

# Thinking

INTO CHARACTER

## LESSON FIVE



### MIRACLE OF YOUR MIND

#### The Trick to Staying in Charge no Matter the Circumstance

**“An educated person is not, necessarily, one who has an abundance of general or specialised 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**

A part of



## 1. OVERVIEW

## NOTES

In this lesson you have learnt that you cannot allow what is going on outside of you to control your mind. As most great leaders and entrepreneurs in history agree, in order to be in control of the results you get in your life, you need to live from the 'inside out'.

However, many of us live from the 'outside in'. The 'outside in' is exactly what it sounds like; what occurs outside of you dictates what happens to you inside. This can take many forms: having your whole day ruined when one negative thing happens, having no direction, making other people's opinion about you your opinion about you, seeking approval from others in order to feel good about yourself, or not having any vision of who you are or what you want. 'Outside-in' living is painful.



To live from the 'inside out', difficult things may still happen to you, but you react differently. You will view these challenges as opportunities to grow and to develop skills. You are in control and in the driver's seat rather than a victim of circumstances.

We all possess higher faculties, known as intellectual faculties which can help us live from the 'inside out'. These are the tools through which the mind performs various functions and tasks. These are **Perception, Will, Reason, Imagination, Memory and Intuition**. The possession of these faculties means very little if a person is unaware of their existence, or lacks the knowledge of how best to use them.

## NOTES

It is not often that you will find someone who has been brought up to use those higher faculties to create the life they want. When you do find such a person, you will also most likely find that they are unconsciously using their faculties.

We often assume that they must have talent or skills that the rest of the population do not 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.

However, 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. The conditions or circumstances begin to control us. The report card tells us what kind of student we are. The report card turns into our further or higher education card and career card; always a record of something that has gone on in the past. That is how most people's lives are controlled, in many cases, from the moment they are born throughout their entire lives.

As children we hear:

**“Stop daydreaming!”**

**“Do what you are told!”**

**“Listen to me!”**



Your participation with this programme, 'Thinking Into Character', will cause you to think in a new and more productive way. It will also cause you to be 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 behaviour, it's going to be obvious they are not thinking. Mental activity does not constitute thinking.



Your higher faculties are what separates you from all the rest of the animal kingdom. These faculties 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.

You have infinite potential and to quote Dr. J. B. Rhine,

**“The mind is the greatest power in all of creation.”**

NOTES

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. 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.



## 2. KEY HIGHLIGHTS

- 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 individualised existence.
- We have been gifted with higher mental faculties: **Perception, Will, Imagination, Memory, Reason and Intuition**. It is our responsibility to learn how to utilise and develop these higher faculties to a greater degree.
- **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 as to how it can be done.
- **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.

**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.**

- **Imagination:** Imagination creates dreams. Dreaming is the first stage of creation in life. The *'Thinking Into Character'* programme originated from a dream. The educational institution you attend or the workplace you attend originated from a dream. The creative process spans three stages: dream, 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 film. Everything is created twice. First with imagination in your mind. Second, when it manifests in your material world.

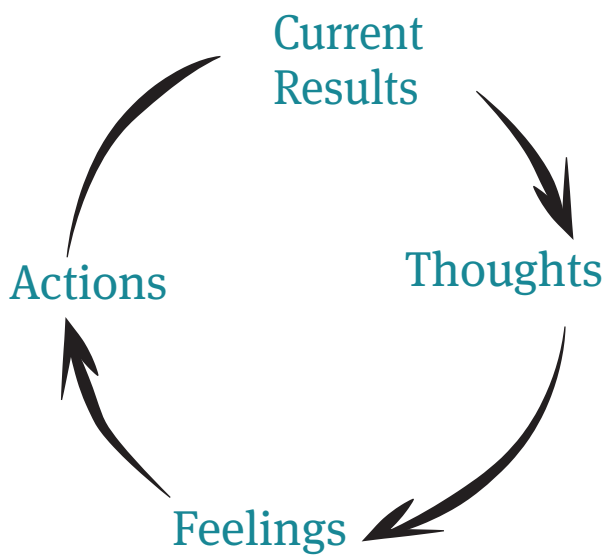


- **Memory:** Our memory is perfect. There is no such thing as a bad memory. There are only weak memories and strong memories. All of our higher faculties are perfect. They merely require exercise to strengthen them.
- **Reason:** Reason is what gives us the ability to think. Thinking is our highest 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 as to how we can do better.
- **Intuition:** It is with your intuition that you pick up vibrations and translate those vibrations in your mind. Your intuition permits you to know what is happening around you. Intuition is often referred to as a sixth sense, which is incorrect. It is not a sense, it is one of your higher faculties and can be developed to an extraordinary degree.



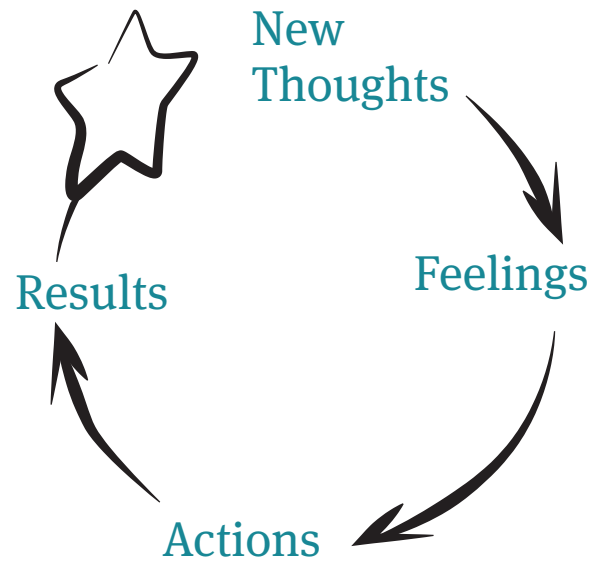
- When you look at your results and let the results register in your mind, the results cause you to think. The thinking produces the feeling, the feeling causes the action and the action produces the result — the same result. This is precisely why the majority of our population keep getting the same 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. Do not be a part of it. Look at your results as 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. Do not let the outside world control you. You control the outside world.

*React*



*We create the same results*

*Respond*



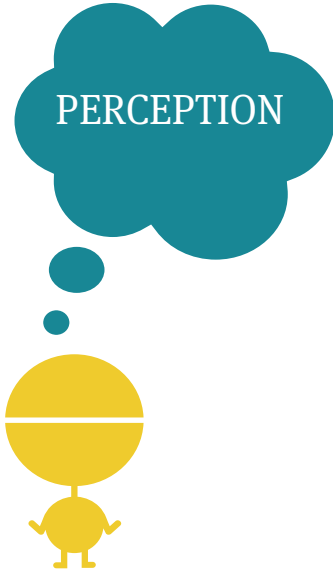
*We create new results*

### 3. WORKSHEETS

1. Explore some of these faculties in more detail by reflecting on the following questions.

**A. 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.



- ii. Now, change your perception. Consider a new point of view. Imagine you are someone who, without a doubt, could succeed in this situation. How would this person think about the situation? What would their point of view be?



iii. Can you adopt this perception? What action could you take to embrace this new perception?



## WILL

**B. Will:** Will is your ability to focus. The more you practice developing your will, the stronger it becomes.

- 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. Practise holding your focus on this new situation for at least five minutes.

**C. Imagination:** Imagination is a marvellous and miraculous force.

- i. How can you strengthen your imagination? When faced with a problem or situation that is not going as planned, how could you engage your imagination?



## IMAGINATION

- 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 five brainstormed ideas on how you can improve this situation. Let your imagination go!

**D. Memory:** Our memory is perfect. There is no such thing as a bad memory. There are only weak memories and strong memories.

- i. How good is your memory?



MEMORY

- ii. How do you memorise numbers?

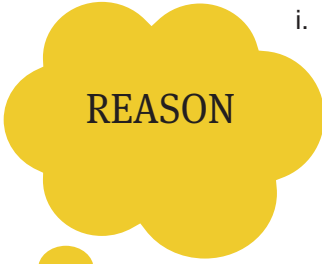
- iii. How do you memorise information?

- iv. What can you do to improve your memory?



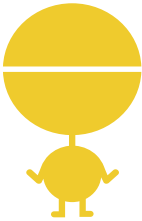
**E. Reason:** One of our mental faculties is our ability to reason. Reason is our ability to think.

- i. Recall a situation in your education or at your workplace that is not going well and could be better. Write down a short description of this situation.



REASON

- 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?



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

**F. Intuition:** Your intuition permits you to know what is happening around you.

i. Are you conscious of your intuitive abilities?



INTUITION

ii. Do you ever have a feeling that something is about to happen before it does?

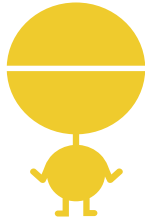
iii. Do you ever know who is calling you before you see the caller ID?

iv. How can you improve your intuition?

v. How can your intuition serve you better?



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 at your educational institution, workplace or your personal life that is not working well for you. 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.

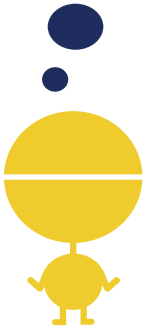
ii. What new thoughts can you have about this situation? How can you think about the situation differently?



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

iv. What actions are you inspired to take as a result of these feelings? Where will these actions lead you? What results will you get?

5. What one action can you commit to taking this week which will support your new thinking and the achievement of your goals?



## 4. READING ARTICLE

Miracle Of Your Mind - Adapted from Earl Nightingale

All creatures, except one, are supplied with a set of instincts and because of that, they don't require much of a brain. Only man has the miracle of the mind. He alone can solve problems and create new ideas. The most important physical aspect of man is his brain. Only man can fashion his life with his mind. Only man can think, choose and reason. Only man can reach purposeful goals that were set.

**Successful people are not people without problems. No one is without problems – problems are a part of living.**

Man only uses a small percentage of his mental ability. Most people have never learnt to think creatively. They merely react to stimuli. Successful people are not people without problems. No one is without problems - problems are a part of living. But let me show you how much time we waste worrying about the wrong problems. Here's a reliable estimate of the things people worry about: things that never happen (40%), things over and past that can't be changed by all the worry in the world (30%), needless worries about our health (12%) petty miscellaneous worries (10%), real, legitimate worries (8%). In short, 92% of the average person's worries take up valuable time, cause painful stress, even mental anguish and are absolutely unnecessary.

Of the real, legitimate worries, there are two kinds: problems we can solve, and problems beyond our ability to personally solve. But most of our real problems usually fall into the first group – the ones we can solve, if we learn how.

There must be millions of people today who feel they are being barred from the life they want because they look upon problems not as challenges to be met, but as wide chasms beyond their ability to bridge.

For a moment, consider the things your mind has brought you. Everything you have, your studies, your professional achievements, your relationships with your family and others, your philosophy of life, has come to you as a result of your using your mind. Now, consider this estimate made by experts; that you have probably been operating on less than 10% of your mental capacity, and probably much less than that!

Most people do not think. Few will sit down, write their problem on a note-pad and deliberately begin to think. Every man-made thing came from the human mind.

Your goal is in the future. Your problem is to bridge the gap that exists between where you now are and the goal you intend to reach. This is the problem to solve.

There you have it. Living successfully, getting the things we want from life, is a matter of solving the problems that stand between where we are now and the point we wish to reach!

**There must be millions of people today who feel they are being barred from the life they want because they look upon problems not as challenges to be met, but as wide chasms beyond their ability to bridge.**

Take time to think every day about new ways in which the activities of that day can be improved upon. It's not easy to think. Most of your ideas will be no good. Most importantly, your goals will be deeply imbedded in your mind. Your mind will work for ways to accomplish your goal. Spend one hour every day thinking about your goal and how to get there. Don't waste time thinking about needless things. Never underestimate the miracle of your mind!



## 5. ASSIGNMENT

Write your answers in the space provided below.

1. List all your worries and concerns:

2. From this list, determine which worries are needless and which are legitimate.

3. Outline a strategy for solving your legitimate problems.

4. Starting this week, spend one hour each day exercising your mind. That is, write down ideas for improving your present and/or achieving your current goal. Aim for 20 new ideas each day.

5. Test the ideas that you believe have merit.





# NOTES



## NOTES