

CHAPTER 14

MIND

Dad never talked specifically about the mind, but many of the things he did talk about are relevant to this chapter. My mum, on the other hand, talked a great deal about the mind, being perhaps able to do that because she came from a medical background.

Having conducted my own studies about the mind, I can now relate. The key is to understand the conscious mind, the subconscious mind and the body, as illustrated in the diagram drawn by Dr Thurman Fleet, which I explored a great deal in my previous book, *Thinking into Character*.

The subconscious mind consists of a field of consciousness in which every impulsive thought that reaches the mind through the five senses will, if it is emotionalised, turn into practical results. The subconscious mind receives and files impressions or thoughts, regardless of their nature. We may plant any planned thought or purpose in our subconscious mind and then that turns into results.

The subconscious mind works day and night through a method unknown to the human: Dad said that there is something out there that we do not know. He said there are so many answers we cannot see. Obviously, gravity is a good example – you cannot see it, but we know it is there. Dad told me just to accept there is something, an intelligence, which has power. That is the law of nature.

You cannot entirely control your mind, but you can voluntarily hand it any plans, desires, or purpose that you want to transform into reality. A man or woman is effectively a combination of their thoughts, feelings and actions to this point. Going forward, who they are will be purely based on their thoughts, feelings and actions from now on.

Dad said there is plenty of evidence to support the belief that the subconscious mind is the connecting link between our conscious mind and intelligence, or the laws of nature. Others have written about these ideas and Hill wrote a chapter on *The Subconscious Mind* in which he described it as, ‘The intermediary through which one can draw upon the forces of intelligence. It alone contains the secret process by which mental impulses are modified and changed into tangible results.’ This is an incredibly difficult concept to understand as it is intangible, but the possibilities of creative effort connected with the subconscious mind are huge.

When looking at these things, you achieve a deeper understanding only after you have accepted as a reality the existence of the subconscious mind. If you understand its possibilities as a medium of transmuting our desires into physical results, then you will comprehend the full significance of the instructions, and what the laws of nature give to humans.

I believe this understanding is critical. Understanding comes through study; it is not just a question of knowing facts. It is more what my dad did, or Clay Christensen, or Bob Proctor. Those thinkers managed to bring their ideas into their subconscious mind. How? Through constant repetition, but with emotion rather than just empty words.

It is important for us to understand these things and never become discouraged if we cannot do this on the first attempt. Some readers will not immediately get it, and I still do not get it all. But I am still studying and trying to see something different. Remember that the subconscious mind can be voluntarily directed only through habits. Habits, paradigms, cultural norms, these are all ways in which our minds are programmed. 'We can influence our subconscious mind. We have the best instrument within us to achieve success,' Dad always said.

What is the difference between us and our pets? They also have five senses, they can also do various things, but there are some intellectual factors that creation has plainly only given to the human being. Dogs, monkeys and cats have not created anything, but humans have. Creation is certainly linked to the human mind – there is so much evidence to prove this.

Naturally, this suggests to us that thoughts of fear or poverty are negative thoughts that we need to keep away. We need to work with positive thoughts. The subconscious mind will not want to remain idle; this is the problem. If you fail to plant desires in your subconscious mind, it will feed upon the thoughts that reach it as the result of neglect. You cannot neglect it; you must plant good thoughts and ideas.

Thought impulses are key and then it is about how you transmute those thoughts into results. Remember that we are living in the midst of all manner of thought impulses that reach our conscious mind, but we have a choice about what we allow to go to our subconscious. When we understand this, we hold the key that unlocks the door to the subconscious. Then we know exactly what to do.

The ideal is that we achieve control of that door so completely that no undesirable thought can influence our subconscious mind. We must just reject negative thoughts. Look at the news – it never starts out saying it is negative news, but that is what it turns out to be. We need to stop listening. The 24-hour news that just keeps on saying negative things, that is going into your subconscious mind and filling it with negative thoughts. Think about it, if the world starts to say there is a recession, it happens, because we all think like that. ‘We are planting these seeds and they become reality. You create your own economy,’ Dad said.

Everything that the human creates begins in the form of thought. Humans can create nothing that they do not first conceive in thought. If you can have it in your mind, you can have it in your hand.

With the aid of imagination, through thinking about things and then taking action, we can achieve success. All thought impulses intended for transmutation into the physical results are voluntarily planted in the subconscious mind, passed through the imagination and mixed with faith. The mixing of faith with the clear plan or purpose intended for submission to the subconscious mind can be done only through the imagination. Imagination is so important.

These emotions can be linked to our paradigms and how we are programmed, and therefore it is particularly important that we need to change our paradigms. The subconscious mind is more receptive to influence by impulses or thoughts mixed with feelings or emotions. If the feelings or emotions are just empty words, nothing is going to happen. There is much evidence to support the theory that only emotionalised thoughts have any action influence on the subconscious mind. If you do not give emotion, if it does not become subconscious, you are not going to take action, it's as simple as that. Emotions rule the majority of people.

Dad talked about various major positive and major negative emotions, so I think it is worth me talking about those. He said that negative emotions voluntarily inject themselves into the thought impulse, so it is always the negatives that go into the thought impulse, ensuring passage into the subconscious mind. The positives must be injected through the principles of imagination and the inside-out education that we are talking about. These are the thought impulses that an individual wishes to pass on to their subconscious mind.

So even when we talked about the negativity of the news, the negativity of the various sources of information that we get, the negative emotions voluntarily inject themselves. But it is the positive emotions where you need commitment. Dad said bad habits come in without you thinking, but to get good habits you have to make a conscious act.

Our emotions are linked to our DNA and the environment we have grown up in. This explains why thought impulses that have been well mixed with emotions are acted upon more readily than thought

impulses originating in other ways. It is important to note that applying emotion is critical.

Desires are positive emotions: one of the Ds that we talked about at the very beginning of this book. Faith is another positive emotion that we talked about – the ability to see the invisible, believe in the incredible and receive what the masses think is impossible. I am not talking about religious faith here, but the faith in what we can see and emotionalise. Love, enthusiasm, romance and belief – all of these are positive emotions. But you have to induce them. Some are natural, but you have to really inject them. There are other positive emotions, but these are the most powerful and the ones most commonly used in creative effort.

Dad believed if you master these emotions, other positive emotions will be at your command. Remember, you are looking at this for creation of success, results, ambitions and so on, so it is particularly important to put it into context. Clearly you can also use this approach for other things in life.

Let us quickly look at some negatives, which Hill was the first to identify. Every reader will understand these straight away, just as when Dad talked about these I understood easily. The emotions of fear, of jealousy, of hatred, of revenge, of greed, of anger, and, last but not least, the emotion of superstition. Dad said that superstition is the worst enemy you can have – please do not have superstition.

We have an apartment in The Emperor Apartment Building in Galle Road, Colombo, which is a wonderful 35-storey building right next to the Presidential palace, The Temple Trees. Our apartment

is on Floor 24 and going up in the lift, I said, 'Where is Floor 13?' It is gone, it is now called 12a. So, you go to 12, then 12a, and then 14, because of a fear of including Floor 13. Who they are kidding? It is still the 13th floor. The manager told me they just cannot sell or rent on the 13th floor. That clearly shows the consequence of superstition: even right at the heart of that city, people have the concept of fear.

I am not saying superstition is right or wrong if someone believes in it, but I am just saying that it is superstition. I am putting forward this concept and people can think about it.

Positive and negative emotions occupy our minds all the time, like light and darkness. You cannot get rid of darkness unless you put the light on. You are either in darkness or light, negative or positive. If you are going between both, you are confused. You need to make the decision, make the command and then follow it.

'Either positive or negative must dominate, that is the reality. It is your responsibility,' Dad said, 'to make sure that positive emotions dominate and influence your mind.' Here is the law of habit coming to your aid. Here is the law of paradigms. It is not always you that has introduced fear or superstition, it is often because you are following others. If you think about it, it has been said that the opposite of courage is not cowardice, it is conformity. Do what you think.

The laws of habits, paradigms, cumulative culture make it so difficult to make these changes. But by applying and using positive emotions, eventually they will dominate your mind so completely that the negatives cannot enter. Dad always told me that I needed to

be absolutely on top of the game and it's true – as soon as you lose concentration, fear will come in.

Right now, as I am writing this chapter, we are in the ninth week of the Covid-19 pandemic. Since 22 March 2020, every morning when I get up I have a new problem to solve. Some problems are massive, some problems small, some I can come up with solutions for quickly. We are witnessing the problem-solution continuum, where a solution created a few hours ago subsequently becomes a problem. How do you deal with that? When you get into that space, fear kicks in. But the opposite of fear is faith and when we feel fear it is important we remember that. In fact, 22 March is Tharshiny's birthday and since that day I have had a massive paradigm shift on my personal and professional life.

Following these kinds of ideas literally and continuously allows us to gain control of our own subconscious mind. The presence of a single negative in our conscious mind is sufficient to destroy all the positives in our subconscious mind. Dad gave a brilliant example. He told me to picture a cup of milk that is wonderful, nourishing, and so useful for your growth. Then imagine you put a drop of poison into it, just a drop. Then, when you drink that milk, it is absolutely not going to be healthy or nourishing, it is going to destroy you. That is the best way to explain this concept of the presence of a single negative in your conscious mind being sufficient to destroy all chances of constructive thought in your subconscious mind.

This is why 99.9% of the population is struggling. They want to achieve certain things, but they are not able. Ten years after I lost Dad, in 2016, I met Clay Christensen at Harvard Business School, and that

is the day that I really felt there was something else to understand. It was like a light came on, allowing me to come out of a dark tunnel and see clearly. I was fortunate to spend time with Clay and have private conversations that have been incredibly valuable. Every word he says has a huge amount of meaning.

If you are observing such ideas, you will notice that most people resort to something called praying after everything else has failed. They may pray by a ritual of repetition, repeating something a hundred times a week. It is a fact that most people resort to this only after everything else has failed, with their mind filled with fear and doubt. Those are the emotions that the subconscious mind acts upon, which are passed on to nature or the intelligence that we are talking about.

Dad said if you resort to these rituals but are afraid as you perform them, you may not receive what you want and your ritual may not be acted upon by the intangible power we are able to access. The rituals that you perform sometimes result in the realisation of the fact, leaving you unfulfilled. If you have ever had the experience of receiving that for which you performed a ritual, think about this. Go back into your memory and recall your state of mind. Let us say you achieved something, a car, a career, a partner, or a particular success that you were working towards. What was your state of mind when you followed that ritual? You will know for sure when you do this reflection that the theory we are talking about is absolutely correct. If you go there filled with fear, forget it.

Dad always believed the time would come when educational institutions would see this and act upon it. If you look at the whole

educational system, including religious education, it is still hovering on the subconscious mind and not necessarily explaining it. This is what inside-out education means. Moreover, these ideas are what mankind is already doing, all we need is to understand it.

Once it is understood that if the mind is in a state of fear it can be overcome, there will be no such emotion of fear, because it is only there from years of being programmed. Ignorance, superstition, false teaching – they can all disappear, and humans can attain the true status of infinite intelligence. This is my mission, to make the laws of nature understood and bring some of the things Dad talked about into everyday life.

When I sometimes questioned these ideas, Dad always told me that if believed they were far-fetched, to take a look back at the human race. Less than 200 years ago, we believed lightning to be evidence of God. Now, thanks to the power of faith, humans are harnessing lightning to maybe turn the wheels of industry. Much less than 200 years ago, man and woman believed the space between the planets to be nothing but a void. Now, thanks to the same power of imagination and human effort, we know that is not the case and there is space between planets that is very much alive.

All humans living in this new world of faith are absolutely able to achieve anything. Many years ago, we thought the world was flat. If anyone says that now they are ridiculed. Humans went up many miles above and saw it is a globe, not flat. Their understanding changed.

What reason have humans to believe that this same energy does not connect every human brain with infinite intelligence? We can

ask the same question, all the questions that human beings have ever known. But we must be open-minded. Dad said that many times, and so did Bob.

When you are reading this chapter, do not just accept or reject it. Consider it. Dad said, ‘What you see and hear, everything is false. But when you emotionalise thoughts and process ideas, truth comes through that internal inside-out education. It costs nothing except patience, faith, persistence and understanding, and understanding will only come through study.’

The more you study, the more your awareness will increase. You want to understand how nature works and you want to understand how creation works. Dad said some people say they love nature, trees and plants, but that is different to what we are talking about. When we talk about nature, it is not planting trees or gardening, though those are great hobbies to have. We are talking about understanding nature’s laws so that we can go and create our own economy.

The method by which we communicate with intelligence through nature is similar to that through which the vibration of sound is communicated by radio. Think about that. Radio and satellite signals work without wires. If you understand the working principle of radio or satellite, you know that sound cannot be communicated through the ether until it has been set up. It has a frequency.

Think about the telephone – Bob would say that all the time – you call somebody in Australia from London, they just answer, because they are on the frequency. In the old days, there were only limited frequencies and lines were engaged or unable to connect. Now it has

stepped up. Human beings can do that too, change onto a rate of vibration that human senses can detect. The radio station picks up the sound of a human voice then takes it to the other side of the world. Only in this way can the vibration of sound be communicated through the ether.

After this transformation has taken place, everything picks up, you see things differently and you are on a different plain. The subconscious mind is the intermediary that translates our desires into results; that has been proven scientifically, biologically and with philosophy. So, please take these ideas and understand them. These are remarkably interesting areas. I am relaying what I have learned from Dad and my subsequent studies of these concepts. These are absolute gems – once you master these things, creating your own economy becomes a piece of cake.