

Thinking

INTO CHARACTER

LESSON THREE



THE POWER OF YOUR MIND

Using Your Mind to Get
The Results You Want

**“Whatever we plant in our subconscious
mind and nourish with repetition and
emotion will one day become a reality.”**

Earl Nightingale

A part of



1. OVERVIEW

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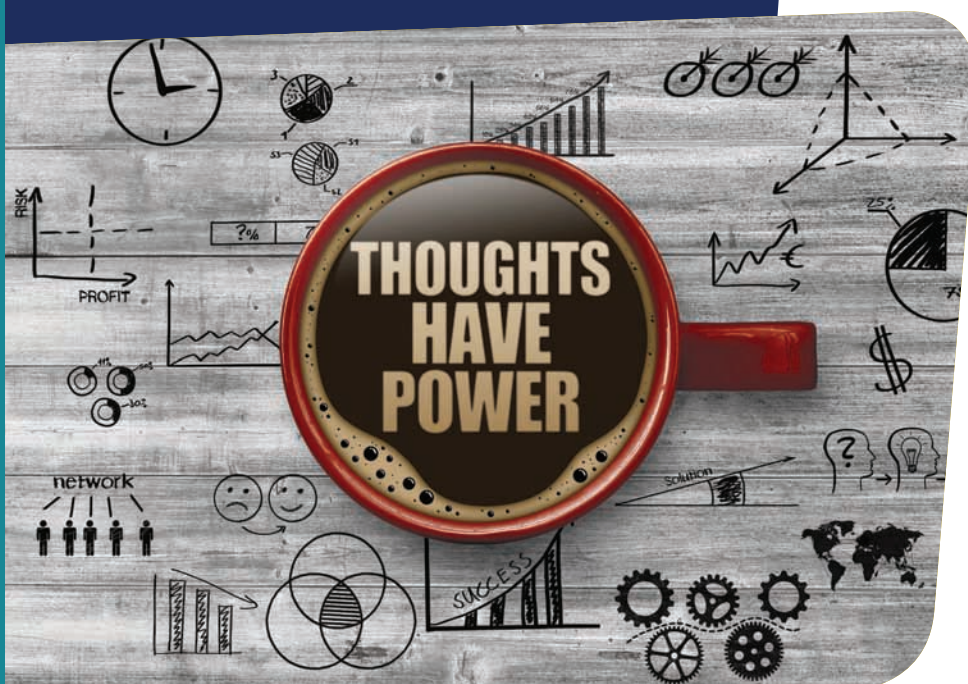
In this lesson, we are studying the power of your mind and how some of your habits can hold you back. These habits are also known as paradigms. When you understand how to build new positive paradigms to replace the negative ones that are controlling your life, your life will improve dramatically and you will see the results you desire.

"We form habits and then our habits form us."

Ralph Waldo Emerson

Our actions are based on our habits. According to researchers at Duke University, habits account for about 40% of our behaviours on any given day. Your life is essentially the sum of your habits, also known as paradigms. How well or badly you are doing in your studies? A result of your paradigms. How physically fit or unfit are you? A result of your paradigms. How happy or unhappy you are? A result of your paradigms. How successful or unsuccessful you are? A result of your paradigms.

Many people go through their life totally unaware of the existence of their paradigms or that they can even be changed. But this is not true.



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We went through some practical examples in this lesson of how you can change some of your paradigms. For example, instead of being a silent observer participate actively. Another example is to change your paradigm of being disorganised. It is the **repetition** of these habit changes, that will create new more positive paradigms that in turn will create great results in your life.

Your paradigms determine how you approach and react to the world around you, interpreting what you see and experience according to your knowledge and culturally determined guidelines. A paradigm tells you that there is a game, what the game is, and how to play it successfully. A paradigm shift, is a change to a new game, or a new set of rules. And when the rules change, the whole world will appear to be changing. In other words, change your paradigms and you will change the way you create your results.

“To ignore the power of paradigms to influence your judgement is to put yourself at significant risk when exploring the future. To be able to shape your future you have to be ready and able to change your paradigm.”

Joel Barker



2. KEY HIGHLIGHTS

- Paradigm is a term used to describe a mass of information that is programmed into an individual's subconscious mind, genetically at the moment of conception and then environmentally after birth. This information, or the paradigm, is then expressed in behavioural patterns producing the results a person gets in life.
- The paradigm is what structures a person's logic.
- As you gain a deep understanding of paradigms, it becomes obvious that logic on a conscious level and paradigms on a subconscious level, shape a person's perception and literally place them in a box beyond which they cannot see without the effective use of their imagination.
- The genetic conditioning is quite evident in a person's body. It is why they look so much like their relatives.
- Unfortunately, the paradigm has such an enormous influence over the use of a person's conscious faculties, if and when they use their imagination, they will generally unconsciously use it in a negative manner against themselves. An individual will create an image in their mind where they see the conditions and circumstance as the dominant role and they become subservient to them. This puts them in a position that prevents them from moving forward.
- In order for the individual to make a shift in logic and break out of that box to freedom; understanding, courage, and determination is required. This generally only happens with the assistance of a coach or a mentor.

Begin by identifying the results that you want to improve in your life.

- Paradigms are either positive or negative and are expressed in either positive or negative results. If a person experiences recurring negative results, it is important that they understand the cause of the problem does not lie with the circumstances or conditions outside of them; the cause is within — it lies with their paradigm.

- It is the paradigm that has attracted the conditions or circumstances that contribute to the problem. With the proper understanding an individual has the ability to change the paradigm.
- Becoming aware of paradigms and their limiting ability is not going to change your situation. At this point you have to become aware of how to alter paradigms and that will be covered in exercises outlined in your worksheets.

“People do not resist change, when it is their choice. People resist being changed.”

Michael Basch

- This takes us back to the point that a paradigm is a multitude of habits. Some of these habits are good, which produce desired results or results that you enjoy. It is the habits that form the negative aspect in the paradigm that require changing.
- Realising that your paradigm is a multitude of habits, and that habits require a considerable amount of attention and discipline before they are changed; the question then becomes which habit should we work on and how do we change it?
- Understand that results are the manifestation of an image held in your subconscious mind. It is a part of your perception of what you are capable of achieving or accomplishing. In the worksheets, we will lead you in an exercise that will show you how to change the paradigm.
- Improving habits and changing paradigms will have an effect on all areas of your life, not just your academic or professional life.
- If transforming paradigms can happen on an individual basis, it can be done on a group basis. When that happens, everything will start to improve.

To improve your results, read through the following points:

- i. You must believe your results can be improved.
- ii. You understand that your behaviour is causing your results.
- iii. Ask yourself what is causing your behaviour.
- iv. The **'Thinking Into Character'** programme will help you understand that to a large degree it is your paradigm that causes your behaviour.
- v. In reviewing your own performance you will become aware that the behavioural patterns that are causing the results you do not want are habitual.
- vi. Understand that paradigms are a multitude of habits. Habits express themselves in behaviour without any conscious thought. Taking into consideration that the paradigm is a multitude of habits, you will arrive at the conclusion that to establish new, improved, permanent results you must change your paradigm.
- vii. It is not uncommon to experience a temporary improvement in results; however, it seems they are always temporary, never permanent. This is because the improved behaviour that is causing the improvement in results is forced and cannot be sustained. The individual ultimately gives way to the old, habitual behaviour and quickly returns to the results they do not want.
- viii. For permanent improvement in results, the paradigm must be changed and in order to change paradigms you must change habits. If an individual attempts to change more than one or two habits at a time, they generally end up changing nothing.
- ix. It is a common mistake for an individual to merely eliminate a negative habit thinking the results will improve. If a negative habit is not consciously and deliberately replaced with a positive habit then another negative habit will automatically replace it.
- x. To change your results you should select one or two habits that require changing and immediately begin to move into action.





3. WORKSHEET

Use two sheets of your own paper for the first part of this worksheet as you will need to destroy it afterwards.

Go back to the first exercise in the worksheet for Lesson 2 and on a clean sheet of paper, rewrite the detailed description of the results you are getting that you do not want.

Also go back to the second exercise in the Worksheet for Lesson 2 and on another blank sheet of paper rewrite all of the Non-Effective Activities (NEAs) you identified in as much detail as possible.

Then on the lines below rewrite the detailed description of the results that you do want.

On the lines below also rewrite, in as much detail as possible, all of the Effective Activities (EAs) you identified to replace the Non-Effective Activities (NEAs).



Then take the two sheets of paper with the unwanted results and the NEAs and shred them. The shredding is merely symbolic and it is the idea behind it that's important. As you are shredding the sheets of paper, mentally release them. Hold an image of yourself actively involved in the EAs that you have selected to replace the NEAs.

A good example is of a student at college who was disappointed with his low grades. He acknowledged that he was wasting much of his valuable time playing computer games when he should be studying. He dug into his paradigms and recognised that he was programmed with low self-esteem. He played computer games to gain a sense of achievement.

His poor grades made him feel worthless and so he escaped into a virtual world where he could make a difference. Minecraft, World of Warcraft, Football Manager – you name the game and he was one of the top players! But no such success at college...

“Commit your non-effective activities to paper and physically shred and mentally destroy them. This is very powerful.”

Upon deep reflection, he realised his gaming addiction further exacerbated the poor grades as he used his free time to game and not to study. To fix this, he wrote out his present behaviour of gaming and not putting in the necessary revision time. He then shredded the piece of paper that this negative behaviour was captured on. As the paper was being ripped apart, the student saw himself replacing the gaming addiction to instead studying his subjects every day and every weekend during his free time.

You see, to facilitate change, the negative NEAs must be replaced with EAs. This change of paradigm caused a huge shift in results for the student. This student went from failing grades to ‘B’ grade average in just a matter of weeks! Eventually he also got his gaming addiction under control and now only plays as a reward when he has completed his revision.

The next exercise is a truly liberating concept and although it is being used for a specific purpose here, you can adapt it to any area of your life. The benefits for following these instructions will be huge, however, discipline together with determined action will be required for you to replace the habits in order for your desired results to manifest.

In preparing yourself to move to a new dimension of productivity, firstly totally relax as we did during the Lesson 1 exercise in this guide.

You are about to begin reprogramming your subconscious mind. The strategy to accomplish this is extremely effective.

Your subconscious mind is totally deductive, meaning it has no ability to reject; it will accept whatever you impress upon it as reality regardless of whether it is imagined or real.

Visualise a channel of energy flowing into the top of your head, circulating through your head and down into every area of your entire body. As this energy freely flows to and through you, circulating into every molecule of your being, let your body become very light. Mentally envision yourself already in possession of the results that you desire. Really see the picture.

In the space provided, make a written description of yourself in possession of all the good that you desire. State how you feel and write in the present tense.

Write so clearly that if a stranger were to read the description, the words would create an image in the reader's mind that would be identical to the image you are holding in your mind.





4. READING ARTICLE

Acres Of Diamonds - Adapted from Earl Nightingale

The mind is the richest human resource. It is a gold mine of ideas. Ask yourself every morning, "How can I increase my service today?"

Russell Conwell wrote 'Acres of Diamonds', a true story of an African farmer who heard of others who had made millions by discovering diamond mines. He sold his property and travelled the continent for many long years in search of diamonds until at last, old, weary and discouraged, he threw himself into a river and drowned. Meanwhile back at the old farm the new owner found a large brilliant rough diamond in the creek. A friend told him he had found one of the largest diamonds ever. His creek was filled with such stones.

Needless to say the farm the first farmer had sold so that he might find a diamond mine turned out to be the most productive diamond mine in the entire African continent. The first farmer had owned free acres of diamonds. He should have searched his own property thoroughly before moving on. He had not even looked.

Each of us is at this moment standing in the midst of his or her own acres of diamonds. Explore the pasture you are in. Do not run from one thing to another forever looking for the pot of gold. Stay where you are until you find what you seek. Let your mind thoroughly explore the possibilities in what you are presently doing.

Each morning, as you get ready, ask yourself this question:

"How can I increase my service today?"

Then, during the hour a day you set aside for study and research, make notes and think about your studies, about your future career and about people. You'll gradually begin to get better and better ideas for improving your service.

Remember these words: **No man can become rich, without enriching others. Anyone who adds to prosperity—must prosper in turn.**

Think of ways and means by which you can increase your contribution to your studies, your job, your world and those who you serve. You will begin to notice a wonderful change in your world.

The minute you adopt this attitude you have joined the top 3% of the people in the world. You have virtually removed all competition. You are creating, rather than competing. You are affecting life, rather than just being affected by it. You are becoming a creator and a giver to life, instead of just a receiver.

Do not run from one thing to another forever looking for the pot of gold.

By taking this attitude towards your work, your future company and industry, you're automatically taking care of two vital parts of successful living.

First, you'll find yourself becoming more interested and enthusiastic about your work and its future and both interest and enthusiasm are contagious.

And second, you're building financial security which will last a lifetime. So, keep this thought in mind as often as you can.

Somewhere in your present work or studies there lurks an opportunity which will bring you everything you could possibly want for yourself. It will not be labelled "opportunity." It will be hidden in common, everyday items, just as was the hairpin with which a man fashioned the first paper clip, or the dirty drinking glass which triggered the paper cup industry.

There were good reasons why you chose your present work or study in the beginning. If not, then it may be time to move on to another field. Find acres of diamonds hiding. The diamonds of opportunity are there but they cannot shout. Our job is to find them. We must think of better ways to serve, right where we are. Look at your work through eyes of 'intelligent objectivity.' Leave no stone unturned. There are better ways to do what you are presently doing. Keep things stirred up. Overcome! Prevail right where you are. Stay and get rid of your problems. Think every day of a way to mine your own acres of diamonds.



5. ASSIGNMENT

Write your answers in the space provided below.

1. What is your acre of diamonds? Take your time and really think about it.

2. What might someone else say about your life and your opportunities?

3. List the opportunities that surround you now. Brainstorm; write down whatever comes to mind.

4. How can you increase your knowledge?

5. How can you improve your performance now?



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