

# Thinking

INTO CHARACTER

## LESSON SIX



### CREATING YOUR RESULTS

#### Creating the Environment That You Want

**"No one can make you feel inferior  
without your consent."**

Eleanor Roosevelt

A part of



## 1. OVERVIEW

We have learnt about the importance of self-image and how it controls everything about you. The way you walk, talk, how you meet and greet the world and how you hold yourself. The image you have is a reflection of your results.

**“Our self-image, strongly held, essentially determines what we become”**

**Maxwell Maltz**

Many people hold a negative self-image. Over 60% of us admit a lack of self-confidence which affects everything in our lives from school to interviews to careers to relationships.

In 1900, William James, one of America's earliest and greatest psychologists, said “The greatest discovery of my generation is that human beings can alter their lives by altering their attitudes of mind.”

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In 1960, Dr. Maxwell Maltz, the author of ‘Psycho Cybernetics’ also said “Self-image psychology is the greatest psychological discovery of my generation.”

Self-image, as we know it today, was first discovered by Dr. Maxwell Maltz who performed plastic surgery. He found that when he did surgery on a patient and removed or repaired some form of disfiguration to the person's face, there was not only a great change in the person's appearance, but there was also a noticeable psychological improvement.

Maltz also observed that with some patients, regardless of how successful the physical operation was, there was no psychological change at all. This led him to postulate that we actually have two images: one that reflects back to us from the mirror and the one that we hold in our mind. As the inner image is changed, the person's world changes.

Companies and corporations invest a considerable amount of money on their image, which we call branding. Just as individuals and corporations have images, teams have images. It's not uncommon to see a team involved in some sport that has no super stars, yet they win the championship. That is because each member of the team is operating with the same effective image of what they want and believe they can accomplish it.

This concept also operates just as effectively outside of sports with a team of people in a company. Approach it from any angle you choose, image is very important. When it comes to your personal self-image it is very important and it is something that can always be improved.



## 2. KEY HIGHLIGHTS

- You are programmed within the deep recesses of your mind with a perception of what you are, who you are and what you are worth. This is referred to as inner self-image. It is literally a control mechanism that determines what comes into your life and how well you do.
- You also have an outer image. It is the one that you project to the world by the way you walk, talk, dress and meet and greet other people. That image is the outer expression of the inner image.
- Your results are always a reflection of what is going on internally. If you have a negative or bad image of yourself, your results are going to be a reflection of that image.
- The self-image that is fixed in your subconscious mind will determine how the rest of the world will see you. You are the only person in the entire world that has the ability to alter or improve your self-image.



- Teams operate with an image the same way as individuals or organisations do. When a team chooses to improve their performance they must collectively work at improving the image of each team member thereby improving the team image.

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- There is an image of perfection that is resident in the centre of your consciousness. The more you move in the direction of that image, the more your life will improve. There is no end to the good that you can experience as you develop a greater awareness of the perfection that does lie within you.
- Small or large groups that come together as a team in a corporation or other organisation and perform effectively do so because they do not compete. They create.
- Fast moving, powerful, profitable organisations understand that people work better together. They encourage and educate people to be effective team members. Not only does the organisation win, so does every individual in the organisation. Individuals grow when they have the support of team members.
- When a team operates in a spirit of harmony toward the same objective, you have one of the most powerful forces in the world. Creative professional teams have difficulty differentiating between working and having fun, and they create results that really count.



### 3. WORKSHEET

1. If your external world is a mirror of your internal self-image, what is your external world telling you about your self-image?

2. How would you describe the self-image you project to the outside world? Is it a true image of how you feel about yourself? Or, are there differences between what you project and how you really feel about yourself?

3. How do you really feel about yourself? Do you have a positive self-image, or is there room for improvement?

4. Is your self-image a limiting paradigm, or is it empowering? What are the messages you hold about yourself in your self-image paradigm, in other words, what is your inner dialogue?





5. What do you like about yourself? What are the qualities that you really love about yourself?  
How can you bring these qualities out for your academic and personal development?  
How can you live these qualities more of the time?

6. Would you like to improve your self-image?

i. If so, call to mind a person you admire and respect, someone who has a positive self-image.

ii. Think about their qualities. Write out a description, in the present tense, of the qualities they have that you admire.

iii. Now, take that description and totally relax. Begin to see yourself as that person, act as if you literally become that person. Embrace this self-image. Begin to imprint this image on your subconscious mind.

iv. Identify one action or step you can take this week to integrate the qualities of this person into your life. What one action or step can you take to embrace these qualities, to embrace this positive self-image?



4. As you write about your current storyline, begin to imagine your film one month from now, three months from now, six months. How is your plot changing? What would you like to have happen in the film of your future?

5. How are the characters in your film all coming together to support you with the storyline that you desire?



6. How do you feel about the film that you are creating and how would you like to improve it?



## 4. READING ARTICLE

### Destiny In The Balance - Adapted by Earl Nightingale

Working hard is not enough. Your rewards in life will always match the level of your service. Input determines output. Seek to serve. You must not only work hard but work smart. Many people are ignorant of the principal law of cause and effect. For every action there is an equal and opposite reaction. Our rewards in life will always match our service. "As you sow, so shall you also reap." If anyone is dissatisfied with his rewards he needs to examine his service.

**Think not about future rewards but about present service.**

Each of us serves a portion of humanity or those we come into contact with. We serve others. Others serve us. We need each other. Every time we use a product or service, someone is serving us. Rewards are of the tangible type but also intangible such as happiness and peace of mind. Whatever it is you seek in the form of rewards, you must first earn in the form of service. The wood must be put in before you can get warmth. You cannot get maximum heat with too small a supply of wood. Think not about future rewards but about present service.

Discontent is measured by the distance between what you want and what you have. Constructive discontent results in an upward spiral. Determine what you want. Measure the distance between you and your goal and determine ways of increasing your service. People will be happy to supply you with the living you need if you will think of some way to serve them. Never seek to be given anything. Seek to serve in such a way that you will be rewarded. Start where you are. Our job is to do the sowing, the rest will take care of itself.

You can always tell what people have done by observing what they have. You can measure their contribution to society by society's contribution to them. My rewards in life will be in exact proportion to my service. "How can I increase my service today?" We must work intelligently, seeking ways to increase our service and thereby increasing our rewards. Do it now!

Succeeding takes time. It takes dedication, 100% commitment, and creative thought.

We must keep asking ourselves, "How can I broaden my service and, by so doing, increase my harvest/my rewards?"

All right, how can we correct the situation? William James gave us the answer. He wrote: "Either some unusual stimulus fills them with emotional excitement, or some unusual idea of necessity induces them to make an extra effort of will."

Let your goal represent the excitement. Your ideas and efforts will weigh down the service end of the scale. And the rewards must and will follow. They will be yours, they are yours, the moment you realise this truth!

As you sow, so shall you reap, all the years of your life.

If you are worried about your income or your future, you are concentrating on the wrong end of the scale. Look at the other end. Concern yourself only with increasing your service, with becoming great where you are and your income and your future will take care of themselves. Do not be like the person sitting in front of that empty fireplace and asking for the heat, you are asking for the impossible. Pile in the wood first and the heat will come as a result.

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Next time you are off by yourself in a quiet place, contemplate your plot of ground, your life, and begin to sow the seeds that will yield you a rich and abundant harvest.

In William James's essay 'On Vital Reserves', he wrote, "Compared with what we ought to be, we are only half awake. Our fires are damped; our drafts are checked. We are making use of only a small part of our possible mental and physical resources." Stating the thing broadly, he went on to write, "The human individual thus lives usually far within his limits; he possesses powers of various sorts which he habitually fails to use. He energises below his maximum, and he behaves below his optimum."





## 5. ASSIGNMENT

Write your answers in the space provided below.

1. Evaluate how effectively you are serving others now.

2. Note one major way in which you can increase your service today, knowing that your rewards in life must be in exact proportion to your service.

3. Assess whether you are working not only hard, but also intelligently.



## NOTES