, but you do not have to let the circumstances have you.

How do you develop Imagination? You can build your Imagination muscles by opening your mind to new things. When you learn a new skill, meet a new friend, travel to an unfamiliar place, you

are increasing your chances of coming up with a brand new idea. You don't necessarily have to take big, expensive leaps into the unknown, to develop your Imagination. Most of us take the same route to work everyday, sometimes even forgetting the entire drive there. What if you shook up your routine and took a brand new route to work tomorrow? You may see things you have never noticed and you would feel fresh and invigorated. Get out of your comfort zone and try a new recipe for dinner tonight. A very small change in your routine can change your entire outlook and spark new ideas.

Imagination is also sparked by learning. Make it a habit to read and to learn new things. Turn up the volume on your curiosity. As children, we are encouraged to be curious and to use our Imagination, but as adults, we are programmed to be more “serious.” Look at life through child-like eyes by expanding your interests and trying new things. Learn to speak a new language, take up ballroom dancing – the possibilities are truly endless.

Another way to develop your Imagination is to spend some time with creative people. You could take an art class or sit in on a writers' group meeting or go to an improv class. Creative energy can be contagious.

**Action Step:** What are some ways that you could develop your Imagination?

How could you step out of your comfort zone to shake things up?

---

---

---

---

---

---

---

---

Are there some chances you could take that would move you ahead toward your dream?

---

---

---

---

---

---

---

---

### **Using Imagination the Right Way**

You truly can create a life you would love to live when you use your Imagination the right way. Each day is a lifetime in miniature, an opportunity for you to do, be and have all the things you want. You can actually choose what you bring into your life! But it all starts with your Imagination.

**Action Step:** In the space below, describe your perfect day. Be sure to use descriptions that appeal to your senses. What do you do when you wake up? Who are you spending time with? Be specific.

---

---

---

---

---

---

---

---

# **Using Imagination the Wrong Way**

Most of us use Imagination the wrong way – through worry and fear. Do you often imagine the worst case scenarios when thinking about possible outcomes? That is your conditioning in control of your Imagination.

Your conditioning is made up of patterns, thoughts and behaviors that you have learned since you were a child. If you grew up in a home where money was scarce and your parents thought in terms of paucity, then you learned from a young age to worry about money because it was “scarce.” You’ll use your Imagination to come up with scenarios where a lack of money might lead to homelessness or ultimate failure. Even though you learned this behavior from your parents, it’s not their fault because they did the best they could with the level of awareness they had at the time. But you can choose not to think in those ways anymore. You can change your conditioning by replacing constrictive thoughts (worse-case scenario) with expansive thoughts (best-case scenario) and implementing repetition.

**Action Step:** What are some patterns or conditions that you inherited from your parents?

---

---

---

---

---

---

---

---

---

What are some steps you can take to change them?

---

---

---

---

---

## **Letting Go of Worry and Fear**

When you spend your energy in worry and fear, you become displaced and un-grounded. If you are constantly thinking about the future, you are denying yourself the beautiful freedom of living in the present moment.

*You are leaking positive energy when you focus on worry and fear.* This can have a negative effect on your dreams and desires. Meditation can help your mind break free of the negativity of worry and fear. With stillness, you will experience greater clarity. When you realize that you can take control of your Imagination for all the good you want in your life, suddenly the life you really want opens up to you.

Spiritual leader Thich Nhat Hanh said, "*I vow to let go of all worry and anxiety in order to be light and free.*" You can do the same.

**Action Step:** Think of a time when you used Imagination for worry and fear. Write it out below.

How did your old conditioning control your thoughts?

---

---

---

---

---

---

---

---

---

---

---

What will you replace those old thoughts with in order to avoid that happening again?

---

---

---

---

---

---

---

The **Synthetic Imagination** is your ability to arrange old concepts, ideas or plans into new combinations. This part of your Imagination really is not in charge of creating, it works with your experience and education. It is limited by what you already know. It is the one we most often use.

The **Creative Imagination** is your ability to receive new thoughts, ideas and insights from infinite intelligence, that have never been perceived before. Hunches and inspiration are received through this faculty. You can also receive thought vibrations from the minds of others, through the creative Imagination.

Napoleon Hill said, “*This faculty functions ONLY when the conscious mind is vibrating at an exceedingly rapid rate, as for example, when the conscious mind is stimulated through the emotion of a strong desire.*”

**Action Step:** Identify something in your life that you are unhappy with right now. Now, using your Imagination, come up with some ways that you can improve this situation and move closer to what you desire.

---

---

---

---

---

---

---

*Imagination is the most marvelous, miraculous, inconceivable, powerful force that the world has ever known.... The creative Imagination is the faculty throughout which hunches and inspiration come.*

- NAPOLEON HILL

# **Let Go of Old Ideas**

In order to bring in new, fresh ideas, you need to let go of old ideas that may no longer be serving you. As you begin to contemplate new ideas, you are actually lifted out of the collection of old ideas that kept you stuck. You can accomplish this by becoming mindful of thoughts and ideas, that are not in your best interest, or keeping you stuck in a situation with which you are not happy.

Letting go of old thoughts and ideas requires you be totally honest with yourself about how they make you feel. Forgive yourself for holding onto these thoughts for as long as you have, and give yourself permission to let them go.

An example of this might be that you've been stuck in the old idea that you have to choose between a job you love that pays less or a job you dislike that pays well and has great benefits. A new idea might be that you can start your own business, doing what you love and make more money as an entrepreneur, than you would ever make as an employee.

**Action Step:** What are some old thoughts and ideas that you are willing to give up in order to make new ones welcome?

---

---

---

---

# **Giving and Receiving**

The Universe operates perfectly through exchange. In order to manifest what you desire in your life, you have to *willingly* give and *graciously* receive. There is a circle of energy with giving and receiving and if you are unable to complete one of them, then you are blocking the energy flow.

Giving and receiving will ensure the flow of abundance in your life. Many people are very good at giving but are not comfortable with receiving, even something as simple as a compliment. If someone is offering you something out of the goodness of their heart and you have trouble receiving it, you are blocking the flow of energy for yourself and for that person.

**Action Step:** What are some ways that you could willingly give?

---

---

---

---

---

---

---

---

---

---

How could you improve your willingness to receive?

---

---

---

---

---

## Think for Yourself

Something else that blocks your energy flow is allowing or even encouraging others to think for you. The determination to think for yourself, instead of endeavoring to get others to think for you, is the first step in moving in the direction of your dreams.

Technology is ever-changing and we are bombarded with more and more information that may influence our decisions. With all of this information constantly coming at us, it can be difficult to know when we are truly thinking for ourselves, or allowing ourselves to be influenced. Unless you are very aware, you may have trouble discerning between the two. To become more adept at thinking for yourself, it is important to develop a strong sense of self. When you discover who you are and what you truly want, it will be easier to decide what is best for you. Do not allow yourself to be swayed by guilt, fear or pressure from others.

**Action Step:** What are some decisions you make where you encouraged or asked others to think for you? \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

How did the situation turn out?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Would it have been different if YOU had made the decision?

# The Land of Solutions

Through your Imagination, you have direct access to what Thomas Edison called The Land of the Solutions – the still, small voice, where when you get very quiet, ask questions and listen intently for the answers. They come to you in due course. It is where inspiration happens.

Sometimes we do not listen to our still, small voice because it is not saying what we want to hear. What we can't appreciate, is that this is the voice of Truth and is always right. To go to the Land of the Solutions, ask the Universe a question, such as "How can I generate enough revenue each month to achieve financial freedom?" Then get very quiet and still and listen for your still, small voice, to give you the answers you are seeking.

**Action Step:** If you were to go to the quiet place within your mind, the Land of the Solutions, what questions would you ask that you are seeking answers to?

---

---

---

---

---

---

---

---

---

---

## **What People Who Love Their Lives Have In Common**

Famous psychologist Abraham Maslow studied people who loved their lives. These may have been people with jobs others would consider menial, living in apartments most would consider

tiny, but they loved their lives. He wanted to know, what is happening in a person who just loves their life?

The answers that Maslow discovered were surprising. Loving one's life was not about money or health or age. It had to do with something much more important. It had to do with a connection to life itself, at the very core of being, a connection to aliveness. People who loved their lives weren't just getting by, they were engaged in every moment. When a child takes their hand, when a sunrise is happening, when a flower is blooming, when the new green is coming out of the tree, they are present to life happening because they are connected to it because they haven't dampened their own awareness to life happening in them.

**Action Step:** What would you love to create in your life? For each of the different areas of life, describe what you'd love to create, as vividly as possible, in the present tense, as if you are living that life. Be sure to involve all of your physical senses. What does it feel like? Look like? Smell like? Taste like? Start your paragraph with the present tense: I am so happy and grateful now that...

### **Health & Well-Being**

I am so happy and grateful now that...  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Love & Relationships**

I am so happy and grateful now that...  
\_\_\_\_\_  
\_\_\_\_\_

**Vocation**

I am so happy and grateful now that...  
\_\_\_\_\_  
\_\_\_\_\_

**Time & Money Freedom**

I am so happy and grateful now that...  
\_\_\_\_\_  
\_\_\_\_\_

Everything you will ever be, do or have begins with your Imagination. With this faculty, you can become the architect of your future. Now that you have a firm awareness of your Imagination, we will move on the next faculty, the gift that guides us – your Intuition.

*Imagination is more important than knowledge. For knowledge is limited to all we now know and understand, while imagination embraces the entire world, and all there ever will be to know and understand.*

ALBERT EINSTEIN

## Lesson 2 Intuition

*What I am actually saying is that we need to be willing to let our intuition guide us, and then be willing to follow that guidance directly and fearlessly.*

SHAKTI GAWAIN

Now that you have a solid understanding that your thoughts and self-image create the results you see in your life, you are ready to move on to the mental faculty that will come to your aid when other faculties seem to go silent. This faculty is one of the most elusive and least developed and utilized of all the faculties – your Intuition.

Intuition is your internal guidance system for your life. This is a powerful faculty because it speaks to you at a spiritual level. It works with information you do not consciously have. One way to describe it is that Intuition is the recognition of something with little or no involvement of a person's physical senses. Some call Intuition our "sixth sense." This gives us the ability to pick up another person's moods, thoughts, vibrations and feelings.

Our thoughts vibrate at specific frequencies - they are like radio waves sent out into the Universe. Expansive thoughts vibrate at higher levels and constrictive thoughts vibrate at lower levels. Our Intuition picks up on the vibrations of others and then translates them in our mind. We do this without consciously thinking about it. The intuitive mind enables you to plug in and communicate with infinite intelligence. This is a "gut feeling" or "hunch." You just need to be quiet and still in order to hear it.

**Action Step:** Have you ever had a "gut feeling" about something? \_\_\_\_\_

What was it telling you?

---

---

---

---

Did you follow it? \_\_\_\_\_ Why or why not? \_\_\_\_\_

---

---

---

---

## Programming the Subconscious Mind

In the Pulitzer Prize winning play, *The Secret of Freedom*, Archibald MacLeish said, “*The only thing about a man that is a man is his mind. Everything else you can find in a pig or a horse.*”

We think in images. If someone were to say to you “the beach,” an image will immediately come into your mind. You will see an image of the waves rolling in and a sandy beach. You have a conscious mind (your intellect) and a subconscious mind (your paradigms and programming). Your body is the instrument of the mind. Your senses are hooked up to your conscious mind and this part of your mind is able to accept and reject information that comes to you from the outside world. However, the subconscious does not know the difference between a real and imagined thought. This is because the subconscious mind has no logical or rational reasoning capability. The subconscious mind is unable to make a determination or judgment regarding information it receives. It cannot determine between negative and positive. Its main function, is to serve as the storage facility, for information it receives from the conscious mind. It will accept as fact, any information that is sent from the conscious mind.

If you desire something, tell your subconscious you already have it and it will believe you. Your subconscious will think you already have what you desire, and you will begin to live from this desire, acting **as if** and taking steps necessary to make it a reality. In this way, you can program your subconscious to help you create a life you love.

**Action Step:** If you were acting as if you already have what you desire, what are some things that you would be doing differently? \_\_\_\_\_

---

---

---

---

---

What are some things you would be saying differently?

---

---

---

---

---

## How would you feel?

---

---

---

---

---

## How the Conscious and Unconscious Mind Communicate With Each Other

Your mind has two parts that communicate with each other. To help you understand this, imagine that your mind is an iceberg. The visible part of the iceberg floats above the water, however, the majority of an iceberg is below the surface. The conscious mind is what we notice above the surface, while the unconscious mind remains unseen below the surface. The unconscious mind holds all of the awareness.

The conscious mind sends suggestions about what it desires to the unconscious. The conscious mind creates the image of what you would love, and the subconscious mind works with your spirit to come up with ideas and solutions, in order to bring it into existence. This is what generates your Intuition.

In *The Science of Getting Rich*, Wallace Wattles said in reference to Intuition, “*It is a formless substance that permeates all of creation and existence.*” This is a gateway to your higher consciousness.

Karl Jung said that, “*Intuition is not contrary to reason, but outside the province of reason.*”

Some examples of Intuition may be when you go up and talk to one specific person in a room full of people, or when you feel a pull to take a different route to work (and avoid a traffic jam) or grab an umbrella when you leave the house (and it rains later that day). Intuition comes to us as feelings, images or concepts. It is your inner truth. Intuition provides more information than is apparent in any given situation and it often comes as an inexplicable “urge” to do something or avoid something.

The key to unlocking your Intuition is to be still and quiet and to not let the outside affect you. If you are able to take control of your subconscious mind, you can actually reprogram your mind to break patterns, that are not serving you and replace them with newer, more positive patterns. Thought seeds are no different than physical seeds – what is planted, when nurtured properly,

grows. Through your subconscious mind you are able to attain anything you desire. There is no limit to what the mind can do when given the power to act.

**Action Step:** In the absence of knowing how, what is one thing you would love to create in your life? In other words, what could you do, if you did not believe it was impossible?

---

---

---

---

---

---

---

*Intuition is a spiritual faculty and does not explain,  
but simply points the way.*

## FLORENCE SCOVEL SHINN

# **Ask the Right Question**

Every question brings with it the answer. The answer actually comes from the question. Your life is shaped by the questions you ask. Albert Einstein said, "*If I had an hour to solve a problem I would spend 55 minutes thinking about the problem and 5 minutes thinking about solutions.*"

Your opportunities are either unlimited or limited by the questions you ask. For example, if you ask the question, "How can I ever afford to take a vacation?" The Universe will shape answers according to your question. It will answer in ways that are limiting and offer up images of stay-cations and weekend road trips.

But if you ask the question, “How could I afford to take the vacation to the most exotic wondrous place I want to go, and get paid for doing it?” the Universe will give you a different set of answers and opportunities because you’ve asked a different question. You may start to imagine ways to make money while vacationing in an exotic place instead of worrying if you can afford to travel at all.

It is through your subconscious that you can attain anything you desire. You’re not supposed to know “**how**” right now, only “**what.**” You must be still and quiet to hear it though. The image of the life you would love is already here, you just have to connect to it with your thoughts.

**Action Step:** In the area of life you’d like to focus on, what is one question you would like to ask your subconscious mind in order to guide you in making changes to this area of your life? Write the question below, then stay quiet and listen for the answer, without judgment. Be sure to frame the question the right way, in order to receive the most beneficial answer.

---

---

---

---

---

---

---

---

What are some steps you could take right now to bring this about?

---

---

---

---

---

---

---

---

## Developing Your Intuition Through Stillness

You can develop your Intuition through stillness and meditation. Meditation allows you to be quiet and present in the moment. Quieting your mind can help you increase your awareness of your Intuition.

You do not have to spend an hour a day on your meditation cushion, just a few minutes of sitting in quiet solitude can have amazing results. There is no right or wrong way to meditate, as long as you are quiet and still.

Here is a suggestion: find a comfortable and quiet place to sit. Clear your thoughts and focus on your breathing. If distracting thoughts come your way, acknowledge them and then clear your mind. Continue to do this for as long as you are able. If you have a specific question to ask, ask the question before you begin to meditate and be very still and quiet and allow the answers to come to you.

**Action Step:** In the space below, schedule in some times/dates that you will dedicate for stillness and meditation. Then make a commitment to yourself to follow through on this.

Time/date \_\_\_\_\_

Time/date \_\_\_\_\_

Time/date \_\_\_\_\_

Time/date \_\_\_\_\_

Time/date \_\_\_\_\_

## Aligning Our Vibrational Frequency

Vibration is a Law of the Universe – everything moves and nothing stands still. Many would be surprised to learn that the Law of Vibration actually serves as the foundation for the Law of

Attraction. You attract things that have the same vibration as you.

Everything in our Universe is energy that moves or vibrates at different speeds. Nothing is ever at rest – you may appear to be at rest, but your cells are constantly vibrating. Everything has its own vibrational frequency – even your thoughts and feelings. Many of us must see before we believe, but actually it should be the other way around – if we believe, we then see. Our thoughts are on a certain vibrational frequency and we attract what we send out. You can attract what you wish for, when your thoughts vibrate at the same frequency, as what you desire. It is important to distinguish between a vibration picked up by your senses, or the outside world, and a vibration that is picked up from your intuitive factor.

**Action Step:** In the space below, give some examples of vibrations that you picked up from your senses or the outside world and then give some examples of vibrations you picked up from your Intuitive Mind:

#### Vibrations from Senses or Outside World

---

---

---

---

---

---

---

---

#### Vibrations from Intuitive Mind

---

---

---

---

---

---

---

---

Your conditions or life circumstances may argue against following your Intuition, but it is important that you follow it. Your Intuition does not tell you why it's a good idea – it just points the way. Suspend your need to know why and just explore and experience. As you begin to practice this, you will learn the difference between your paradigms speaking to you and your Intuition speaking to you. Paradigms are usually speaking to you in a constrictive way – “You do not have the money or time to do this.” or “This will never work.” Your Intuition will speak to you in an expansive way with ideas and thoughts to move you forward toward your dream – “Call this person and tell them what you’re working on.” or “Sign up for this program.”

**Action Step:** Recall a time in your life when your inner belief was stronger than the conditions or circumstances you were facing. It may have been putting an offer in on a house that you knew was a bit of a stretch for your budget, or doing something that seemed illogical, but you did it and it serendipitously brought you to something that was actually closer to what you really wanted. Describe the situation below and recognize what caused you to take action, even though your circumstances and conditions indicated differently.

---

---

---

---

---

---

---

---

---

**Action Step:** What is one step you could take right now, that would move you closer to the vision of what you would love?

---

---

---

---

---

---

---

---

---

Intuition is a mental muscle and like all muscles, it must be exercised to operate at full capacity and to become stronger. Make a commitment that, for the next 30 days, you will give it your full attention and allow it to become stronger.

**Action Step:**

I, \_\_\_\_\_ (your name), will allow myself to trust in and follow my inner voice, my “gut feeling,” that instinctual side of my being that is perfect, that is all knowing. I will suspend my need to know exactly why and begin to explore and experience this side of my personality.

Signature \_\_\_\_\_ Date \_\_\_\_\_

Now that you have a clearer understanding of how to listen to your “gut” or inner voice, you will begin your study of The Will, which allows you to hold the image of whatever it is you would love.

*The Intuitive Mind is a sacred gift and the rational mind  
is a faithful servant. We have created a society that honors  
the servant and has forgotten the gift.*

ALBERT EINSTEIN

## Lesson 3

### The Will

*So many of our DREAMS at first seem Impossible, then they seem Improbable, and then when we Summon the Will, they soon become Inevitable.*

CHRISTOPHER REEVE

Intuition is closely connected to The Will because you will be unable to create an image of something you would love, without communicating with your subconscious mind. The Will is that mental faculty that gives you the ability to hold one idea on the screen of your mind to the exclusion of all outside distractions. **You can hold an image in your mind because you love it.** Concentrating on the good you desire allows the image to sink into your subconscious mind, which is where your true power resides. Will is not the same thing as willpower. Willpower, which forces things to happen, lacks the permanency for long-term growth. Your Will is used calmly and confidently.

Will creates power because the picture being impressed upon the subconscious begins to express itself in actions and vibrations. It also sets up a very strong attractive force. Your Will holds the picture and you create the passageway, for the power to flow into the subconscious. This is a channel for Spirit to move to and through you. You can't get to your dream – you come from your dream.

**Action Step:** Now that you have had some more time to reflect on your vision, let us revisit it again. Describe your vision of what you would love in the space below. What does it look like? What does it feel like? Where are you living? What are you doing? Who are you spending time

with? Be very specific with your details.

---

---

---

---

---

---

---

---

---

## **Become the Person**

You can have anything you are willing to become. This means that you have to practice being the person living the life you dream of. You have to act as if you have already achieved what you desire. The present moment is truly all you have, so take advantage of it. What would the person living this life be doing? Who would this person be spending time with? What would their day be like? If you truly want this vision, you must become it.

**Action Step:** In the space below, take a moment to reflect on what is blocking you from your dream, and then honestly list what you are willing to give up, in order to become the person living your vision? Some examples may include giving up watching television in the evening in order to work on your business, or giving up spending hours surfing on the internet in order to spend quality time with your family.

---

---

---

---

---

---

---

---

---

---

---

---

---

### 3 Ways to Develop Your Will

In order to develop The Will you have to practice concentration. Concentration increases amplitude of vibration – you are giving more power to what you are concentrating on. Concentrate on what you'd love.

Another way to develop your Will is to turn up the volume on your curiosity and explore your passions. What are you passionate about? Really explore what you come up with to be sure you are truly in love with it and it makes you feel alive. Many people quit pursuing their dream because they realize they don't really have a passion for it.

Finally, another important aspect of developing your Will is to never give up. If you make a decision to do something, keep going forward, even when faced with failure and you may not want to keep going forward. It is important to see failure as a form of feedback instead of a reason to quit. Learn from your mistakes, fix them and carry on.

**Action Step:** Think of an example of a time where you gave up before you were able to achieve what you desired. What were the reasons you gave yourself for giving up?

---

---

---

---

---

---

---

What do you think would have happened if you had kept going despite your circumstances?

---

---

---

---

---

---

---

---

---

# **Choose Your Thoughts Carefully**

Thought-energy is the most powerful energy in the Universe. This is where you make a connection with Spirit. To think is an invisible act, so when you are thinking, you are tapping into the invisible, the infinite. You get to choose which thoughts you think, which then determines your experience. The world is actually “plastic” to your thinking, meaning that you can bend and mold the world you live in by choosing your thoughts carefully.

**Action Step:** Sit for a moment and find something in the room to focus on, it could be a photo on the wall, a piece of furniture, whatever you choose. Now spend a minute focusing on that object. When thoughts come up, send them away and focus completely on the object. Do this for five minutes. In the space below, write what thoughts came up for you.

---

---

---

---

---

---

---

# **4 Stages of Awareness**

The center of your consciousness is where perfection lies. The more aware of it you become, the more it manifests in your life. There are four basic stages of awareness:

- 1) Life is happening **TO** you, which is the feeling tone of victimhood. Once you become aware that you can choose your own thoughts, you move to the next level.
  - 2) Life is happening **BY** you – you are responsible for your own experience.
  - 3) Life is happening **THROUGH** you – you have learned who your authentic self is.
  - 4) Life is experienced **AS** you – there is no separation between your authentic self and your experiential self. In this state you can lose track of time and it feels like the creativity and energy is just pouring through you. This could be through writing, speaking, creating, parenting, relationships...anything you love to do.

Sometimes as we are growing in our awareness, in our understanding of who we are, we feel like it happened **to** us. But it didn't ever happen to us. It always happened with us, with our consciousness. You don't get to choose what circumstances or conditions may present themselves to you, whether it be the traffic, cancer or even a horrific tragic event, but you **DO** get to choose how you will react and respond to it. We create our experiences — good or bad — based on the thoughts we have about something.

**Action Step:** Think of some circumstances or conditions that happened in your life, where you responded and reacted from a lower state of awareness. What could you have done, said or felt differently if you were able to approach the condition from a higher state of awareness?

---

---

---

---

---

---

---

---

---

---

---

---

# Intention

*Everything that has ever happened in your life happened with you.*

This is a liberating position to take. As long as you take the position of being a victim of the circumstances that have happened or are happening now, you are minimizing your power. The only thing you cannot have, is that which is not in your consciousness, and the only way to open your consciousness, is to let go of the old and embrace the new.

There is not one question you can ask, for which there is not an answer. There is not one problem you could ever have, for which there is not a solution. We are not always going to be able to operate from the highest state of awareness, which is fine, as long as we try to make strides in that direction more often. Simply being able to catch yourself when you are coming from a lower state of awareness is progress.

Intention is a major component of The Will. You cannot hold an image if you do not know what it is you want and set the intention to have it. The Universe only knows what your intention is by where you put your attention. When you use The Will to hold your intention in a solid state, you are creating a magnetic field of attraction where you get interested in what you desire instead of focusing on your circumstances.

*Where you place your **attention**, is where the Universe believes you have placed your **intention**,* because where your interest is, is your highest attractive modality.

You have now set your intention with a strong image in your mind of what you would love to manifest in your life. This leads you into your next mental faculty, which allows you to cultivate relationships with others and with yourself – your Memory.

## Lesson 4 Memory

*Memory is a magnet. It will pull to it and hold only material nature has designed it to attract.*

JESSAMYN WEST

Now that you have studied the ability to concentrate and focus on the vision you have for yourself, it is time to move into the faculty that you use everyday and gives you greater understanding of your relationship with yourself and with all others you encounter – Memory. Many of us worry that we may lose this faculty as we get older, but you will be surprised to learn how much power and control we actually have over our Memory.

Memory is the capacity or faculty of retaining information or of recalling previous experiences. Most people believe that this faculty is out of their control and that they either have a good memory or a bad memory. Would it surprise you to know that everyone has a perfect memory?

How often have you found yourself saying “I forgot?” You did not forget, you just never remembered in the first place. Everyone has a **perfect** memory. The only difference is that some people develop theirs consciously and others do not. Every time you become more aware of your own perfection, it manifests in your results. Your results will continue to get better.

How is Memory helpful in creating a life you love? Forging a new path or developing new strategies for your life depends on the quality of your focus and energy level each and every day. When you have clear focus and energy, your Memory serves you. When you lack focus and energy, it's difficult to remember new ideas.

Next time you're learning something new, something you can do is check-in with yourself to see where your energy and focus levels are on a scale of 1 to 10. If they are low, it is probably not the

right time to learn. You can also do a little experiment and check-in with yourself at various times throughout the day to find when your energy and focus levels are at their highest. This is the optimal time to tackle important tasks and learn new things. Distractions can also impact your Memory. It is important to concentrate and limit distractions whenever possible when you are attempting to learn new things.

**Action Step:** Take a moment to check in with yourself and gauge what your focus and energy levels are right now. Write your results below.

---

---

---

---

Later, remember to journal some thoughts when your energy levels and focus are at their best during the day. How do you feel and what are you thinking?

---

---

---

---

Take some time to think about your focus and energy levels as you listened to the previous lessons and completed the action steps. Was your focus level high enough to get optimal value from the lessons? \_\_\_\_\_

Do you need to go back and revisit these lessons?

---

## How to Develop Memory

Memory can be developed through silly association, rhyming or converting words to images.

Allow yourself to be silly and have fun with it! Rhymes can be very powerful memory devices. If there is something you want to remember, create a rhyme about it and you will dramatically improve your ability to recall something. For example, you meet someone named Sue and she had a bright blue shirt on, you could remember her name by creating the rhyme “Blue Sue.”

You cannot memorize by force because the mind cannot be forced. The key word in remembering is LET. Forcing something will actually block you from what it is you want. Just like your muscles do, your brain needs some exercise and activity, too. Think of something new you have always wanted to try or learn - maybe a new language or to dance or cook.

**Action Step:** What are some new things you would like to try that will help you exercise your brain and improve your memory?

---

---

---

---

---

---

---

# **Challenge Your Mind to Improve Memory**

Keeping your mind challenged and engaged will help improve your memory. Involve as many of your senses as possible when learning something new, and minimize distractions. Relate the information you're taking in, in terms of color, smell or texture by making associations.

You may want to research different strategies for enhancing memory. A book that will help with developing memory is *The Memory Book*, by Harry Lorayne and Jerry Lucas.

Use the space below to complete Bob Proctor's Memory Exercise that he shared in this lesson:

1. Run \_\_\_\_\_
2. Zoo \_\_\_\_\_
3. Tree \_\_\_\_\_
4. Door \_\_\_\_\_
5. Hive \_\_\_\_\_
6. Sticks\_\_\_\_\_
7. Heaven\_\_\_\_\_
8. Gate \_\_\_\_\_
9. Wine \_\_\_\_\_
10. Den \_\_\_\_\_

**Action Step:** List two people below with whom you have recently met and next to their names, write something important about them. Every time you see them or talk to them, be sure to ask them about, or mention the special thing they shared with you. It could be their children's names, pet names or a movie or book they love.

NAME	SOMETHING IMPORTANT ABOUT THEM

## **Visioning**

Visioning plays a strong role in Memory. Visioning means you can see the image of yourself living the life you love. When you do this, you can actually become the person who is living the life of your dreams.

When you act as if you are the person living the life you wish to live, and pay close enough attention to really become still and listen, you can get information that can actually help you in the present to move closer to your dream. This means you can train your Memory to work both ways – from the past and into the future.

The Law of Proximity states that you must stay close to your vision and keep it in front of you. It is important to relate to it everyday. This means taking some time each day to focus on it. If you have your vision written out, you could schedule time to read this vision out loud in the morning when you wake up and before you go to bed. Your Memory allows you stay close to your vision, which will then empower you to take steps each day that move you closer to your vision.

**Action Step:** As your current self, ask your future self – what do you wish you knew back then that would make it easier for you to achieve what you desire?

**Action Step:** Take some time to continue to refine and build your vision. Bring to mind the life you would love to live. Close your eyes and take three steps counter-clockwise. Then open your eyes and imagine that everything you dreamed has already happened. What is your life like? Write your life in the present tense. “I am so happy and grateful now that...”

---

---

---

---

---

---

---

## **Becoming vs. Being**

When you plant an idea in your mind and envision it using your imagination and memory, the Universe springs into action to make it happen. The Law of Attraction states that you attract what you think about most. But there is a rule that goes along with this.

The rule is this: if you think about BECOMING something, you will not attract it, because the Universe assumes you do not already have it. But if you think about BEING something, then you are coming from the state that you have already achieved it.

Whatever you create in your mind, becomes your reality.

You must already have something in your mind in order for it to become reality. **Imagine** it in your mind in vivid detail, then move into **feeling** what it is like to have what you desire. Once you truly know what you desire and you share your desires with the Universe, the Universe then moves into action to bring it to your reality. You will notice coincidences that move you closer to your dream.

These are not coincidences, it is the Universe working on your behalf.

All that you need or desire already exists. It may not have manifested into reality or form yet, but it will, once you bring it forth by imagining it being true.

**Action Step:** Have you ever focused very specifically on something in your thoughts and then it happened? Perhaps you were thinking about someone you love, wishing to speak to them and then the phone rang? Share some instances below where what you focused on became reality.

---

---

---

---

---

---

---

---

---

---

Now that you have practiced strengthening your memory and getting control over this powerful mental faculty, it is time to move on to the next gift, Reason, which allows you to look at circumstances and recognize that you have much more than you are aware of.

*Memory is history recorded in our brain, memory is a painter,  
it paints pictures of the past and of the day.*

## ANNA MARY ROBERTSON-MOSES

## Lesson 5 Reason

*Intuition isn't the enemy, but the ally, of Reason.*

ALBERT EINSTEIN

Developing the ability to use association to strengthen your Memory, is the perfect lead-in to your fifth gift, which has magnificent power to change your life – Reason. Reason is like a constant companion, always there when you need it, guiding you to success.

Reason is the mental faculty that allows you to tap into the mind of the infinite and formulate a thought and then another thought and then another, and then you string them together to form an idea. Through Reason you are able to choose certain thoughts, which are either conveyed to the conscious mind through the physical senses or ideas that have been formed in the conscious mind, and then use them to establish conclusions.

Many of us make the mistake of thinking that if we try harder, we will be more successful. Trying harder is not the solution to achieving more and that is where we sometimes get stuck. Price Pritchett wrote a book called You<sup>2</sup>, in which he states, “*We are capable and able to take an explosive leap with very little effort.*” You just need to know where you are going. Instead of trying harder and forcing things, welcome what you would love. A quantum shift requires a solution or an idea, not necessarily more effort. This requires a fresh perspective and changing some patterns. You must act as though success is assured. You can do this if you have a clear picture of what you want to accomplish. This requires you to focus on the ends, rather than the means.

**Action Step:** Think of a time when you thought trying harder would make things easier for you. Did trying harder make it easier?

---

---

---

---

---

---

How would the outcome be different for you if you had applied the You<sup>2</sup> concept of a new idea or solution?

---

---

---

---

---

---

---

---

---

---

---

---

---

---

Using the right reason is often illogical because logic is based on current circumstances and can only produce more of the same results. It is right reasoning that is the highest function that you are capable of, because it is based on your infinite potential.

At first, this may not make much sense to you, but the reality is, many of us are using the wrong reasoning. We are using a group mentality and making decisions based on our past conditioning. We are not doing things the way we would love to do them, we are doing them the way we have been taught to do them – the way we think we should do them. You will not see the results you want to see if you continue to follow the old way of doing things. If you are able to tap into your infinite potential and use your right reasoning, then all the success you desire will be yours.

**Action Step:** Mary shared a story about a gentleman trying to find his way in Chicago with a map of Detroit. He was not going to find his way around Chicago with the wrong map, no matter how

hard he tried. Think of a current situation where you are trying harder but possibly working with the wrong map. Write the situation below and then, using your higher faculty of Reason, think through the situation thoroughly. What changes will you make that will provide a more positive outcome for you?

---

---

---

---

---

## Your Core Values

*It is a lesson which all history teaches wise persons,  
to put trust in ideas, and not in circumstances.*

RALPH WALDO EMERSON

When you learn to work in harmony with the Laws of the Universe, you do not have to try harder, you just need to make your dream welcome. It is easier to work in harmony with the Laws of the Universe if you have a solid understanding of your core values. These are the things that matter most to you and define what you stand for and give you purpose.

Most people have between five and seven core values that resonate with them. Our values are unique to us and are expressed differently, even if we identify the same value. For example, two people may both say that being outdoors in nature is one of their core values. For one person, it may mean being at the beach and swimming in the ocean, while the other person may feel that gardening brings them closer to nature. Values are who you are at your core and they reflect the person you are everyday.

**Action Steps:** Here is an exercise that may help you define what your core values are:  
Think of a moment in your life where everything came together. It could be an achievement of

yours or even a perfect day. Take some time and really bring that moment to mind. In the space below, describe this moment in vivid detail.

---

---

---

---

---

Next, think about the values that you may recognize from this moment. What are some of the themes of that moment, some examples could be: helping people, being in nature, being creative, etc. Write some of those values below.

---

---

---

---

---

---

---

---

---

---

Next, choose the values that are most important to you – these should apply to your career and personal worlds.

---

---

---

---

---

---

---

---

---

Define what these values mean to you.

---

---

---

---

---

---

---

---

---

---

---

---

**Action Steps:** In the space below, write your five to seven core beliefs and values.

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

### Using Reason to Evaluate Circumstances

The information from your five senses is what represents your current reality. We tend to look at our conditions and circumstances to make determinations. What is in your bank account, what other people think of you and what your history is – they are all based on fact, but your destiny is not determined by your history without your permission.

Reason works primarily in the conscious mind and it's main function is to analyze, compare and evaluate ideas. You can use your Reason to look at circumstances and recognize that you have more than you are aware of. There is an answer or solution to any problem you may have. You have more available to you than you could ever realize, because you are hooked up to the Infinite.

Reason is how we make all of our choices. But the amazing thing about Reason, is that it takes all of the information it has been given and then comes back to you, with brand new ideas.

You can work on developing your Reason by making an effort to choose what you would love regardless of what circumstances tell you. Give yourself the green-light to dream. Do not look to the outside conditions for permission to live the life you would love to live. Practice brainstorming ideas about what you would love and then how to give those ideas life.

Some books that Bob Proctor recommends to help develop reasoning are:

- *Think and Grow Rich* by Napoleon Hill
- *As A Man Thinketh* by James Allen
- *You<sup>2</sup>* by Price Pritchett

**Action Step:** Is there something you have been putting off starting because of outside conditions? In the space below write what you have been putting off, then write the first action you will take, along with a start date.

What you have been putting off?

---

---

---

The first action you'll take. \_\_\_\_\_

---

---

Your start date. \_\_\_\_\_

## **Explosive Jumps**

Henry Ford said, "*Thinking is the hardest work there is, which is why so few people engage in it.*" Thinking and mental activity are two completely different things. Thinking involves exploring what you would love through a new way of looking at things, regardless of what the outside world says. Mental activity involves a fixed way of looking at things; a mindset, such as believing that success comes one step at a time. This isn't a fact, it's just a paradigm being expressed.

Take some time to think about where you would be if you took an explosive jump – a quantum leap. *You<sup>2</sup>* is the concept of exponential gains, or an explosive jump, rather than incremental progress. It implies an explosive jump in your personal performance that puts you far beyond the next logical step. The *You<sup>2</sup>* formula states that the key to an explosive jump is not to work harder, but rather ask the right questions so that the perfect solution presents itself. When you are able to use Reason – you are able to take Quantum Leaps without dramatic effort.

**Action Step:** Where would you be if you were able to take an explosive jump?

## Idea Generation

When you think, you tap into an infinite power that is flowing into your consciousness. Your reasoning factor gives you the ability to take that power and formulate it into a thought. Then you think another thought, and another thought and then another. You then bring those thoughts together to create an idea. An idea is nothing but a thought, or collection of thoughts, directed towards a purpose.

**Action Step:** What is your big idea?

---

---

---

---

---

---

---

---

---

---

---

---

What are the small ideas and actions that will help you achieve your big idea?

---

---

---

---

---

---

---

---

---

---

---

---

## How Dale Carnegie and Napoleon Hill Changed our Perception of Success

What may have been unreasonable at one time becomes perfectly reasonable to you right now when you apply the power of thinking. Reason allows you to see opportunities around you and

seize them so you can begin living the life you would love to live.

One example of this is what happened between Andrew Carnegie and a young, ambitious magazine writer named Napoleon Hill.

Carnegie, at that particular time, was the richest man in the world. He had spent the first half of his life making money. He was now in the second half of his life where he made a decision to give away his fortune. If you have ever been to a public library in the United States, you have Andrew Carnegie to thank for it.

Carnegie had a dream. He was passionate about education and had a dream for having someone study the habits and patterns that emerged in the highly successful men of the Industrial Age. He longed to see this happen. He was discontented with how many people he saw struggling along, and he knew it was going to take someone who would make a commitment to this study, to codifying it, and it was not something that could be done in a summer or a year or even five years. In his mind—Andrew Carnegie said, “*It is probably going to take 20 years of study for somebody to really see the successful pattern.*” He was convinced in his bones that highly successful people lived by a certain pattern, and most of them had no idea what that pattern was, but they could see the results of that pattern in their high success in the world.

One day, Napoleon Hill had an appointment to interview Carnegie. He came and took the interview, which took about two hours on a Friday afternoon. At the end of the interview, Andrew Carnegie said, “Why not stay for the weekend on my estate? My wife and I will have you for dinner. You and I will spend some time together. Just stay the weekend.” Napoleon Hill thought, “Wow! I am getting an extra interview.” He did not know that he was having a job interview and that Andrew Carnegie was getting to know him to see if this young man, just in fact, might be the person he had been looking for.

On the third day, just before Napoleon Hill left, Andrew Carnegie took him into his office and he sat down with him, one man on each side of the desk. What Napoleon Hill did not know is that

Andrew Carnegie had a stopwatch in his hand obscured by the desk and he was ready to hit click. Carnegie having interacted with myriad successful people such as Thomas Edison, Henry Ford, Harvey Firestone, Teddy Roosevelt, John Rockefeller, had seen some patterns. He knew there were more to see, but he knew one thing for sure, he had a firm belief that success moves quickly. The highly successful, when they see something that is good, they make a decision and make it quickly. They do not think about it. It does not take a long time. And that was what he was looking for in someone who took on this project, which is why he had the stopwatch.

Hill is sitting there and Andrew Carnegie says, "So I have been looking for somebody and you just may be the right person." Then he describes what he wants, and he says, "I want someone whom I give a letter of introduction and a list of people this letter will be valid for, and every person I am going to name now will take an interview. They will let that person study how they make decisions, what they do, how they generate the level of success that ordinary people describe as amazing. Within all of these interviews there is a pattern. It is not something than can be seen readily. It is something that will have to be studied. I am inviting someone to commit the next twenty years of their life to this project. I am inviting YOU, would you commit the next twenty years of your life to the endeavor of this study for which I will not pay you a dime? But I can promise you this: if you study this, you will experience a growing success beyond your imagining because you will discover the pattern. And then you can do it, too. Would you accept the position of being the person who studies the science of success for the next twenty years, codifies it, puts it in a book so people everywhere, should they desire, can know and understand what is required of someone if they want to live a life in which their success becomes real?" And then he clicks on the stopwatch.

Imagine sitting there yourself. You do not know the time is clicking away, but the countdown is on. You have been asked if you would do this, devote the next twenty years of your life for which there is no compensation. But this man in front of you, is the most successful man on the planet in terms of money. You have spent three days with him. You think he probably knows something beyond your current comprehension. You believe in his belief, maybe. What Napoleon Hill does not know is Andrew Carnegie has pre-decided if Hill takes more than sixty seconds to say a yes or

a no, even if he says yes after sixty seconds, the offer is off the table. This is because being a person who takes too long to decide will be antithetical to the type of person who is going to do effectively accomplish what Andrew Carnegie wants done.

Thirty-three seconds later Napoleon Hill says, “Yes, I will commit to this.”

When Napoleon Hill said, “Yes, I will commit to this,” Andrew Carnegie said, “Great.” They shook on it. “Twenty years,” he said, “All right, here is what you do for the first month. I want you to write this down. I want you to look yourself in the eyes in the mirror and say this at least three times a day. I will be giving you other assignments, but I want you to say this to yourself three times a day. You look yourself in the eye and you say these words as if you are speaking to me. I want you to say, ‘Andrew Carnegie, I shall not only match your achievements in life, but I will meet you at the post and I will pass you at the grandstands.’”

Andrew Carnegie was inviting Napoleon Hill into a dimension of beingness that Hill had no idea about. He would later write in one of his chapters in Think and Grow Rich, the idea of auto-suggestion. This is the way we talk to ourselves, because our subconscious hears it as commands.

At that time, Mr. Carnegie was a billionaire. Hill did not have much belief that he could surpass that, but Carnegie asked him to do it for thirty days and he agreed. For the first week, he said he had the feeling like he was doing something foolish. Then all of a sudden, about the beginning of the second week, something inside of him said, ***How about you change your mental attitude about this? Do you realize that Andrew Carnegie is the richest man in the world; that he is known all over the world as the best assessor of men in the world; and if he chose you, to do a job like this, he must have found something in you that you did not know was there. Change your mental attitude!***

He changed his mental attitude and everything changed. In his lifetime, Andrew Carnegie made about 25 millionaires. Napoleon Hill has created thousands and thousands of millionaires.

That is why the way you go to bed at night and the first thing you do in the morning is so important to whether you have mindset mastery or conditioned mastery. One of the two is going to master you. Would you be willing to let go of struggle and fear and doubt and worry and negative opinions? Would you be willing to let that go in order to live a life you love living?

**Action Step:** What are some affirmations that you could repeat each day to help you recognize that you are capable of anything?

---

---

---

---

---

---

Your thoughts allow you to create whatever results you would love to experience in your life and the next faculty you will study, Perception, allows you to shift the way you look at things to open up a whole new world for you.

*Reason is the Glory of human nature, and one of the chief eminencies whereby we are lifted above our fellow creatures in the world.*

ISAAC WATTS

# Lesson 6

# Perception

*Nothing's either good or bad but thinking makes it so.*

WILLIAM SHAKESPEARE, *HAMLET*

Now that you have learned how to tap into the mind of the Infinite, we are moving to the sixth and final mental faculty, Perception. This mental faculty will give you the ability to turn overwhelming challenges, into insignificant road bumps on the path towards your dream.

Your Perception is your way of seeing things – your point of view. It is forming a conclusion about something, by utilizing information that you gained from your physical senses or your mind. What many may not realize is that you are able to shift your Perception and open yourself up to a whole new world. Nothing is really bad unless you think it is bad. This is such an empowering statement because it takes all of the power away from the conditions, circumstances and paradigms and gives it all right to YOU! **You have the power to decide what is good or bad.**

**Action Step:** In the space below, write some recent instances where your Perception may have prevented you from seeing the good in the circumstance.

---

---

---

---

---

## **Perception and Your Self-Image**

You cannot necessarily control what may happen to you, but you can control your response to it. You can decide if you will be defined by your circumstances or become a victim of those conditions. You are stronger than any circumstance, that could come your way and you have everything within you to make your dreams come true.

If you would change your point of view of you, if you would look at yourself a different way, your whole world will begin to change. Perception plays a big role in forming your self-image. Do you often use negative and constricting self-talk with yourself? Do you say things to yourself like “You are not good enough” or “You are never going to amount to anything”? This negative perception of yourself can really have an impact on your life.

The good news is that you can change your self-image. If you have a negative self-image, you can build up a positive picture of yourself, that you can believe is true. It is important that you act just AS IF it were true. You can install a new self-image by generating and repeating it over a period of time. You can begin to do this with declarative affirmations. Each morning you can choose who you want to be that day, like writing your own movie script. The result can truly shift the physical result of your life.

Maxwell Maltz was an American cosmetic surgeon who wrote *Psycho-Cybernetics*, which includes a system of ideas designed to improve one's self-image. In his book, *The Magic Power of Self-Image*, he includes an exercise:

“Close your eyes. Imagine you are seated in a theater looking at the curtain which hides the blank screen, as you wait for the feature picture to begin. What will this picture do for you? How long will it affect you? What impact will it have on your life? Will you feel moved, perhaps even to tears, will you laugh at a comedy, feel wonderful waves of love and compassion or surges of resentment? All these feelings will pulse through you and more. For the picture you would see is about the most fascinating person in the world... you.”

**Action Step:** In the space below, write out your current Perception of yourself. Be totally honest about how you see yourself. Then write out your new Perception of yourself, the image you will build in your mind of a confident, capable and happy person.

## **Current Perception:**

---

---

---

---

---

---

---

---

---

## New Perception:

---

---

---

---

---

# How to Develop Perception

You can develop your Perception by practicing your response to circumstances and conditions and understanding that although you cannot control the circumstance, you CAN control how you respond to it.

The next time something happens that you think is bad, pause, wait three days and get curious about what possible good there is in the situation. One of your eternal freedoms is the choice you have to decide how you will respond to any circumstance or situation. You can actually program your own response and schedule a time for it. You can choose to think differently and how you will feel in the presence of circumstances.

You are more powerful than any circumstance you could encounter. When something happens, try not to immediately pass judgment and label it, but take some time and see where there could be some good, in that situation. An example might be losing your job. At first, that might seem like the end of the world, but practice pausing and looking for the good. Maybe you have always wanted to start your own business but were afraid to leave your job. Maybe you have always wanted to move to a new city. These are potential good possibilities that could come from that circumstance.

**Action Step:** Think of one challenge you are facing right now. In the space below, get curious about the potential good in the situation and write out the possible good that could come of it, if you can shift your Perception.

## Shifting Your Paradigms

The answer to any challenge that comes to you is already here; it is your Perception that tells you that you cannot solve the problem. Your Perception is formed by your belief systems and your Perception creates your reality. If you shift your point of view, you will see things differently. If you walk into a room from one door, you see the room one way. If you enter that room from a different door, you will see things differently. It is all in how you look at things. You can use your creative ability to shift your Perception.

Your paradigms greatly affect your Perception. Your paradigms are your beliefs and habits that originated from family or friends or even society itself. They guide every move you make and can be negative or positive. They could be blocking your natural power and making you hesitate to take action, preventing you from reaching your dreams. Paradigms are the habits that protect the status quo, the mindsets that make positive change feel uncomfortable, and the fears that say we might fail if we try.

Everybody, no matter who they are, has paradigms that are limiting their potential because they have a part of them that wants to stay in their comfort zone. The other part of them wants to live a freer, fuller, more expansive life, but most people don't know how to move beyond their paradigms to live that life. The urge to advance and succeed is often squashed by the tricky voices of fear, doubt, and worry, that prey on our most susceptible vulnerabilities.

You can create a new belief system by replacing negative paradigms with positive, more empowering beliefs and habits. This takes practice and repetition. Changing your paradigms can dramatically shift your results.

**Action Step:** What are some of your current paradigms that you would like to change? What are some new paradigms you could replace them with?

## Old Paradigms

---

---

---

---

---

---

---

---

---

---

## New Beliefs

---

---

---

---

---

---

---

# **Seeing Things Differently**

You don't have to choose to give your challenges or circumstances such a prominent place in your life. You can choose to make your circumstances actually serve you! You do this by choosing to see the good in any challenge or circumstance that comes your way. You can choose to "un-crown" your current challenge or circumstance and let it fill its place as a servant.

What you see has to do with the way you are pointed in life. Change the direction in which you are pointed and your life will look totally different. If you are standing at the foot of a mountain, your view is going to be blocked by the giant mountain in front of you. But when you hike all the way

to the top of that mountain, the view is going to be completely different. You will see things you did not see before, without the mountain blocking your view.

Albert Einstein said, "*The significant problems we face cannot be solved at the level of thinking that created it.*" The frequency of the problem is not where the answer lies. As you move up the ladder to a higher frequency, you will see things differently, and the answers will come. You can accomplish this by replacing any negative and constrictive thoughts with more expansive thoughts. If you are thinking about your problem in terms of lack - you have to get off the frequency of lack, and get on the frequency of abundance, by focusing on abundance instead of lack.

**Action Step:** Think of a challenge you are currently facing. How would the Perception of a person, living the life you want to live, be different from your current Perception? \_\_\_\_\_

---

---

---

---

---

---

---

---

---

---

How would this person think or act differently than how you're thinking or acting now?

---

---

---

---

---

## The Butterfly Effect

Small shifts can have dramatic effects. The “Butterfly Effect” states that small steps in the very beginning of a process will result in large changes in later conditions. This stems from the theory that a butterfly flapping its wings in one part of the world could potentially cause a hurricane in another part of the world. Simply put, **tiny changes can make a transformational difference in your results**. Small changes in your Perception can dramatically change your paradigms and belief patterns, because the entire Universe can open up to you. With a change in Perception, new possibilities present themselves to you and you see the truth differently than you did before.

**Action Step:** In the space below, write paradigms or limiting beliefs that you have for each of these domains in your life. Then underneath, write a new Perception that you will introduce to replace the limited belief.

## Health & Well Being

**Old Paradigm** \_\_\_\_\_

---

---

---

**New Perception** \_\_\_\_\_

---

---

---

**Love & Relationships**

**Old Paradigm** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**New Perception** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Vocation**

**Old Paradigm** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**New Perception** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Time & Money Freedom**

**Old Paradigm** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**New Perception** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

The way you think about something changes everything. That is a very powerful concept. You truly can change your life by changing how you see things. You have control of your results and your experience. Choose to always look for the good and you cannot lose.

*If the doors of perception were cleansed everything  
would appear to man as it is, Infinite.*

WILLIAM BLAKE

## Conclusion

Your mental faculties are all interconnected and rely on each other. It is just like how the different parts of your body, may have separate functions, but they all work together to ensure your optimum health. The same is true of your mental faculties. They may have their own separate functions, but when you are able to develop them properly, they work together to ensure a successful, blissful life.

Here is a re-cap of your **6 Mental Faculties**:

- **Imagination:** Imagination is the formation of mental images or pictures.
- **Intuition:** Intuition is your internal guidance system for your life. It speaks to you at a spiritual level.
- **Will:** Will is the ability to hold an image in your mind because you love it. It does not involve forcing anything, but making it welcome.
- **Memory:** Memory is the capacity or faculty of retaining information or of recalling previous experiences.
- **Reason:** Reason allows you to tap into the mind of the infinite and formulate a thought, and then another thought and then another, and then you string them together to form an idea. This is what separates us from the rest of the animal kingdom.
- **Perception:** Perception is your way of seeing things – your point of view.

**Action Step:** Listen to these audio lessons over and over again, they will take on meaning each time you listen to them. Give this material the opportunity to prove itself to you. Share the material with others, if you believe they will benefit.

**Action Step:** What old beliefs fell away for you, during your study of this program?

---

---

---

---

---

---

---

What you see in your mind is what you can create in your life. This is one of the greatest gifts we have all been given, and it makes us the imaginative and creative beings that we are.

You have been given these six gifts that, when used properly, will empower you to create the life you truly want to live. If they are not used properly, you will stay stuck in past patterns and beliefs. There is that which is in you, that is seeking a greater life. There is an upward pull within you, for an expanded expression of your dreams, ideas and possibilities. You have gifts to share with the world, and if the world does not receive your gifts, it will be incomplete. Pay very close attention to the dreams you have in your mind. You can create any idea you are in love with, because you are connected to the infinite.

Henry David Thoreau said, "*The Universe is wider than our views of it.*" There is so much more available to you than you can possibly imagine. There is so much more about the world and **yourself** that you have yet to discover. Do not limit yourself unnecessarily. The gift is who you become in the process.

You have everything you need within you, to create a life that makes you feel alive and blissful every day. It all starts with your powerful ability to create a vivid mental image of what you would love to be, do and have in your life. Then you get still, and listen to your internal guidance system,

that will share ideas on how you can achieve what you desire. You hold that image strongly in your mind, focusing on that image, instead of circumstances and conditions. Your faculty of Reason will give you thoughts, which can then be put together to formulate an idea. And remember, that you can change how you see things, including how you see yourself. You can choose to see the good in everything. These are the steps you will take, to bring you closer to what you would love.

Your thoughts are the key to manifesting what you desire. Where attention goes, energy flows. You become your thoughts and if you are able to develop and use your powerful mental faculties in the right way, your thinking will take you places you never really thought possible. You now have the tools to design your dreams! How you use this power is now up to you! Your results are in your hands.