

Thinking

INTO CHARACTER

LESSON ONE



A WORTHY IDEAL

Setting Goals

“I believe in goals. It is never a bad thing to have a dream. If there is something you really want to do, just do it. Whatever your goal.”

“Everyone needs something to aim for. You can call it a challenge or you can call it a goal. It is what makes us human. It was challenges that took us from being cavemen to reaching for the stars.”

Richard Branson

A part of



1. OVERVIEW

As you explore this first lesson of **'Thinking Into Character'**, you are going to develop an awareness that deciding what you want and getting what you want are two completely different matters. As you begin the process of deciding what you want, how you are going to get there is not relevant. Just know that the process for achieving your goal will be clearly explained. The concepts which you are learning in this particular lesson can effectively be applied to your education, your personal growth and to your professional development.

Before you begin looking at the ABCs of goal setting, take a close look at your own belief system. There are belief barriers we all face when we set out to try to accomplish something beyond our level of belief. Our minds will create many and seemingly valid reasons why something cannot be done. We then lose faith in our ability to achieve it and our mind will continue to sabotage us until we finally give up. Alternatively when you truly believe something can be done, your mind will create the ideas that will help get you there and you will accomplish what you set out to do.

The solution to achieving our goals sits with our belief. Therefore we must ask and challenge the answers to these questions:

1. Do I have good, sound reasons for my beliefs?

2. Where do my beliefs come from?

Remember Stephen Hawking's quote in Lesson One.

"However difficult life may seem, there is always something you can do and succeed at. It matters that you don't just give up."

This is where the belief in yourself comes into play.

3. Would changing my beliefs improve my life?

4. How do I change my beliefs?

As you attempt to answer some of these questions, many of your old views will fall to pieces.

“Form clear and definite ideas regarding your convictions as to why you do as you do, and as to why you think as you think. Such practice is like conducting a mental housecleaning. The practice of clear thinking tends to clarify the mind, tones up the faculties, sharpens the perceptions and gives one a stronger and better grasp of the basic essentials for a larger and richer life.

Clear and exact thinking is a very great necessity. It is in fact a sure means to advancement on the material as well as the spiritual planes.

A line of distinction, however, should be drawn between surface thought, that is, ordinary, trivial and commonplace thinking, and real thought, which is associated with the understanding of Truth. The latter is deep thinking, which arouses dormant powers, quickens the perceptions, and leads to the enlargement of the understanding.

The former is but a passing phase of mental activity while the latter governs the life of man. The shallow, surface thought that we give to the ordinary duties and small things of daily life, is not the thought that reforms our character, develops our mind, or changes our belief and our destiny. It is the positive, deep, and penetrating thought that comes from profound and strong conviction born of a higher perception and a clearer realisation of the Truth.

The surface idea is not the real thought. The inner convictions which control one's aims, desires, and motives, constitute the real thought of the individual and wholly determine the course of the person's life and personal destiny!

Raymond Holliwell



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Our beliefs are based on our evaluation of something. Frequently when we re-evaluate a situation, our belief about that situation will change. Check your beliefs with respect to what you think you can accomplish in your personal, educational or professional life.

2. KEY HIGHLIGHTS

- A goal is something you are pursuing, something which you have never done before.
- A goal is designed to help you grow; it causes you to draw something from yourself that you didn't even know was there.
- If you know how to reach your goal, the goal is not going to do for you what goals are designed to do.
- If you're really going to accomplish something, you're going to need to be inspired by going after something you really want; it's going to have to come from inside.
- Type A goals are doing something you already know how to do. Type B goals are what you think you can do. Type C goals are your wants. What you really want. Type C goals come from your dreams and are originated through the effective use of your imagination.

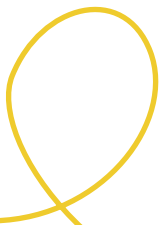
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GOALS

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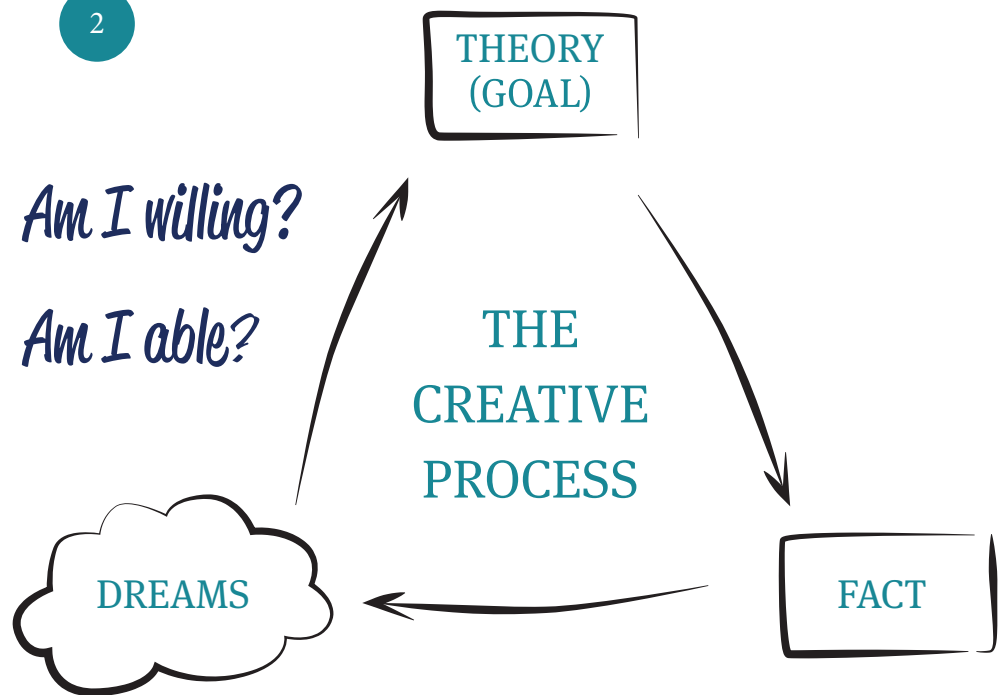
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2



- You have to build the dream. You take the dream and move it from a dream to a theory.
- You must believe you are able and be willing to do what is required in order to turn the theory into a goal.
- Do not let outside conditions or circumstances dictate how you will live.
- Refuse to let anything that is going on outside of you stop you.
- As you get emotionally involved in the goal, you are going to involve your emotions and the expression of that emotional involvement is going to change your behaviour. As your behaviour changes, the results start to change and your theory turns into a fact.
- People without a goal are lost. They have no direction. You've got to wake up in the morning and get very excited; "I'm working towards my goal!"



3. WORKSHEETS

Imagine that you are getting ready to go to an exclusive networking event where you are going to be meeting a number of very important people who can help you with your goals. These are people who you want to create a good impression with. It goes without saying, you would not go to this event without paying attention to your physical appearance and even mentally reviewing the mindset you'd want. The details of preparing yourself are important. The same is true with the exercises that have been laid out for you in each lesson. Some of the early exercises in each lesson may not seem important. However, they are crucial as you are building on them. And as you are taking your valuable time to study the **'Thinking Into Character'** programme, you should give the programme all you can, paying attention to every detail.

1. If someone were to stop and ask you, "What is your goal?"— how would you respond? Do you have goals? Are they written down or on your phone?

2. The Type C goals you dreamt of and visualised in the first exercise in this Guide are your wants, **what you really want**. What do you really want? What is it you would **like very much to be, do or have**, even though you may feel it is, for one reason or another, somewhat beyond your reach at the present time?

Repeat the exercise you did earlier and allow yourself to relax and let your imagination wander. Dream. Create a shopping list of your wants. Include personal wants, educational wants and professional wants.

As you are dreaming and visualising, **do not give one moment of mental energy to how this goal is going to be accomplished. Do not concern yourself with where the resources, the time, the support you may require, is going to come from.**

Attempting to think of how will either limit or destroy the dream. Just think of **WHAT you want.**



Personal Wants

“People with goals succeed because they know what they want. It is as simple as that.”

Earl Nightingale



Educational Wants

"If you can imagine it, you can achieve it. If you can dream it, you can become it."

William Arthur Ward



Professional Wants

"Whatever your goal is, you will never succeed unless you let go of your fears and fly."

Richard Branson



From each of these lists of wants, select one that you **want more than anything**. It is essential that you choose **something special**, something you personally feel very drawn to and is **important to you**. **You must want it—you must really want it, with your heart and soul**. It is also important that the wants you choose are in harmony. They must not pull you in opposite directions.

PERSONAL WANT

EDUCATIONAL WANT



PROFESSIONAL WANT





It is very important that you give all of your mental energy to building the image of the goal that you desire. Begin to think about these wants as an image in your mind. **Write about these wants existing in your life in the present tense. See yourself in possession of whatever it is you want.**

I am so happy and grateful now that my Personal Want has materialised:

(Describe your wants **in detail** and in the **present tense**.)



I am so happy and grateful now that my Educational Want has materialised:

(Describe your wants **in detail** and in the **present tense**.)



I am so happy and grateful now that my Professional Want has materialised:

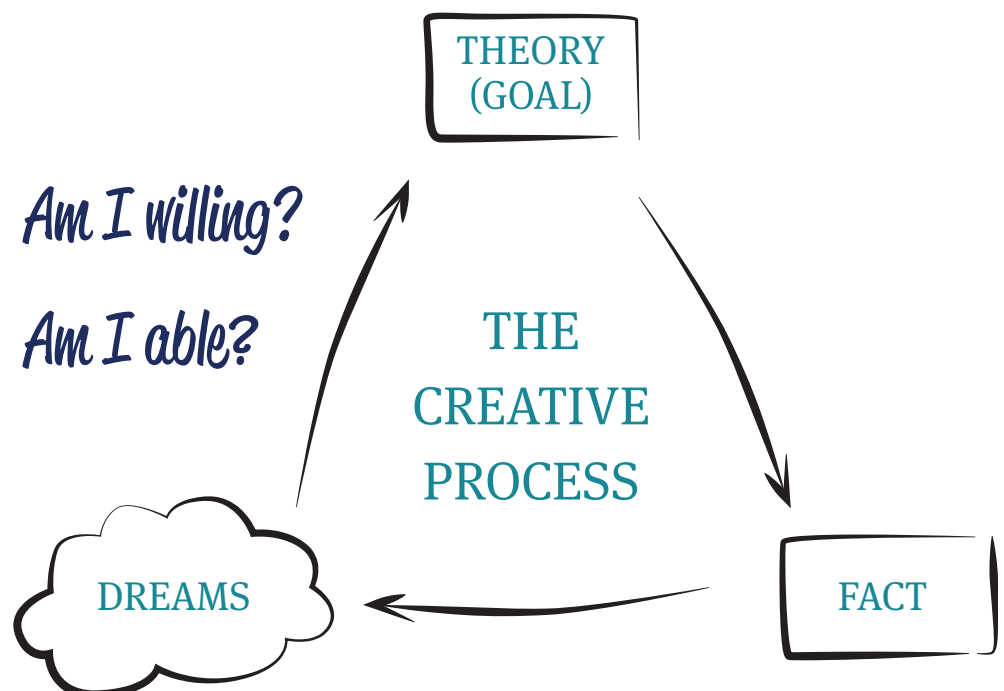
(Describe your wants **in detail** and in the **present tense**.)

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You have enormous untapped creative potential. Everything you see around you was once an idea which was conceived in the imagination. All images that originate in the imagination are referred to as dreams. The internet was a dream at one time. So were smartphones, gaming, 3-D Printing and rockets to Mars! To exercise your creative faculty (your imagination), you begin by building a dream. You mentally begin to play with that dream until you start to take it seriously. Then you flip from using your imagination to using your reasoning factor, another one of your intellectual faculties, and you start to build the idea more clearly. This is where the image turns into a theory in your conscious mind.

Now before the theory can become a goal, you must ask yourself two questions. The first question is **“Am I able to do this?”** When you take into consideration that the only two sources of reference we have to go to, science and theology, with respect to human potential, both clearly indicate that your potential is infinite, so the answer to the first question must be an emphatic ‘Yes’.

The second question is quite different. It is, **“Am I willing to do whatever is required to cause the image in my mind to materialise in physical form in my life?”** When your answer to that question is ‘Yes’, your theory immediately becomes a goal, and when you turn your goal over to the universal subconscious mind, the laws of the universe kick in and the first law, perpetual transmutation of energy, takes over and your goal begins to move into physical form, with and through you. It causes your behaviour to change and at the same time begins to draw to you all those things required for the materialisation of your image. Before long, your theory becomes fact. Therein covers the three stages of creation, **Dream, Theory and Fact**. This is how everything has been accomplished.





Now write or type your personal, educational and professional goals on your Goal card and capture it on your smartphone. You should be able to articulate your goals in concise sentences. Look at your goals every morning, as often as you can throughout the day, and every night. Soon your goal will become a reality.



How do you feel after setting your personal, educational and professional goals?

In the space provided, write 6 action steps you can take **right now** to move towards these goals

- i
- ii
- iii
- iv
- v
- vi

Prioritise these steps in the order you will act on them.

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Capture your goal in your smartphone either by photographing a hard copy or by typing it into your phone. Get emotionally involved in that idea all of the time throughout your day. By thinking about the goals you have established for yourself every morning, many times during the day, and every night - you begin moving toward it and bringing it towards you. You must be able to see yourself on the screen in your mind, already in possession of the goal, and you must seriously want it. Remember, the picture that you hold in your mind most often will eventually be expressed in physical form or circumstance.

Exercise For Improved Results

Find a quiet place where you can be alone. Lie down and make sure you are comfortable. Relax all your muscles and take some deep breaths. Let your arms rest by your side, relax your legs and let your feet fall outwards. Close your eyes and relax your face and neck. Feel the tension and worries of the day leave you. Now let your imagination take you away to your dreams and wants which are held deep inside you. What is it you that you really want? Who is it you want to be? What is it that you want to achieve in life?

When you feel clear and free, allow an image to form on the screen in your mind that you already have achieved your goal. Be aware of how you feel in this accomplishment. Feel the pride that flows through you in having achieved that which you set out to accomplish. When you feel this picture is clear, write a detailed description of the picture that you created in your mind.

Each day as you study the *'Thinking Into Character'* learning system, review this lesson and the Key Highlights as often as you can. As you review this powerful information over and over, you will see something new in the information that was not there before and you will see something new in yourself that was not there before. You are a different person operating from a different level of awareness.

Complete the Worksheets

- Continue to build an image of your personal, educational and professional goals in your mind. Be as descriptive as possible. On a daily basis, call these images to mind and spend time visualising your goals.
- Call these images to mind when you wake up in the morning, and last thing before you sleep.
- Continue to view the video, study the notes from the video and listen to the podcast. Do this over and over again. The key to success is repetition.



4. READING ARTICLE

A Worthy Destination - Adapted from Earl Nightingale

By setting specific, attainable, worthwhile goals you automatically place yourself in the top 5% of people - achievers. Freedom - personal liberty, is the most precious thing on earth. You are free to pursue your dreams in one of the richest countries on earth. You have the opportunity to succeed. The choice is yours. Goals reflect your choice of destination. Do you have a burning desire to succeed despite all challenges? Do you know exactly what you want? Do you think about it every day of your life? That vision will carry you over every obstacle. Your dream is invisible to all the world except you. Every worthwhile achievement is a dream come true. What the mind can conceive and believe it can achieve! We become what we think about. If we want something enough we will get it. We can have everything we want. Most people do not know what they want. Do you?

The system of goal setting will work for a new car and will work for anything else too. Set worthy goals. Don't drift along as a wandering generality. Be meaningful and specific. Aspire higher! Don't take life for granted. Goal setting is the very basis of any success. Success is the progressive realisation of a worthy goal. Without a goal there can be no success.

You are in charge of your life to the degree you take charge of your thoughts.

Success is not a destination, but a journey. Anyone who is on course toward a worthy goal is successful. Success does not lie in the achievement of a goal but in its pursuit. Success is a journey. We are successful as long as we're working towards something we want to bring about in our lives. The road is better than the end. Success is being on the road toward something we want to bring about. We must have balanced lives with many goals but then we must work at only one at a time. Anyone working toward any worthwhile goal is as successful as anyone else. We are happiest when we are working towards goals we have established for ourselves.

Success is whatever we want it to be. Worthy of us whether it be real or an ideal. Success is joy and satisfaction in serving others. One thing a goal must do is fill us with positive emotion when we think about it. The more intensely we feel about a goal the more progressively we will move towards it. We cannot simply drift into worthwhile destinations. The odds are too great.

Success is not a destination, but a journey. Anyone who is on course towards a worthy goal is successful.

We must set our sail and adjust our course. What is your next port of call, your goal? Is it clear and concise in your mind? Do you have it written down? We need reminding, reinforcing. Do not be vague or general. For example, be specific about how much you will earn this year, save this year, and invest for retirement this year.

Happiness comes from direction, not arrival. It's the trip that is enjoyable. Moving towards our goals is more satisfying than after they have been accomplished. Set new goals as soon as one is realised. Never stop the process. We should always be looking forward to a new accomplishment. Do not just settle for 'needs', make goals of 'wants'. Develop a wish list. You will become what you think about. Don't be circular and chaotic in your thinking or your life will reflect that. Written reminders help us to hit the bullseye time and time again. Control your thoughts. Decide what you will think and concentrate upon. You are in charge of your life to the degree you take charge of your thoughts.

Carlyle said, "A person without a purpose is like a ship without a rudder." What is your purpose? Is your mind made up? Munger said, "There is no road to success but through a clear strong purpose." Decide upon your goal. Insist upon it. Look at your written goals often every day. See yourself as having already attained your goal. You are now and you most certainly will become what you think about.

5. ASSIGNMENT

Write your answers in the space provided below.

1. Make out a want list — write down everything that you would like to see come about in your life.

2. After you have completed your want list, number the items in their order of importance.

3. Make item number one as your present primary goal, use the balance of the list for later reference.

4. Write down your current goal on this commitment card, print it out, and carry it with you in your wallet or purse.

MY COMMITMENT TO MYSELF

I, _____,

hereby commit to pursuing my goal of

_____.

Signature _____

Date _____

5. How will the achievement of this goal improve your life?



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