

CHAPTER 13

STIMULI

The meaning of the word stimuli is linked to another word, transmit. In the English language, transmit means the transferring or changing of one element of a form of energy into another. The stimuli and emotions are linked to this, and Dad talked about this a lot when I was young, just as Hill wrote about these ideas. Dad used to say that there are various stimuli that the human mind responds to, whether it is high rates of thought energy, enthusiasm, creative imagination or an intense desire to achieve.

When I was at school, Dad said that my mind needed to be controlled within the environment as there were so many distractions. So, it is physical, emotional and intellectual stimuli that we are talking about in this chapter, even urges. Love is a stimulus, as is the burning desire for fame and power – we see many people chasing fame and power, and others chase money, though that tends to be less important than fame and power nowadays.

Having good friendship groups and working towards harmony is a stimulus. On the other hand, suffering, such as the experience of those that are persecuted, is also a stimulus. That is something I can talk about from the bad experiences I had in Sri Lanka. I was conscripted and suffered at the hands of one of the local militant groups. I do not want to dwell on that, but it was a major emotional drain on me at the time, and Dad provided great support.

Imagination and fear are also stimuli. Dad said that if you are afraid, suddenly you will do things that you may not do otherwise. All of these we need to understand.

Because of the ignorance around this subject, state of mind is generally associated with physical behaviour, and we overlook the improper influences to which most people have been subjected, the lure of fame, or the temptations of habits which may not serve us well. Essentially, we consider the physical side of things rather than the mental side. But, according to Hill, transmutation occurs when the mind switches from the thoughts of physical expression to thoughts of some other nature.

‘Most powerful human desires are wrapped up in these stimuli and, driven by desire, men and women are capable of developing keenness of imagination, courage, willpower, persistence and creative ability unknown to them at other times,’ Hill said. The key is unknown to them. Dad said, ‘There is genius wrapped up in you, son; you must unlock it.’ We simply need to use stimuli to unlock it.

‘So strong and compelling is desire,’ Hill said, ‘that some time men freely run the risk of life and reputation to indulge these stimuli.’

So many stories suggest that many great leaders, great politicians and great CEOs will ruin their lives because they are not able to manage stimuli.

Harvesting stimuli along other lines, however, means this motivating force maintains all its attributes of driving keenness of imagination, courage and so on, and those can be used as a powerful creative force. Whether working in literature, art, music or sport; those that succeed have managed to redirect their stimuli into great achievement.

To do so requires huge amounts of willpower. Hill said that desire should not be submerged or eliminated, but given an outlet through forms of expression that enrich the body, mind and spirit of humans. If not given this form of outlet, through transmutation, stimuli will seek outlets through purely physical channels. It is inherent in the human being, and if you do not find the right outlet for your passion, it will take the physical channel. A river may be dammed and under control for some time, but eventually it will find an outlet. The same is true of human emotions.

‘Passion may be submerged and controlled for a time but its very nature causes it to be ever seeking means of expression,’ Hill wrote. If not transmuted into some creative effort, it will find a less worthy outlet.

Scientific research demonstrates that men and women achieve most in their lives when they are able to manage and direct the various stimuli in a proper way. And Hill said that the men and women who have accumulated great fortune and success in literature, art, industry, architecture, professions, business and politics were all motivated at times, by the influence of love or passion.

On the subject of stimuli, Dad talked about genius developed through the sixth sense. The reality of the sixth sense has now been well established. Stephen Covey talked about the sixth sense and various authors have done the same; the sixth sense is the creative imagination. The faculty of creative imagination is one that the majority of people never use in their entire lifetime. Hill said that if it is used at all, it usually happens by accident. A relatively small number of people use it with purpose, and that then creates a genius within them that explodes into actions and results.

The faculty of creative imagination is the direct link between our mind and this unknown – that we call intelligence, that we are working with. Dad said if you are making decisions, thinking about things, the sixth sense is important. He would sit in a meeting with me and listen, he hardly talked, but he was a great listener and observer. Then he might say, ‘Something is telling me this is just talk, not action.’ Another time he would come to a meeting and say he just felt there was something out there we needed to tap into.

Hill wrote that when an idea or concept flashes into one’s mind through what might be called either a hunch, a calling, or a light bulb moment, it comes from creative intelligence, or sixth sense. And Dad said that infinite intelligence is there to be capped but must be developed using our intellectual factors and our subconscious mind. This is where intuition comes in. Dad said if you operate with just the five senses, you are not going to achieve anything substantive.

From the mind of some other person who has just released a thought, thoughts can be connected. Dad said that was an important

concept to understand, but it is not one that I have yet to fully grasp. He also talked about other people's subconscious storehouse, where friendship and the right relationships make a difference to creation.

Nothing inspires ideas more than the ability of the human being to have a creative imagination. When brain action has been stimulated through one or more of the stimuli we have been discussing, Hill said, it has the effect of lifting the individual far above the horizon of ordinary thought and permits them to look at things differently. These thoughts are not available on the lower plain, while one is engaged in the solution of problems of the usual routine. This is where I now believe in this problem/solution continuum, a concept I learned about at Stanford, of solving problems on a different plain.

When lifted to this higher level of thought, through any form of mind stimulation, an individual occupies the same position as one who has gone up in an aeroplane to a height from which they can see beyond the horizon line that limits vision. While on the ground they may not be able to see, but when above, they can see that while on this higher level of thought, the individual is not bound or hampered by any of the stimuli that sometimes curtail creativity.

Hill said you need to think beyond the basic necessities of food, clothing and shelter and move to a world of thought in which day-to-day worries have been as effectively removed as the hills and the valleys; and other limitations on physical vision are removed when you rise in an aeroplane. You look at things differently.

While in an elevated position, the creative faculty of the mind is given freedom away from clutter. Dad said, 'Take the clutter away and

feel light.’ The way has to be clear for the sixth sense to function. It becomes receptive to ideas that could not otherwise reach the individual through the clutter. This hunch, this sixth sense, marks the difference between a genius and another individual. It can be developed, and an inside-out education system supports students to do that.

The creative faculty becomes more alert and receptive to vibrations originating outside the individual’s mind. The more this faculty is used, the more the individual relies upon it and makes demands upon it. Dad used to tell me the answers were inside me. I remember once going for an interview and Dad came with me and we sat in a coffee bar beforehand. He told me to just relax and go with what was inside me. I was struggling with all the difficult questions they might ask me and worrying a great deal; he said, it is all inside you.

‘The creative faculty becomes more alert and receptive to vibrations originating outside the individual’s subconscious the more that the faculty is used,’ Hill wrote. The great artists – writers, musicians, poets – became great because they acquired a habit of relying upon this little voice that speaks from within through the faculties of creative imagination, he said. This is well known to people who have keen imaginations, as their best ideas come through these little voices.

We have all had those little voices, at different levels of awareness. At times we just ignore them, and we do not follow up. If you do not take action today on those, that is it, it is forgotten. That is where the whole concept of luck comes in; the readiness to take an opportunity. The voice came, asking you to do something, but you did not do it.

Great orators and great singers often close their eyes before they perform as a means of embracing that creative imagination inside. Dad taught me to look inside in the same way.

The reasoning faculty of the mind is often faulty because it is largely guided by our accumulated experience, whether we call that habits or paradigms. That accumulated experience originates from DNA and from our environment, and not all knowledge accumulated that way is accurate. ‘Ideas received through the creative faculties are much more reliable,’ Hill said.

I have an incredibly open mind about religion because my mum was Christian and then became Hindu. My grandparents were really good Hindus but respected all religions. I respect every other race, and I respect people regardless of the language they speak, beliefs they have, the school they went to, or colour of their skin. From an incredibly young age, my experience and my learning from my parents was about accepting every human.

There were times in Sri Lanka when you could not go to a particular person’s house because of the caste system, which I did not understand at all. One of my best friends came from one of those families, but I would go there and have a great time. Then some members of the family would say I should not be going there. But my parents defended me and let me carry on. In that environment, they really helped me to develop acceptance. Now Tharshiny and I absolutely live and breathe that approach; we have launched the Global Unity Forum to bring different communities together in Sri Lanka first but expanding into other places.

The difference between the genius and the ordinary is that the genius works through his faculties of creative imagination. Medicine is a great example of where imagination is so important. There are methods that you can develop to stimulate your mind so that it vibrates on a higher average plain. Concentrating and keeping a picture of what you want to achieve are key.

There is plenty of reliable evidence that the faculty of creative imagination exists. I am combining personal experience and insights from Dad with things I have read. This evidence is there from men and women who have become leaders in their respective callings, without extensive education.

You have to be careful here, because when we talk about education we are talking about this outside-in education, studying for GCSEs, A-levels, degrees, even doctorates. This is not necessarily education in its entirety. Abraham Lincoln was a leader who achieved greatness through his faculties of creative imagination. It is proven that sometimes the traditional education system is not linked to the great achievements that human beings have made.

History is full of stories of great leaders whose achievements can be directly linked to the influence of their partners, male or female, and stimulation of the mind. Napoleon Bonaparte always talked about how he was influenced by his wife to achieve great things even though I may not agree with all his actions.

It is important to understand this but unfortunately only geniuses have made the discovery, Hill said. Others have accepted the experience of this emotion without discovering one of its major potentials, which

accounts for the great number of others as compared to the limited number of geniuses.

Dad always told me I was developing, and I might achieve some of my goals in my fifties and sixties. I wanted success immediately, but he said it was a journey. I read about that now, and Hill talked about that. He researched more than 25,000 men and women who succeeded in an outstanding way and found that they seldom succeeded before age 40 and often did not strike their real pace until they were beyond the age of 50 or 60.

Everything is driven by emotions. There is a difference between feelings and emotions. Feelings are a sense of acknowledgement of where our vibration is, while emotion is deeper. The most powerful of human emotions are some of the stimuli, including the attraction of a partner. There are other mind stimuli, but it is the greatest force if directed properly. A mind stimulant is any influence that will either temporarily, or permanently, increase the vibration of thought.

Hill said we should encourage the presence of these emotions as the dominating thoughts in our mind and discourage the presence of all destructive emotions. The mind is the creation of habits and it preys upon the dominating thoughts. Through the faculty of willpower, one can discourage the presence of any emotion and encourage the presence of any other.

‘Control of the mind through the power of will, is not difficult,’ Dad told me. It was very difficult for me when I was young and it is still difficult, even though Dad said it was not and that it came from persistence and habits. Habits are there and are incredibly difficult

to change. The secret of control lies in understanding the process of transmutation. Whenever any negative emotion presents itself in our mind, it can be transmuted into a positive by the simple procedure of changing ourselves; just change the tone.

Dad always said that if someone comes to talk to you in a negative or unhelpful manner, just find a positive and move forward. Bob Proctor wrote quite nicely about this as well. To paraphrase, he said that when someone starts complaining about something or being negative, just listen and, at the right moment, say something positive. It should not be flattering. Just complement the individual on what they are wearing if you genuinely like it, then you switch quickly into a positive position and human beings change direction quickly too.

‘Hearing is about taking on your conscious mind and,’ Dad said, ‘let negativity go in one ear and out of the other. That is why you have got two ears.’ Let all the negativity come in and go out without being processed. If it is positive, quickly bring it down into your emotions and subconscious mind.

‘The only way to genius, son, is through voluntary self-effort,’ Dad told me many times. That is inside-out education. That sums up what he was teaching. A man or woman can attain great heights solely through the driving force of his emotions.

No man or woman is happy or complete without these stimuli, but they do not always recognise this important truth. Having that emotional support and passion is summed up in an old saying: ‘A man’s wife may either make him or break him.’ Indeed, the same is also true in reverse. But the reason is not always understood. To make

him or break him is a result of an understanding of these forces, or lack of understanding of the notions of human stimuli.

To conclude, it is always said that behind every successful man or woman is a great partner, to provide that support and stimuli. This is so important and has a huge impact on human success, achievement and satisfaction. The true test in life is whether you could count on your partner to support you if you needed to start again. If yes, then you can consider yourself victorious.