

# Thinking

INTO CHARACTER

## LESSON SEVEN

SEVEN



### BREAKING THE TERROR BARRIER

Identifying and Avoiding  
Barriers that will Sabotage  
your Success

**“Be careful of your thoughts, for your thoughts become your words. Be careful of your words, for your words become your actions. Be careful of your actions, for your actions become your habits. Be careful of your habits, for your habits become your character. Be careful of your character, for your character becomes your destiny.”**

Chinese proverb,  
author unknown

A part of



## 1. OVERVIEW

This lesson is very powerful and perhaps the most complex of all the lessons. It will require your total commitment. Please re-watch the video recording for this lesson as many times as possible and make frequent notes which you can refer to.

You are the total sum of your thoughts, and where you are at in your life is because of those thoughts. You can change your life at any time, but the goal must be there, otherwise nothing will happen.

Every day you make choices about your life, what you do with your time, how hard you study and how you interact with others. These choices are based on your beliefs and your thoughts. Your thoughts and beliefs contribute to your behaviour, therefore your actions, and consequently your character. We become what we think about all day long.

You are probably not even aware of this, and it may seem like something or someone else is in control of your life.



**What are your thoughts and how do you think they affect your life and your goals? Earl Nightingale, famously said,**

**“We become what we think about.”**

**He discovered that the thoughts we have actually determine our entire lives.**

The truth, however, is that everything in your life, and even where you are now, is a result of your choices. Your thoughts become your choices and therefore you are where you are now because that is where you have chosen to be. This is the place to start from if you want to improve yourself.

When you become aware of your thoughts, examine how they make you feel. You see, when we internalise our

thoughts, we alter the vibration that our body and mind is in. Our bodies are in a high speed of vibration. The conscious awareness of that vibration is our 'feelings'. So when you become emotionally involved with say, a negative thought, it will cause you to feel bad. When you become emotionally involved with a positive thought, it will cause you to feel good.

When your ideas are impressed in the subconscious mind repetitively, they become fixed there. A fixed idea is more commonly referred to as a habit. A multitude of ideas that are fixed in the subconscious mind is referred to as conditioning or as paradigms. A paradigm is a multitude of habits, most of which are inherited.

## NOTES

## NOTES

All the ideas that are fixed in your subconscious mind control the vibration you are in and cause you to feel the way you do. Regardless of whether that feeling is good or bad, you get used to feeling that way and you become comfortable with it.

It is these paradigms that cause a behaviour to be consistent and it is the behaviour that produces the results. We often refer to the paradigm as the thermostat that controls the temperature of our life. Most people are forever trying to play with the thermometer to change the temperature rather than go to the thermostat. This is the reason that 90% of the population continue to get the same results over and over.

A good way to look at this is to perhaps examine the habits that form your daily routine. For instance, when you get home each day, what is your typical schedule? Do you find yourself doing the same things every day? Do you check your Instagram, Snapchat or Twitter? Do you play computer games or read the newspaper? For the most part you will find that you follow the same routine each day. Are you getting the results you want?

# Don't fear Change

**To change your results, you must change your paradigm, and this requires strong conscious control over your thinking.**

Repetition is vital for changing your thinking and paradigms. So, if for example, you are not happy with your results, you must consciously change your thinking and behaviour. When you do this enough times, a new pattern of behaviour is created and your results will start to change. It is the repetition that enables growth and change. In the earlier example, for instance, if you are not happy with your performance, you can change your behaviour by adopting a new routine when you get home each day. Instead of spending wasted time online, you can commit to spending that time studying or working towards a professional qualification. At first, this will feel very difficult but over time and with enough repetition, studying will become your new habit and paradigm.

As you change your thinking, you change the vibration you are in, which of course affects how you feel. Small incremental changes are usually managed without too much difficulty. However, any big change can cause our entire electrical (central nervous) system to go crazy.

If your dream does not scare you, it is too small. Your 'C' type goals will bring you face to face with what is called the 'Terror Barrier'.



When a person first decides to make a dramatic change they are going to run head first into a wall of fear called the 'Terror Barrier'. This is because in 99% of cases, the person involved lacks an awareness of how the mind functions, and why they are experiencing this fear. They therefore stop in their tracks and go back to their comfortable monotonous state. They justify this behaviour by convincing themselves that it is safe and it is 'better to be safe than sorry'.

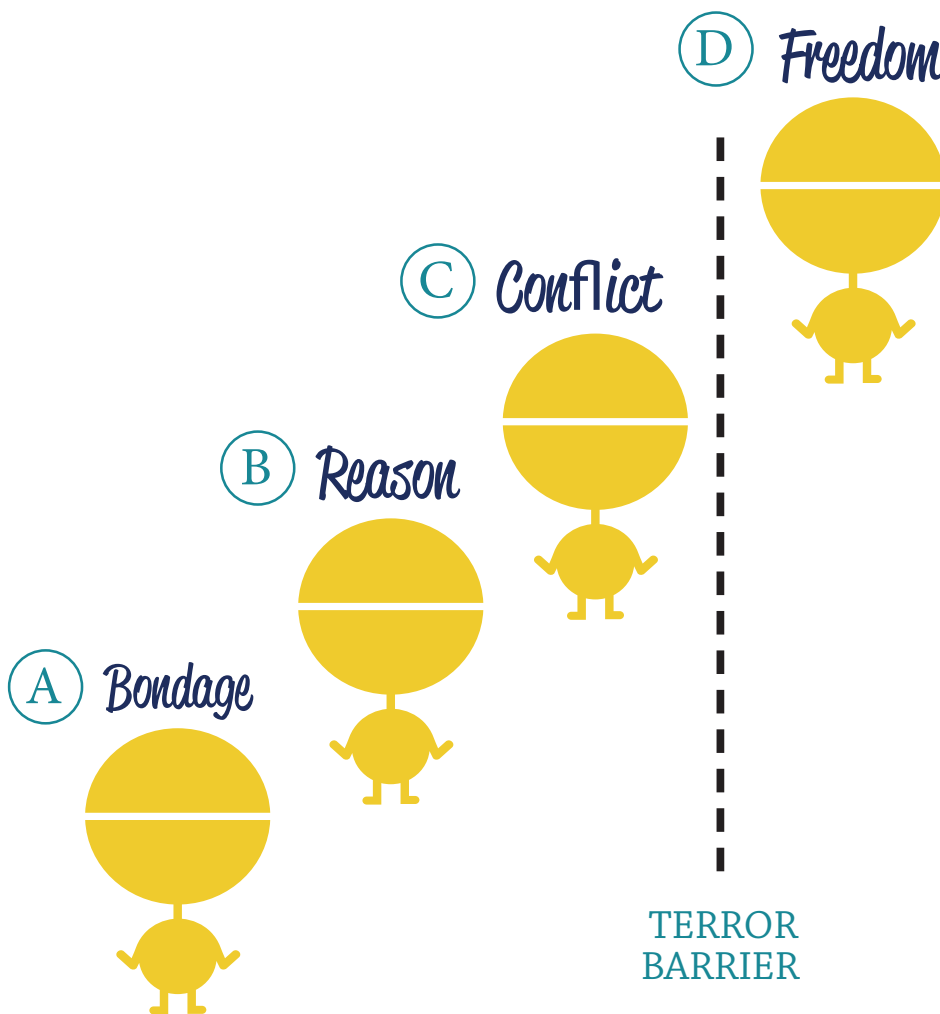
Fear and growth go hand in hand. When you courageously face the thing you fear, you automatically experience the growth you have been seeking. Ralph Waldo Emerson says "What we fear doing most is usually what we most need to do."

This diagram illustrates the entire mental process.

**Let go of the past**

Do not permit old conditioning to prevent you from performing new acts in an efficient and effective manner.

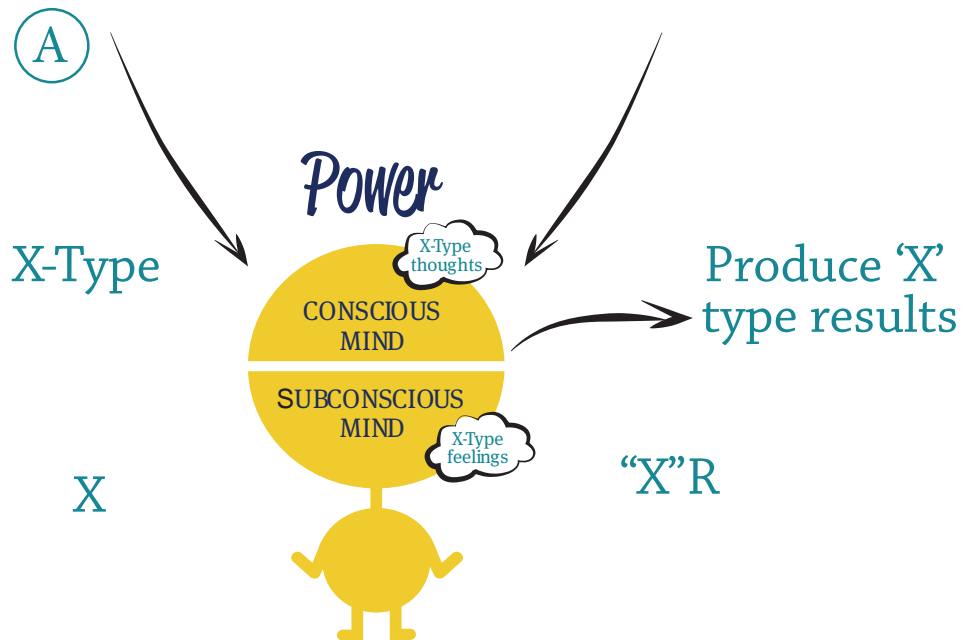
This diagram illustrates the process you go through when you make big changes in your life such as implementing a strict revision routine when you are conditioned to believe you are not capable of good grades. It could be following through on your business start up idea when you are conditioned to believe you will fail. It can be any number of things in your life. It is any time that you make changes which are difficult.



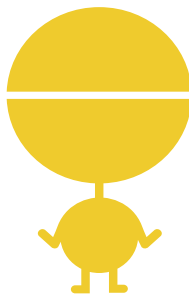
## NOTES

Any time you are setting a 'C-Type' goal that results in skipping a couple of rungs on the ladder of success, you will come up against what is known as the 'Terror Barrier'.

Let's go through each stage one by one from left to right:



## Bondage



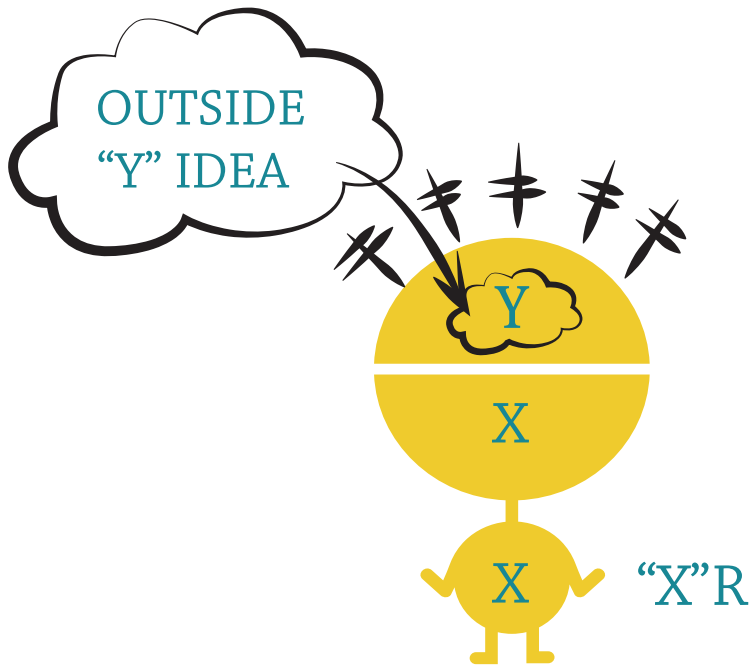
### A. Bondage

In the illustration of 'Bondage' we show a person who is getting 'X-Type' results — results they do not want. 'X' is the unknown factor which represents limiting thoughts. The person, their goals and their dreams are in bondage. The results are caused by the 'X-Type' conditioning in the subconscious mind and even though the person has the ability to choose whatever thoughts they want, they continue to create from the power that flows into their mind, 'X-Type' thoughts. An example of this is of a student who has low self confidence conditioning. Perhaps they have been considered by parents and teachers that they are not capable of achieving good grades. They now believe this too, so what is the point of even trying? These thoughts the student has are caused by 'X-Type' conditioning and are causing the 'X-Type' results of not achieving good grades.

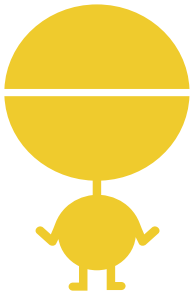
**Any time you are setting a 'C-Type' goal that results in skipping a couple of rungs on the ladder of success, you will come up against what is known as the 'Terror Barrier'.**



B



## Reason



### B. Reason

The second step in the psychological process of experiencing growth is 'Reason'. In this diagram the person continues to get 'X-Type' results — results they do not want — which are caused by the 'X-Type' conditioning. But the person now reasons that they want to change and get better results. Even though on a conscious level they choose different thoughts, and create an idea of living the life they do want, illustrated by the 'Y', nothing in their results change because they just deal with the 'Y idea' on a conscious

level. They have not internalised it and therefore they do not act on it.

'Y-Type' thoughts or 'Y-Type' results represent an unknown factor and positive growth and positive results. So the person with 'Y-Type' thoughts

can mentally see themselves and reason with the idea what they want. This is the opposite to 'X-Type' thoughts or 'X-Type' results. A person with 'Y-Type' thoughts, can think about what they want. But nothing in their life changes because they have not internalised the idea to their sub-conscious mind.

**"To have the things that you have never had, you must do things that you have never done."**

**Dr. Shaun Marler**

## NOTES

C

## Paradigm Shift

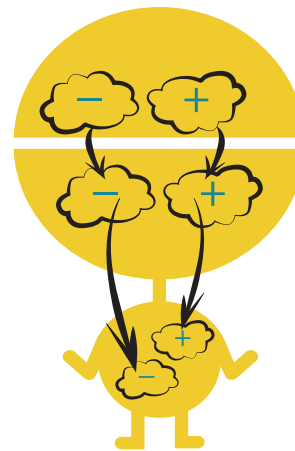
Ignorance

—  
WORRY/DOUBT

FEAR

ANXIETY  
SUPPRESSED  
DEPRESSION  
DIS-EASE

Disintegration



Knowledge

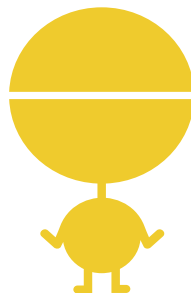
+  
STUDY  
UNDERSTANDING

FAITH

WELL-BEING  
EXPRESSION  
ACCELERATION  
AT-EASE

Creation

## Conflict



## C. Conflict

The third step in the psychological process of experiencing growth is 'Conflict'. As stated before, the thoughts and ideas a person is emotionally involved with control the vibration they are in. Vibration on a conscious level is referred to as 'feeling', and although the results they are getting are what they do not want, they feel comfortable in the vibration they are in because they have been living with it every day, probably most of their life.

In the diagram the individual becomes emotionally involved with the new 'Y idea'. To become emotionally involved with the new 'Y idea' the individual must ask two questions: 1. Am I able to do this? And 2. Am I willing to do this? Willing to do whatever it takes. The answer is Yes.

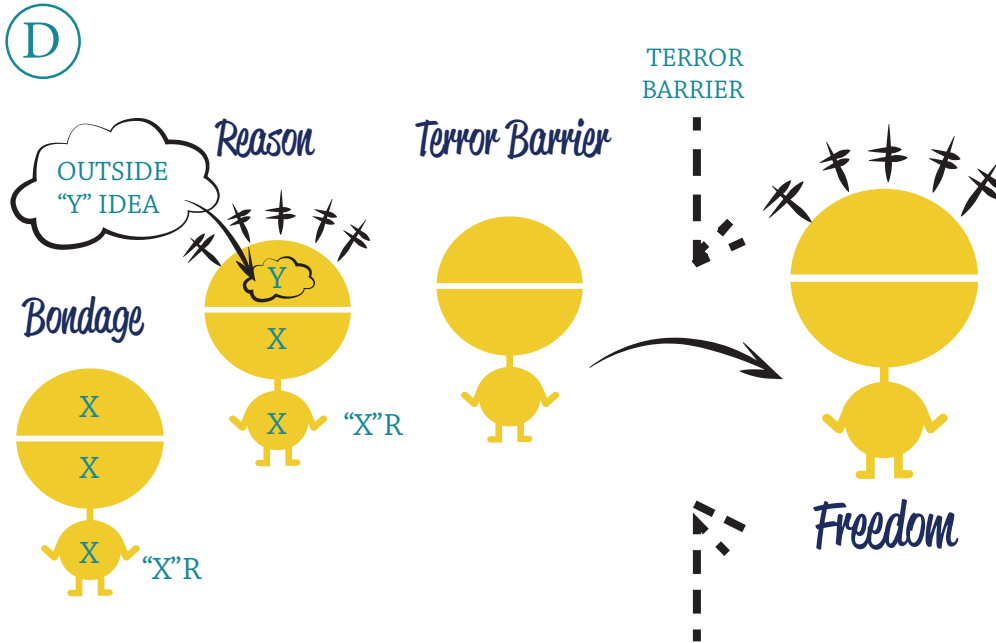
This is the moment that the 'Y-Type' idea is impressed upon the 'X-Type' conditioning. The electrical system in the individual's body then goes haywire and they are in an 'XY vibration'. The 'Y' idea represents the new positive idea that the person wishes to implement. The 'X' represents their limiting conditioning. Worry, fear and anxiety will strike. The worry on a conscious level, the fear on a subconscious level, the anxiety on a physical level. All three hit so fast and with such impact the result is the individual's mind is in a terrible state.

**"What we fear doing most is usually what we most need to do."**

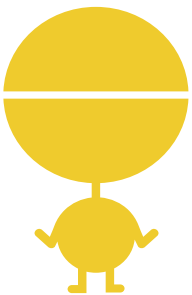
**Ralph Waldo Emerson**



Why is this? It is because the new positive 'Y idea' is driving them ahead and the negative 'X conditioning' is pulling them back? The conflict is unbearable; they cannot go ahead, they don't want to go back and they can't stay where they are. Going ahead is the solution — it is how their life will improve. However, a lack of understanding of exactly what is taking place inside of the person, causes the person to retreat to familiar territory. They quickly bounce off the 'Terror Barrier' all the way back to 'Bondage' and then rationalise to themselves why that is a good place to be. It's comfortable... they are familiar with it... and they settle for it.



## Terror Barrier



### D. Terror Barrier

Whenever you make a serious change to your life such as entertaining a 'Y-Type' idea and moving out of your comfort zone, you will run up against the 'Terror Barrier'. With any change that would come under the category of a major change in your behaviour, the 'Terror Barrier' will instantly and automatically be standing between you and the good that you desire.

At the point of 'Conflict' is when you will hit the 'Terror Barrier'. One of two things will happen at this stage. You will either hit it and step back to 'Bondage' or you will break right through it to 'Freedom'.

It is your choice — you can step back into safety and continue to experience the same results year after year, or you can be courageous and experience the growth that you have been seeking.

The solution to breaking through the 'Terror Barrier' is to accept that you will experience the fear, the worry and the anxiety. It is a natural reaction to growth and achieving your goals.



It is the understanding of what is causing the fear which enables you get through the 'Terror Barrier'.

You cannot let a fear of failing stop you from going through the 'Terror Barrier'.

Remember Michael Jordan who we spoke of in the video for this lesson? He was famous for being cut from his high-school basketball team and yet he became the best basketball player of all time. He quotes "I have missed more than 9000 shots, I have lost almost 300 games, but eventually I won."

You only fail when you stop trying.

**"Faith and fear both demand that you believe in something you cannot see. It's your choice."**

**Bob Proctor**

## 2. KEY HIGHLIGHTS

- Understanding the 'Terror Barrier' permits you to step forward into growth and freedom. The doubt, fear and anxiety have not left; however, through understanding or study, they know if they persist, it will leave. By continually getting involved with the 'Y idea' and acting on it, despite the fear, over a relatively short period of time the conditioning changes and they are living in a brand new world, created for themselves by the *'Thinking Into Character'* programme.
- When a person is facing the 'Terror Barrier', various, limiting thoughts are flashing through their mind and although they can see on the screen of their mind the good that they desire, they have absolutely no idea where the resources are going to come from that will enable them to see their goal manifest. There is only one problem in the whole world that anyone will ever have, and that is ignorance — ignorance is simply not knowing.
- The greatest deterrent that is stopping a person from going through the 'Terror Barrier' to freedom is ignorance. They are not able to see where the money, the help, and all the things they will need for the manifestation of this 'Y idea' will come from. Their ignorance causes a limiting and destructive mental process to begin to take place. This process causes such discomfort that their conscious attention becomes focused on the negative side of their situation and as a result, the negative side of life. Such thinking prevents them from continuing to move onward and upward in the direction of their goal.

**It is your choice—you can step back into safety and continue to experience the same results year after year, or you can be courageous and experience the growth that you have been seeking.**



## IGNORANCE

## NOTES

1. Doubt or worry registers on a conscious level.
2. As the doubt is internalised it causes fear on a subconscious level.
3. That fear must be expressed the only way it can be, through the body. The body moves into a vibration more commonly referred to as anxiety.
4. People don't express anxiety. It is internalised.
5. The anxiety is suppressed.
6. The suppression turns into depression. Depression is actually anger turned inward.
7. The depression turns into dis-ease.
8. The dis-ease expressed in the body causes the body to break down. and move into a state better known as dis-integration.



These are all negative states. Every one of them could be eliminated by developing an understanding of the laws of nature as well as the workings of the mind, coupled with faith. A person must understand that nothing is created or destroyed; everything they will ever need is already here if not in one state or another.

All the knowledge there ever was, or ever will be, is 100% equally present in all places at the same time. All the power there was, or ever will be, is also 100% equally present in all places at the same time. The way to build the airplane, the internet, 3D printing, rockets to Mars has always been here. What was lacking, was an awareness of how to bring these things into form. Following the laws and the process which enabled us to accomplish what we have accomplished to this time, will also give us everything else we desire.

By placing themselves in the right vibration, an individual will attract into their life everything they need, as they need it. The next graphic diagram clearly explains the two paths that we follow in life. One will lead to everything we want. Unfortunately, the other leads nowhere.

## NOTES

As previously shown, **ignorance** leads to everything a person does not want, while **knowledge** puts the person on the path that we are all meant to follow. You will notice that the element that stands between understanding and knowledge is study. Although there are many forms of study, it is the only means by which a person can develop the understanding required to go from one success to another, thereby creating the life that we have been designed to enjoy.

## KNOWLEDGE

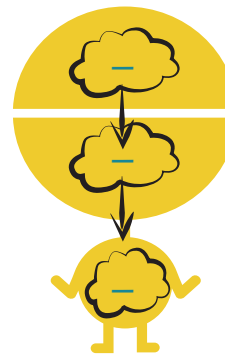
1. The opposite of doubt and worry, is understanding, which exists on a conscious level.
2. Understanding leads to an emotional state which is faith.
3. Faith is expressed on a physical level as well-being. That is a good vibration.
4. Well-being is never suppressed, it is expressed. The individual is sending out good energy into the universe. And, of course, the universe rewards them by sending like energy back.
5. That expression is what leads to momentum.
6. The momentum is commonly referred to as a state of acceleration.
7. All this happens because the body is in a vibration that is the polar opposite to dis-ease. It's at-ease!
8. That enables a person to continue moving in a **creative** vibration.

*Ignorance*      -      +      *Knowledge*

WORRY

FEAR

ANXIETY



*Ignorance*      -      +      *Knowledge*

STUDY  
UNDERSTANDING

FAITH

WELL-BEING





### 3. WORKSHEETS

1. Review the goals that you established in Lesson One. Ask yourself, is this what I really want, or is this what I am settling for?
2. If you knew that you had all the talent, ability and resources that you require to accomplish something beyond that which you are working on, what would that goal be? In the space provided, describe it in as much detail as possible.
3. At this point, what you have just written will be categorised as a 'Y-Type' idea. The fact that you want to do it, and you can mentally see it, definitely puts it in the 'Y category'. Without getting emotionally involved, keep this idea strictly in your conscious intellectual mind and begin to describe what your life would be like if you actually accomplished this goal. Play the 'if' game and list all the benefits that would accrue to you.





## **IF I DID THIS, THIS WOULD HAPPEN. IF I DID THAT, THAT WOULD HAPPEN**

List as many benefits as you possibly can, without getting emotionally involved. At this point you are not deciding to do it, you are just thinking about it. You are not disturbing your old paradigm at all.

4. Now play a mental game with yourself. Just suppose you looked at all the benefits a person would receive from going ahead with a goal they described, and you were making a written report to them advising them on how foolish they would be not to step out and move into action on the goal. What would you say to them? Put it in writing.



5. Now consider this; most people are reluctant to step out and act on a big idea for fear of what they will lose.

Everything you have is according to your level of conscious awareness and if you lost it all through an error of judgment, you would have it all back in a relatively short period of time.

Make a decision that you are going to break right through that 'Terror Barrier', but it must be real. This is referred to as 'Imagined Reality.' You must let yourself become emotionally involved with this big new goal and be ready to move. The moment you do this, fear, doubt and worry will speed straight into your mind.

Isolate these fears, doubts, and worries. List them in the space provided below:

### **FEARS, DOUBTS AND WORRIES**

6. You eliminate fear through intelligent action. Go back and analyse each of your fears and you will quickly realise they have no foundation. You have created them in your own imagination, therefore you can eliminate them. Realise the worst that can happen is never very bad, yet the best that can happen is incredible. Now take each one of the fears that you have just listed and in the space provided, explain what you are going to do about them. Get busy and do it. Break through the 'Terror Barrier' and enjoy the freedom which is and always has been yours.

## 4. READING ARTICLE

The Principle of Guidance – Adapted from Thomas Troward

If I were asked which of all the spiritual principles ranked first, I should feel inclined to say the 'Principle of Guidance', not in the sense of being more essential than the others, for every portion is equally essential to the completeness of a perfect whole. But in the sense of being first in order of sequence and giving value to all our other powers by placing them in their due relation to one another. "Giving value to our other powers", I say, because this is also one of our powers. It is that, which judged from the standpoint of personal self-consciousness, is above us; but which, realised from the point of view of the unity of all spirit, is part and parcel of ourselves. Because it is that infinite mind which is of necessity identified with all its manifestations.

**The interior powers are natural powers as much as the exterior ones.**

Looking to this infinite mind as a superior intelligence from which we may receive guidance, does not therefore imply looking to an external source. On the contrary, it is looking to the innermost spring of our own being, with a confidence in its action which enables us to proceed to the execution of our plans, with a firmness and assurance that are in themselves, the very guarantee of our success.

The action of the spiritual principles in us follows the order which we impose upon them by our thought. Therefore, the order of realisation will reproduce the order of desire. And if we neglect this first principle of right order and guidance, we shall find ourselves beginning to put forth other great powers which are at present, latent within us, without knowing how to find suitable employment for them – which would be a very perilous condition. For without having before us, objects worthy of the powers to which we awake, we should waste them on petty purposes, dictated only by the narrow range of our unilluminated intellect. Therefore, the ancient wisdom says "With all thy getting, get understanding."

The awakening to consciousness of our mysterious interior powers will sooner or later take place, and will result in our using them whether we understand the law of their development or not. Just as we already use our physical faculties whether we understand their laws or not. The interior powers are natural powers as much as the exterior ones. We can direct their use by a knowledge of their laws and it is therefore of the highest importance to have some sound principle of guidance in the use of these higher faculties as they begin to manifest themselves.

If, therefore, we would safely and profitably enter upon the possession of the great inheritance of power that is opening out before us, we must before all things seek to realise in ourselves that superior intelligence, which will become an unfailing principle of guidance, if we will only recognise it as such.

Everything depends on our recognition. Thoughts are things and therefore as we *will* our thoughts to be so, we *will* the thing to be. If then, we *will* to use the infinite spirit as a spirit of guidance, we shall find that the fact is as we have willed it, and in doing this, we are still making use of our own supreme principle. And this is the true understanding, which, by placing all the powers in their correct order, creates one grand unity of power directed to clearly defined and worthy aims, in place of the dispersion of our powers, by which they only neutralise each other and effect nothing.

**The action of the spiritual principles in us follows the order which we impose upon them by our thought.**

That is the 'Spirit of Truth' which shall guide us into all truth. It is the sincere desire of us reaching out after truth. Truth first and power afterwards is the reasonable order which we cannot invert without injury to ourselves and others. But if we follow this order, we shall always find scope for our powers in developing into present realities, the continually growing glory of our vision of the ideal.



## 5. ASSIGNMENT

Write your answers in the space provided below.

1. Think of a time in your life when you wanted to try something new and hit the 'Terror Barrier'. It could be anything. How did you feel? Did you follow through with your idea or did you give up?

2. If you followed through with your idea, how did you feel and what was the result? If you gave up on your idea, how did you feel and what was the result?

3. What would you do differently this time?

4. What big goals do you have right now that you would like to see happen in your life?

5. Write down six actions/steps you will take to achieve your goals:





# NOTES



# NOTES