

Thinking

INTO CHARACTER

LESSON TWELVE



IT'S EASY TO WIN

The Secret to Increasing the Power of Your Mind

“Remember it takes no more effort to aim high in life, to demand abundance and prosperity, than is required to accept misery and poverty.”

Napoleon Hill

A part of



1. OVERVIEW

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In Lesson 12, we learnt it is easy to win if we take our life one day at a time. A successful life is nothing more than repeated successful days combined together. To break it down, our life consists of years, months, weeks, days and then even further to the activities and tasks of each day. This builds towards our goals and a successful life, day by day.



Imagine the Burj Khalifa building in Dubai, which at the time of this publication is the tallest building in the world, proudly standing at 829.8 metres tall which is just over an incredible half a mile high! There are 24,348 windows which takes 36 workers three to four months to clean the entire exterior. Can you imagine when this building was literally nothing, just an empty plot of land? In fact, the first phase was to dig to a depth of 43 metres in order to pour in 12,500 cubic metres of concrete to support the building. Although it was, of course, one day at a time, it was not one task at a time that achieved this goal. There were many activities and tasks going on simultaneously to build this record-breaking building.

So it is with your life. You can also literally multiply your effectiveness and get exponential results.

But how can you multiply your effectiveness and results? We are going to examine the methodology in Price Pritchett's famous book titled 'You²' in which he shares that you can achieve an, "explosive jump in your personal performance that puts you far beyond the next logical step." Every great person at some point has made a decision that they are not going to settle for another logical step. They want an explosive jump. They have become aware that they truly do have potential. They can do great things. And they are going to do great things, regardless of what anyone thinks or possibly how many failures they have had in the past.

Making high velocity moves should be something we decide right now that we are going to learn how to execute.

Pritchett also says, "It is a formula for stunning advances in achievement and the realisation of your dreams." Formulas are helpful things. They simplify complicated, misunderstood concepts into easy terms. Here we are talking about stunning advancement in achievement.

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Imagine what that would mean to you? It gives your dream a strategy; a strategy that will turn your dream into a physical realisation.

'You²' is not something you speed read. It is something to digest, to really reflect upon.

Price Pritchett adds, "The concept is one of exponential gains, rather than incremental progress. You might compare it to multiplying instead of adding — it means a geometric progression in your effectiveness."

Now really think about what he is saying. You see the higher side of your personality would truly love to multiply your effectiveness. This idea of only getting five to ten percent increases every year is pretty outdated. We are living in the space age, the age of quantum physics, space travel, instant communication. Let that run around your mind for a moment. You will not only like the idea of multiplying your effectiveness, it will start to settle in your mind and begin to feel very achievable.



Pritchett went on to say, "That is exciting as well as provocative, but it gets even better." Pritchett explained, "Remember, quantum leaps can come without apparent effort. These are high velocity moves that carry you to dramatically higher performance levels without a time-consuming struggle."

What Price Pritchett explained in that statement, spells promise in great big letters. In fact, it spells power, possibility and promise. This kind of thinking and living definitely resonates with the essence of who we are. According to the best estimates of the wisest among us, no one can accurately guess at our potential. Making high velocity moves should be something we decide right now that we are going to learn how to execute.

"Never think linear about the future. Think in terms of leaps. Always expect the unexpected."

7 Wonders of Joyful Jubilant Learning



Price Pritchett said, "Quantum leaps seem to violate common sense... utterly!"
It is clear that this kind of thinking does violate common sense.

Thinking Into Character is a programme that is designed to cause you to move beyond common sense. Top level performers do not think in the logical way or the way it has always been done.

You must keep in mind that your paradigm controls your logic. If you are going to be making high velocity moves that carry you to dramatically higher levels of performance, you are going to have to rid yourself of the logic that is controlling you and probably everyone you associate with.



The Wright Brothers were not logical. Hillary would never have reached the top of Mount Everest. In fact, he would have never left the base camp if he was letting logic control him. And if you want your dreams to manifest, your results to multiply, you are going to have to let go of logic, for now anyway.

Pritchett continued, "The idea of 'moving to a higher orbit' and skipping several rungs on the achievement ladder in the process, strikes people as far fetched, maybe even outrageous." Pritchett is so accurate with that statement. If you have spent any time discussing some of the big moves you are dreaming about with other people, they are usually shot down by the masses as impractical and ridiculous.

**Invariably, quantum leaps are not complex or intricate maneuvers.
They tend to be simple, energy efficient and time saving.**

This is precisely why you have to be so very careful in selecting the people that you want to brainstorm with, your own inner circle. Remember, the masses are controlled by paradigms.

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The geniuses of the past: Edison, Ford, Einstein were not considered geniuses by their neighbours. They were very likely viewed as heretics, maybe bordering on insanity at times! It is generally only after people of this nature are gone, that they are elevated to the status 'genius'. The Wright Brothers were a couple of crazy young bicycle mechanics from Dayton, Ohio who were thought to be mentally unbalanced at times, even by their own father.

Now let us take a look at what Price Pritchett says after a person achieves great things. He writes, After the fact, quantum leaps may be viewed as practical, sensible, even obvious moves, but they typically do not come to you as the obvious moves at the moment. Usually it is in retrospect that you perceive their hidden logic and elegance. Invariably, quantum leaps are not complex or intricate manoeuvres. They tend to be simple, energy efficient and time-saving. Great advances come about when people have a deep understanding of their true potential and a tremendous desire to lead others to greater levels. They refuse to let logic control them and spend their days thinking in new dimensions, all the time performing at their very best at whatever they are doing.



If you are not already living this way, make up your mind that you are going to begin now. Turn it into a habit, you may decide to do it for half a day at a time. Start in the morning and give it everything you've got until noon. Then at noon, start over again and give it everything you've got until the end of the day. Then, wake up tomorrow and start the same process over again.



2. KEY HIGHLIGHTS

- Trying harder is not necessarily the solution to achieving more. It may not offer any promises in terms of getting what you want out of life. Sometimes in fact, it is a big part of the problem. If you stake your hopes on a breakthrough by trying harder than ever, you may ruin your chances for success.
- We have been programmed as part of our paradigm, part of our habitual behaviour, to take logical, progressive steps.
- 'You²' is an explosive jump in your personal performance that puts you far beyond the next logical step. The concept is one of exponential gains rather than incremental progress.
- Quantum leaps come without apparent effort. These are high velocity moves that carry you to dramatically higher performance levels without a time consuming struggle. Quantum leaps can happen by applying the concepts in this toolbox.
- Every challenge is a learning opportunity. Get excited about the opportunities to learn.
- Be very selective about the people with whom you share your dreams or thoughts of 'You²'. The vast majority of people have no understanding that they truly do have the potential to multiply their effectiveness.

Every challenge is a learning opportunity. Get excited about the opportunities to learn.



3. WORKSHEETS

1. What goal do you really want to achieve?

2. How can you think in a different, non-logical way to achieve it?

3. What steps would you take? How can you multiply your effectiveness?

4. What do your results look like?



4. READING ARTICLE

The Common Denominator of Success - Adapted from Albert E.N. Gray

Several years ago, I was brought face to face with the very disturbing realisation that I was trying to research and explain what it took to be a success in sales, without knowing myself, what the secret of success really was. And that, naturally, made me realise that regardless of what other knowledge I might have brought to my job, and to others, I was definitely lacking in the most important knowledge of all.

Of course, like most of us, I had been brought up on the belief that the secret of success is hard work. Despite this, I had seen so many people who worked hard and didn't succeed and others who succeeded without working hard. Because of this, I had become convinced that hard work was not the real secret, though in most cases it might be one of the requirements.

Given my background and training, I began trying to explain success by reviewing all relative research on topics such as motivation, behaviour, performance and job satisfaction. Next, I set out on a voyage of discovery, which carried me through thousands of books, magazine and newspaper articles, biographies and autobiographies. I then conducted numerous research studies over a 20-year period.

Because successful students do things they do not like to do, they are able to achieve their goals.

After a time; theory, research results, and hearsay overwhelmed me. Then, one day as I was day dreaming, everything I had done came into focus. My mind focused on the realisation that, the secret I was trying to discover, lay not only in what people did, but also in what made them do it.

I realised further that the secret for which I was searching, must not only apply to every definition of success, but since it must apply to everyone to whom it is offered, it must also apply to everyone who had ever been successful. In short, I was looking for the common denominator of success.

But this common denominator of success is so big, so powerful, and so vitally important to your future and mine, that I'm not going to review all of the writings and research, which have brought me to the common denominator of success; I'm just going to tell you.

People are creatures of habit. Every single qualification for success is acquired through habit.

The common denominator of success – the secret of success of everyone who has ever been successful – lies in the fact that the person formed the habit of doing things that others don't like to do. It's just as true as it sounds and it's just as simple as it seems. You can hold it up to the light, you can put it to the acid test, and you can kick it around until it's worn out, but when you are all through with it, it will still be the common denominator of success, whether you like it or not.

It will explain why people have come with every apparent qualification for success and then given us our most disappointing failures. It explains why others have come in and achieved outstanding success in spite of many obvious and discouraging challenges.

And since it will also explain your future, it would seem to be a good idea for you to use it to determine just what sort of a future you are going to have. In other words, let's take this big, all-embracing secret and boil it down to fit you.

If the secret of success lies in forming the habit of doing things that others don't like to do, let's start the boiling down process by determining what are the things that others don't like to do. The things that others don't like to do are the very things that you and I and other human beings, including successful students, naturally don't like to do. In other words, we've got to realise right from the start that success is something which is achieved by the minority of people and is therefore unnatural; it is not achieved by following what we normally like and don't like, nor by being guided by natural preferences and prejudices.

The things that others don't like to do, in general, are too many and too obvious for us to discuss here, and so, since our success is to be achieved, let us move on to a discussion of the things that we don't like to do. Here too, the things we don't like to do are too many to permit specific discussion, but they can all be disposed of by saying that they all stem from one basic dislike.

Perhaps you have been discouraged by a feeling that you were born subject to certain dislikes peculiar to you, which successful students do not possess. Perhaps you have wondered why it is that our best students seem to like to do things that you don't like to do. They don't! And I think this is the most encouraging statement I have ever offered to a group of students.

But if they don't like to do these things, then why do they do them? Because successful students do things they do not like to do, so that they are able to achieve their goals. They are not influenced by how they reach these goals, but rather by the results they can obtain. Successful students are influenced by the desire for pleasing results. Others are influenced by the desire for pleasing methods and are inclined to be satisfied with such results as can be obtained by doing things they like to do.

Any resolution or decision you make is simply a promise to yourself, which isn't worth anything unless you have formed the habit of making and keeping that promise.

Purpose

Why are successful students able to do things they don't like to do while others are not? Because successful students have a purpose strong enough to make them form the habit of doing things they don't like to do.

When Top Students Slump

Sometimes even our best students get into a slump. When a person goes into a slump, it simply means he/she has reached a point at which, for the time being, the things he/she doesn't like to do, have become more important than the reasons for doing

them. And I suggest to you, that when you go into a slump, the less you talk about production, and the more you talk about 'purpose,' the sooner you will pull yourself out of the slump.

It's not Enough

Many people with whom I have discussed this common denominator of success, have said at this point, "But I'm just trying to get a degree to improve my circumstance. Isn't that enough of a purpose?"

No it isn't. It isn't a sufficiently strong purpose to make yourself form the habit of doing the things you don't like to do, for the very simple reason, that it is easier to adjust to the hardships of getting by, with a mediocre school performance, than it is to adjust ourselves to the hardships of excelling. If you doubt me, just think of all the things you are willing to go without in order to avoid doing the things you don't like to do. All of which seems to prove that the strength, which holds you to your purpose, is not your own strength but the strength of the purpose itself.

Habit is The Key

Now let's see why habit belongs so importantly in this common denominator for success.

People are creatures of habit. Every single qualification for success is acquired through habit. People form habits and habits form futures. If you do not deliberately form good habits, then unconsciously you will form bad ones. You are the kind of person you are because you have formed the habit of being that kind of person. The only way you can change is through habit.

Perhaps you have attended classes in the past and have been determined to do things that would make you successful, or more successful, only to find your decision or determination waning at just the time when it should be put into effect or practice.

Here's the answer. Any resolution or decision you make is simply a promise to yourself, which isn't worth anything unless, you have formed the habit of making and keeping that promise. And you won't form the habit of making it, and keeping it, unless you link it with a definite purpose, that can be accomplished by keeping it right at the beginning. In other words, any resolution or decision you make today, has to be made again tomorrow, and the next day and the next, and so on.



This decision not only has to be made each day, but it has to be kept each day, for if you miss one day in the making or the keeping of it, you have to go back and begin all over again. But if you continue the process of making it each morning, and keeping it each day, you will finally wake up some morning a different person, in a different world, and you will wonder what has happened to you and the world you used to live in.

You Have a Purpose

Here is what has happened. Your resolution or decision has become a habit and you do not have to make it, on this particular morning. The reason you seem like a different person, living in a different world, is because you have, for the first time in your life, become master of yourself and your likes and dislikes. This is done by surrendering to your purpose in life. That is why behind every success there must be a 'purpose,' and that is what makes purpose so important to your future. In the last analysis, your future is not going to depend on economic conditions or outside influences of circumstances over which you have no control. Your future is going to depend on your purpose in life. So let's talk purpose.

What is One's purpose?

Purpose is something set up as an object or end to be attained. Occasionally purpose is referred to as someone's personal mission statement. In setting your purpose, or mission statement, first create an imaginary ideal life you would like to live, in every respect. Your ideal life should be based upon who you are, and where you are going in life. Let yourself dream big dreams. Let your mind float freely into the future.

Wants or Needs?

Human beings are motivated by needs and wants. A person's needs result from a lack of something desirable, such as food, car, clothes, or shelter. Wants are needs learnt by the person. They are often seen as emotional or psychological and not practical. For example, people need transportation, but want a car instead of a horse or a bicycle. Most people want a luxury car instead of an inexpensive used car or truck. Instead of watching the game on television, some want season tickets at the Cowboy's Irving Stadium. Instead of a five room house, some want a twelve room house on two acres of land. Instead of working until one is 80, some want to retire at an earlier time in their life, mainly because they have not made their job satisfying for themselves.

Make Your Purpose Based Upon Wants

Remember, needs are logical while wants are emotional. Your needs only push you just so far. When your needs are satisfied, they will stop pushing you. If, however, your purpose is in terms of wants and desires, then your wants and desires will keep pushing you long after needs are satisfied and until your wants and desires are fulfilled.

Your future is going to depend on your purpose in life.

Recently, I was talking with a young man, who long ago discovered the common denominator of success without realising it. He had a definite purpose in life and it was definitely a sentimental or emotional purpose. He wanted his boy to go through college without having to work his way through as he had done. He wanted his little girl to avoid the hardships, which his own sister had to face in her childhood. He wanted his wife and the mother of his children to enjoy the luxuries, comforts, and even necessities, which had been denied to his own mother. He was willing to form the habit of doing things he didn't like to do in order to accomplish this purpose.

Not to discourage him, but rather to have him encourage me, I said to him, "Aren't you going a little too far with this thing? There's no logical reason why your son shouldn't be willing and able to work his way through college just as his father did. Of course he'll miss many of the things that you missed in your college life and he'll probably have heartaches and disappointments. But if he's any good, he'll come through just as you did. And there's no logical reason why you should slave in order that your daughter may have things which your own sister wasn't able to have, or in order that your wife can enjoy comforts and luxuries that she wasn't used to before she married you."

He looked at me with a rather pitying look and said, "But Mr. Gray, there's no inspiration in logic. There is no courage in logic. There is not even happiness in logic. There is only satisfaction. The only place logic has in my life is in realisation that the more I am willing to do for my wife and children, the more I shall be able to do for myself."



5. ASSIGNMENT

Write your answers in the space provided below.

1. What does success mean to you?

2. How hard are you willing to work to achieve success?

3. What habits do you need to implement to achieve success?

4. Do you think your new habits will be difficult to implement? If so, what steps can you take to make sure you can repeat them each day so that your actions develop into habits?



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