

Thinking

INTO CHARACTER

LESSON TWO



BRIDGING THE GAP

Knowing vs Doing

**“Knowing is not enough, we must apply.
Being willing is not enough, we must do.”**

**“It has long since come to my attention
that people of accomplishment rarely
sat back and let things happen to them.
They went out and happened to things.”**

Leonardo da Vinci

A part of



1. OVERVIEW

NOTES



When you study both of Leonardo da Vinci's quotes a few times you will see just how insightful and ahead of his time he was. Anyone can learn something, and anyone can know something. The successful person takes the next step and does something with what they have learned.

We really don't need more information to do better in our lives. We just have to start doing what we already know how to do.

Many of us are confronted with the same challenges every day. We are doing things we do not want to do, getting results we do not want to get and for some strange reason we continue to do them anyway.

Think about things you are doing which you know are not producing the results that you want. Then think about the results that you do want in your life and what you need to do to achieve them.

For instance, would you would like to get on to a course at university or gain a promotion or even start your own business? I imagine you will have a desire for at least one of these goals. You know what you need to do, but are you doing it? You know you need to study more effectively, to improve your understanding, to really focus; to wake up earlier **every** day excited and full of ideas about how you can progress further to achieve these goals.



We spoke of J K Rowling's literary success in this lesson. And how there must be so many other talented 'would be' authors out there who start their great ideas for a potential best seller. They start with the very best intentions, waking up early each day to draft their story but after a couple of weeks they give up. They know if they made the effort to continue writing, they too could have great success. But they stop 'doing'. Why?

NOTES

You could walk into any institution anywhere in the world and find individuals who are involved in activities on a daily basis, who are producing results they do not want. You will find people who are hugely overweight who desperately want to lose weight and yet they will not do daily exercise and instead continue to eat junk food that just adds on more pounds. You will find people smoking who say they would do anything to give up and yet every time you see them, they are lighting up another cigarette.

You will find many individuals, students and learners who are very stressed that they are not achieving what they desire but they are not taking the actions that successful people follow - such as scheduling structured times to work on their own goal or going the extra mile. Not to mention saying 'no' to some of their social life demands or online activities so that they can accomplish their goals. Success comes by doing certain things in a certain way, **but every day**. Once you master this technique, which you can do by following '**Thinking Into Character**', success can be predictable.

All these individuals clearly know how to do better and yet they are not doing it and they do not know why.

In this lesson and the next lesson, we are going to talk about the 'why'. Why do we continually do or not do things that produce results we do not want? The cause of our problem lies in our paradigms. Paradigms are a multitude of deep-rooted habits which we inherited at birth in our genes and also as a result of our environment in our early years of life. If you are not familiar with the word, do not worry about it. Many people are not aware of their paradigms or what it means. However, as you start to understand it, your whole life will begin to change.

Changing a negative paradigm to a positive one is the equivalent of removing 10 kg ankle weights from a runner. Imagine how hard it would be to run with two x 10 kg ankle weights above each foot? The effort it would take to lift each leg up in quick succession would be very difficult and painful. Even a top athlete could only realistically manage no more than one mile in an hour and would be totally exhausted. Without these heavy shackles, an average runner could run at least 10-15 miles per hour. What a difference that makes!





NOTES

It is the same with paradigms. Paradigms keep us operating at less than one mile an hour even though there is potential for at least 10 to 15 times this. We never get up to the speed we are capable of.

Are you ever puzzled when you see a person of average intelligence producing extraordinary results? Here is where you can solve the mystery. That individual has either consciously or unconsciously changed the paradigm which enabled them to produce the results you are observing. When you have an awareness of how the paradigm functions, you can start taking control of the results you are getting and go after the goals that you want.

Paradigms keep people operating at one mile per hour even though there is infinite power within them. We never get up to the speed we are capable of and if we did, we would astonish ourselves!



This lesson has the potential of being a real turning point for you. With very little effort on your part, you can literally multiply your effectiveness. You have already taken the time to gain an understanding of how to do what you do more effectively. Now all you have to do is override the old paradigm and watch your effectiveness skyrocket. However, you must keep in mind how powerful paradigms are. They have the tendency to talk you out of doing the very thing that you decide to do. This is where persistence comes in.

Napoleon Hill wrote an entire chapter on persistence in his book 'Think and Grow Rich'. Right at the beginning of the chapter he said, "There may be no heroic connotation to the word 'persistence,' but the quality is to the character of man as is what carbon is to steel." I strongly encourage you to read this book which is also listed in the Appendix titled 'Suggested Reading'. The book details for this, and the other recommended books on the Suggested Reading list, can be obtained by e-book to allow you to get reading straight away.

2. KEY HIGHLIGHTS

- There is an enormous difference between what most people know and what they do. We receive schooling for many years in a system where the focus is on taking in information and then recognising the student for how much they can remember. However, we are now living in a world that really isn't very interested in what you know. In fact, the only people who are being recognised today are the ones who can do things, who get the job done.
- There are two parts of the mind that we will focus on during this lesson. One part is the conscious mind. The second part is the subconscious mind. The conscious mind is connected to the world around us through our senses. We can hear, see, smell, taste and touch. And we have been raised to live through our senses to gather information, which is principally what we have been trained, or conditioned to do. The subconscious mind is the part of the mind that expresses whatever is impressed upon it. The expression is what we refer to as doing. For the purpose of this lesson, you could say the subconscious mind is in control of the doing.
- A paradigm is a multitude of habits. A habit is an idea that is fixed in a person's subconscious mind that causes them to do something without any conscious thought. A paradigm is what causes our habitual behaviour.
- At times we do things we do not want to do, get results we do not want, but do it anyway. This is because of the paradigm in the subconscious mind that controls our actions or behaviours.
- For a person to experience permanent change in their personal, academic and professional life, there must be a change in the primary cause of their results. A common error is trying to change results by changing behaviour. When this happens, the change is generally temporary. Although behaviour causes results, it is a secondary cause. **The primary cause is the paradigm.**
- If we start to understand the paradigm, we start to understand the power of habit. We can start to change when we understand how the subconscious mind is programmed.
- Knowing is not enough to get results. Results come from behaviour, and behaviour is caused by the paradigm. The results tell an interesting story, they tell the world an interesting and true story of how the person is programmed.
- In our academic, professional and personal life, when we become open and honest in recognising our programming, or paradigms, we can begin to change the programming and significantly improve results and indeed our character.

A common error is trying to change results by changing behaviour. When this happens, the change is generally temporary. Although behaviour causes results, it is a secondary cause. The primary cause is the paradigm.

- As a paradigm is changed, the behaviour changes, the results change and character changes.
- When you understand paradigms it will become obvious that high achievers are not successful primarily because of what they know, but rather because of what they do. This is because they have learned how to master the knowing-doing gap. Their paradigms, one way or another, have been aligned with the results they desire. It is their paradigms that are producing the results.
- When you focus on the paradigm it will help you to understand why you're doing what you're doing and everything will start to change.



3. WORKSHEETS

Think of any situation where you are not getting the results you want. In as much detail as possible describe this situation.

1. Now, in as much detail as possible, describe the same situation, but in the way you truly want it to be. Clearly write this description in the present tense.

2. Review the results that you described. Highlight all the actions you wrote in both your descriptions. To assist you in improving this situation, we will be dividing these activities into two areas: **Non-Effective Actions** referred to as **NEAs** and **Effective Actions** referred to as **EAs**. Of course, the objective is to turn all **NEAs** into **EAs**.

It is important for you to be objective during this exercise. Recognise all **NEAs** and describe them in as much detail as possible. After you have described an **NEA**, immediately describe the **EA** that could replace it.

NEA

EA

NEA

EA

NEA

EA

NEA

EA

Now ask yourself, "If I turn all the **NEAs** I recognised into **EAs**, would I get the results I want?"

4. READING ARTICLE

How Much Are You Worth? - Adapted by Earl Nightingale

A Du Pont scientist said that the atoms of your body contain a potential energy of more than 11 million kilowatt-hours per pound. By this estimate, the average person is worth about \$85 billion.

Add to this the fact that to try to reproduce your mind mechanically would cost billions of dollars and you begin to see yourself for what you really are. An amazing, infinitely valuable creature. And not only are you immensely valuable as a human being, you are unlike any other human who ever lived, or ever will live. You are unique.

Here's a new view of you. You have tremendous potential. You are much more than meets the casual eye. You are unique. Every person is building a life and thus is really in business for themselves. Think of yourself as a business, which you must increase. You must not concern yourself with the past but with the present and future. You cannot go back and you cannot stand still. You must grow or move forward.

In this decade the emphasis will not be on necessities but far above them. The consumer market will expand 50% or more. Companies will emphasise research and development. Your future is unlimited. Your future is bright. Get on board.

**You have tremendous potential.
You are much more than meets
the casual eye. You are unique.**

Will you grow or go? You can't stand still. To grow at 10% per year means a company will double in size in about eight years. What are you doing to double your size? Can you grow and improve as a person at least 10% per year? Of course you can! You need only put out 10% more service to get back 10% more reward. So why settle for just 10% growth? Do twice as much and you will receive twice as much. 95% of people do not know this and so will not do this. You have an advantage. Knowledge is power! To stay vital, ongoing education is vital.

Tomorrow is a brand new day. You have no more nor less time than anyone else to work with. Right now, begin to think of ways in which you can begin to increase your effectiveness, raise your production, knowing that by doing so you're automatically pre-setting your rewards.

Learn to enjoy every minute of your life. BE HAPPY NOW. Don't wait for something outside of yourself to make you happy in the future.

Each day that comes to you, beginning with tomorrow, offers you a clean, brand new page on which to write the story of your life. Forget the past; it's gone. Don't concern yourself with the opportunities you may have missed in the past (this is true of everyone) but reach out and take each new day as it comes and ask yourself, "How can I best use this day?"

Learn to enjoy every minute of your life. Be happy now. Don't wait for something outside of yourself to make you happy in the future. Think how really precious the time is you have to spend, whether it's at work, or with your family; every minute should be enjoyed, savoured. A human life is really nothing more than a collection of minutes, hours and days. These are the building materials... and it's left strictly up to us to determine the kind and size of structure we build.

How much time are you giving to self-improvement? How can you sell yourself better, get along with others more, increase productivity? How can you see more people every day? Will you be average or above average? Will you be good or great? Activity must precede accomplishment.



5. ASSIGNMENT

Write your answers in the space provided below.

1. Analyse your worth as a one-person corporation in your research and production. Then write down ways in which you can improve in both of these areas.

2. How are you doing in research? (For example, are you implementing regular study time?)

3. Plans for improvement:

4. How is your productivity? Are you spending an hour a day brainstorming? Are you putting the best of these ideas to work to increase your productivity? Are you more productive and more effective this year than you were last year? Are you growing and improving every year?



NOTES



NOTES