

CHAPTER 15

WISDOM

When Dad talked about wisdom, he always talked about it as the sixth sense. He said the sixth sense is intangible, infinite, and you cannot see it because it has no form. How then do you believe in it and develop it? This is what he talked about. This principle of the sixth sense can only be understood once we understand the laws of nature. Dad said you cannot do your Masters before you do your A-levels, but the sixth sense occupies an important place in our studies of the laws of nature.

The sixth sense is that portion of the subconscious mind that has been referred to in different forms – creative imagination, intangible and so on. I have done a lot of research on this now and can relate that to what Dad said. He said, ‘We are a radio station, son. We receive and we broadcast. The receiving comes through our imagination, where we have ideas, plans and thoughts that flash into the mind.’ These

flashes are sometimes called a hunch or an inspiration, even an ‘aha moment’. Great inventors have those ideas and make things happen.

The sixth sense defies description. You really cannot define it and it cannot be described to a person who has not fully understood these ideas. You can develop it through development of will, but it is a lifelong journey. Dad told me many times that what I studied at school and what I went on to study at university were just preliminary, and that I would learn throughout my life.

The sixth sense is the medium of contact between the intangible and us. This is where the mind and the non-form come together. It is believed to be the point at which the mind of the human contacts the intangible, so it is very important. Through the aid of this sixth sense, Dad said that people are able to spot opportunities, but also dangers and walk away from them. This is controversial so many of you may not agree. I am not sure how I feel about this idea, but I am relaying what my father told me.

This theory leads me to ask why he did not spot his danger on 23 July 2006, so it is controversial for me. This book is *The Power of Learning from DAD*; I’m not necessarily saying that I agree entirely with all of it. Some of it I am not yet able to see at his level of awareness. I still do not know why that day happened, but I can now comprehend that there are times when your sixth sense stops you doing things. Sometimes it tells you not to, it comes to your aid. If you can develop your sixth sense, this is wisdom, where humans reach a different level. The only reflection I have about 23 July is that I was supposed to go with my dad and decided at the last minute not

to. Perhaps if I had gone with him as planned I could have saved him. Perhaps I would not have been able, and I'd have seen that traumatic incident unfold.

Dad did not believe in miracles. When I was a child of 10 or 11, I was playing in one of the grounds and overheard music. It was nice music, a beating drum and singing, so I went to explore with my friend's cousin, Pratheepan, and found a group of people worshipping a human being. I was attracted to that movement for quite a while, and Dad actually kind of followed me in that. We went to India a couple of times to see this particular person.

Dad was always quiet and thoughtful: he told me he would back me in what I was doing, but the truth is that this is not the truth. I am not here to talk about my experience, but all I would say is that he never understood or accepted miracles. But what we did understand was that nature never deviates from her established laws. Some of her laws are so incomprehensible that they produce what appear to be miracles for a person who is ignorant.

The sixth sense comes close to that and is where perhaps we have used the word miracle. This will be interesting for readers who have gone through different experiences with their own parents. We follow people not fully understanding why and then we stop and think – there are people in some parts of the world that want others to follow, but effectively they are taking advantage of the lack of understanding of those followers. We have all come across personalities like these in our lives. Do not just follow, stand and ask questions; by doing that, wisdom will come.

So, infinite intelligence converts acorns into oak trees, makes water flow downhill. The law of gravity is an intangible. When I was searching for understanding, Dad told me to look at great leaders and see if I wanted to do something similar to what they were doing. I read a lot of history and autobiographies that are fascinating. I have read Boris Johnson's book, *The Churchill Factor*, and it is remarkably interesting. I was fortunate enough to have my copy signed by Boris, well before he became Prime Minister. I can tell you that if you read that book, and one can relate to the power of imagination and persistence, it's my personal view that there are facts in it that he was writing about and the more you think about something, the more you become it. It is a very powerful book and regardless of your political allegiances, I would recommend it.

My experience has taught me the basic concept of all this, which is that you become what you think about. The dominating thoughts and desires will get you where you want to be. 'Every deeply-seated desire has the effect of causing one to seek outward expression,' Dad said. That has been scientifically proven, how desire can be transmuted to character, to results, and to material success.

Dad said you need to understand your mind and the brain. I am not going to get into specifics because it is extraordinarily complex, but I understand this all fairly well now. We are currently creating Regent Hill University, which has two cornerstones. One is the Carnegie Foundation and the other is Napoleon Hill. Hill was asked by Carnegie to research these issues and that is why we are calling it Regent Hill University, to respect the teacher.

Let me expand this radio broadcasting principle. Through the medium of nature, in a fashion similar to that employed by the radio broadcast, every human brain is capable of picking up vibrations of thoughts being released by other brains. This is the radio broadcasting theory. This whole creative imagination is something we need to fully understand. Creative imagination is effectively the receiving centre of the brain, which receives communication between one's conscious, educated, reasoning mind and nature. When stimulated or stepped up to a higher rate of vibration, the mind becomes more receptive to the vibration of thoughts that reach it through nature. This stepping up process takes place through positive emotion. That is where positive mental attitude comes in, and the growth mindset. Everything is inter-related but positive emotions have an impact, as do negative emotions that we do not want to dwell on.

Vibrations of an exceedingly high rate are the only vibrations picked up and carried by nature from the brain. Thought is energy. 'Thought is everything and is intangible – nobody knows what we are thinking,' Dad said, 'you can think what you want. Thought is energy, travelling at an exceedingly high rate of vibration,' he said. Thought that has been modified or stepped up by any of the major emotions vibrates at a much higher rate than the ordinary thought, and it is this type of thought that passes from one brain to another. Not the normal thought, but this elevated idea. He used to tell me, 'Just step it up and it will happen.' A number of emotions drive this as stimuli, and you can refer back to the stimuli chapter on this.

The brain that has been stimulated by these emotions vibrates at a much more rapid rate than it does when emotions are not active. You

mix your feelings and emotions with your thoughts and pass it all into your subconscious mind.

The subconscious mind is the sending station, the receiving station is the creative imagination. Along with the important factors of the subconscious mind and the faculty of the creative imagination, we create our mental broadcasting, our own radio station.

If you bring desire into it, the whole thing steps up. The introduction of mental broadcasting is a comparatively simple procedure. You have three elements – your sending and receiving, and your ability to push these ideas over and over again through desire and faith to make it happen.

Dad believed that if people live in their senses, they will not achieve anything. Once, when we were sharing a drink in London, he told me that if I was going to live with just my five senses, I would be ‘a complete loser’. I am not sure he meant it like that, perhaps it was the Scotch talking. Nevertheless, he had a point. What you see, smell, hear, taste and touch with your senses is not enough to achieve in life. Every animal has those senses – you need to provoke your thinking.

Dad always talked about the Great Depression, a time he said opportunities came. Now I can relate that to the time of Covid-19. The Depression brought the world an understanding of the forces that are intangible and unseen. Likewise, I am writing this book through exceedingly difficult times, which unlike the Great Depression have had not just an economic impact but have taken a huge human and social toll. So many people have died, often alone. We will recover, but we need to understand these laws.

A few years ago, the Microsoft founder Bill Gates talked about the threat of a virus to humanity, highlighting the huge amounts being spent to withstand nuclear attack when in fact the threat was different. He said there is no point in predicting, but as a country and worldwide we need to be prepared for change, for action and reaction.

Through the ages that have passed, humans have depended too much on their physical senses and have limited their knowledge to physical things they can see, smell, hear, taste and touch. Now we are entering the most marvellous of all ages, an age that will teach us something of the intellectual forces. We really want to bounce back and rebuild after Covid-19 and perhaps we will learn as we pass through this phase that the other self is more powerful than the physical self. We must learn from history. 'Who is this other self?' Dad used to ask me. He told me to look in the mirror.

I can remember him telling me this one day when he was stood in front of the mirror. I used to stand and watch him shave, because I really liked the way he spent time on it. I remember then starting to shave early myself because I wanted to be like him.

Dad said when we look in the mirror, we see both our physical selves and that intangible. Sometimes, humans think lightly of the intangible, the things that they cannot perceive through any of their five senses. But we must remember we are all controlled by forces that we cannot see, that are intangible. That other self is perhaps more powerful than the physical self.

The whole of mankind has not the power to cope with, nor to control, the intangible forces wrapped up in the rolling waves of the

oceans. We could not stop Covid-19. Man has not the capacity to understand the intangible forces, such as gravity for example. Dad always said that man has no understanding of gravity – we must just accept it is what keeps this little earth suspended in mid-air and keeps man from falling. I still remember Dad giving me a globe and teaching me about gravity as a child. Even now I do not understand it; I accept it, but I do not understand it.

Humans are entirely subservient to the intangible forces that come with a thunderstorm. We are just as helpless in the presence of an intangible force like electricity. Dad would say these are intangibles and you must accept them. If you cannot, you are not going to create anything in this world.

Nor is this by any means the end of human's ignorance in connection with things unseen and intangible. Humans do not understand intangible forces or this intelligence, one might call it, wrapped up in the soil of the earth. This is the force that provides humans with everything they need.

Dad said ignorance simply means you ignore, so you do not learn. But you can learn through study. I am not talking about studying for an exam, I am talking about understanding.

To be honest, when Dad said these things, I did not always take them seriously. But when I lost him in 2006, I started to reflect. Then, when I was in Harvard Business School, I remember the afternoon when Professor Clay Christensen gave a lecture on his latest research about how you measure your life. I asked various questions and he came to me afterwards and asked me to see him. I worried about what

might be wrong, this great guru of Harvard Business School inviting me in. I still vividly remember telling my wife Tharshiny that I was going to meet Clay, who is really highly respected, and everybody wants to talk to.

I met with him and we had a conversation for probably a couple of hours. The essence of that discussion was that you really need to understand the laws of nature. ‘The world is following and learning all the man-made laws, particularly at Harvard,’ Clay said. But he was interested in laws of nature. He said he could see that I was hungry for something, so I should perhaps go and do the research. He gave me the book and said if I needed any help, to go to him. I had a fantastic relationship with him, sadly he passed away in early 2020. I was due to go to his memorial just before the lockdown and unfortunately could not go due to the travel restrictions imposed as a result of the coronavirus outbreak.

I am sure Clay’s legacy will carry on and my dad’s legacy will carry on; I am going to take those, as well as the legacy of Bob Proctor, who is a living legend, and work with them. Bob took it to a different level: Clay asked the question and was still teaching all the Harvard models, the hardware element of an organisation. The person who got me to understand the software element was Bob, who is a great teacher and I have led my life differently as a result. For that I am hugely grateful.

Coming back to the concept of wisdom, you can look at culture and education, but the greatest of all intangibles is thought. Can you see a thought? Can you hear a thought? Can you touch a thought? No. So when we talk intangibles, thoughts are the starting point, the seeds.

Dad said that an idle man's brain is a devil's workshop. It has a negative connotation but nevertheless, if you want something to happen in your mind, do not be idle, plant good thoughts, have a positive mental attitude, a growth mindset, and have faith. Then you will find your answer.

He also said not to worry until the worry worries you. I understand that now, but why do we all continue to worry so much? Because of our environment? Because everyone else is doing it? Because of what we are hearing and seeing? It is a vicious circle. During Covid-19 I have learned not to listen to the news, which only takes me to more and more negativity. I am sure the world will recover, and these kinds of teaching are absolutely right.

Dad said men of science have begun to turn their attention to the study of this intangible and how it is linked to the brain and the mind. He said we are still in the kindergarten stage. I do not know if that is true, I have not done enough research. But his view was that we are just starting and there is a huge amount of learning to be done, around subjects such as artificial intelligence.

There are millions of brain cells and nerve cells in the human cerebral cortex. Understanding that is a minefield, and a huge area that we as human beings are only just beginning to work on.

I want to finish with some ideas on the procedure of working through sixth senses, mind management and broadcasting. Dad talked about thoughts and told me to ignore the sensory factors. 'The procedure is simple,' he said, 'sit down and bring ideas into your mind.'

Something that Carnegie mentioned that is quite timely to Covid-19 is the need to embrace a positive mental attitude. He said the Depression was a blessing in disguise because it reduced the whole world to a new starting point and gave everyone a new opportunity. Covid-19 is not the same because of the extent of human loss and suffering, but the shock and change that will result as we all emerge from lockdown will similarly reduce the whole world to a new starting point. That gives everyone a new opportunity, like starting a clean sheet of paper.

My dad was such a humble man, he always lived his life, not through his senses but through using his intellectual factors. He personified wisdom, and I pay so much tribute to him; it is an honour for me to be able to write this chapter.