



Thinking

INTO CHARACTER

Participant's Handbook

DR. SELVA PANKAJ



Thinking

INTO CHARACTER

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WELCOME

INTRODUCTION

Welcome to the 'Thinking into Character' programme. I am Selva Pankaj, the CEO of Regent Group and the author of this exciting programme.

I qualified as a chartered management accountant in the early 1990s and studied for my MBA. As part of my executive education, I went to London Business School followed by Harvard Business School. It was when I studied at Harvard that an eminent scholar by the name of Professor Clayton Christensen told me "You have got to know who you are and learn to differentiate between man-made laws and the laws of nature."

At first, I did not understand this, but it aroused my curiosity and led me to study a number of great literary works from Napoleon Hill, Earl Nightingale, Wallace D Wattles, Thomas Troward to name a few, as well as many other books that discuss human potential, human behaviour, and success. The teachings are based on those of my mentor Bob Proctor and have changed my life dramatically.

My wife, Tharshiny and I, together with my late father, founded Regent Group back in 2000. We started with one private tuition student and it has now grown into a multi-million company with a diverse portfolio of educational, real estate and investment divisions.



Selva and Tharshiny Pankaj



During that time, my father, Tharshiny and I also conceived the ethos of 'The End of Education is Character' for Regent. This valued principle, that we created together, is the inspiration for developing this programme. We introduced this philosophy back in 2000 and now today we have the proven methodology to further validate it. It is my belief that education never really ends, we may finish school or university, but the learning process is an intrinsic part of daily life.

Regent Group specialises in education and Tharshiny and I are incredibly proud to have educated literally tens of thousands of students and helped them realise their potential in relation to educational and career success. Regent Group now operates in the UK, Canada, United States, India and Dubai.

“Always bear in mind that your own resolution to succeed is more important than any other one thing.”

**Abraham Lincoln, 1809-1865,
16th US President**

want to congratulate you for participating in these life-changing lessons. You may think that this programme just concerns your studies or career progression. However, it also has to do with your character, your social life, your family, your happiness, your health, everything; It affects your whole life and has enduring benefits. This is the way successful people think, grow and operate.



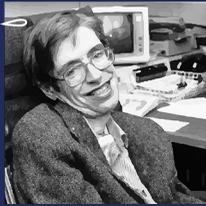
This programme is split into 12 main lessons, some bonus lessons and additional slides to really enhance your learning. The recorded lessons, which you can access at any time, are around 30 minutes in length and I encourage you to repeatedly watch these lessons as many times as you can. Repetition is the key to ensuring that this material becomes natural to you. In the same way that an expert violinist no longer needs to think where to move their fingers next, it is wholly automatic. You can also listen to the lessons as a voice recording using your smartphone. You will also need to complete worksheets and assignments for each lesson – these will be found in this Handbook.

Additionally, I have included a recommended reading list for the programme which is contained in the Appendix. These recommended books are a valuable resource to extend your knowledge and will greatly enhance your learning. As the saying goes, 'The secret of the ages is locked up in books.'

In order to get the best from this programme you need to ideally devote around 30 minutes a day to studying these materials. I appreciate it can sometimes be hard to commit to that, but I promise it will be so worth your investment. If it is difficult to find the time, you could try coming into the office or arriving to class 30 minutes ahead of schedule or even setting your morning alarm 30 minutes earlier and studying before getting ready for the day ahead. You can also listen to the lessons when you are travelling.

I am very excited to begin this journey with you. 'Thinking into Character' will be absolutely life changing. Be open-minded and think positively as to what you can achieve with this programme.

See you in Lesson One!



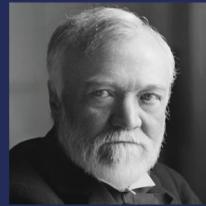
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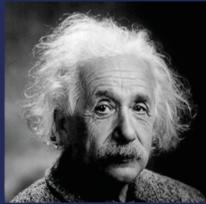
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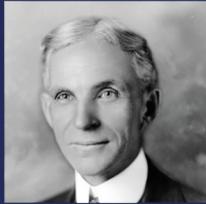
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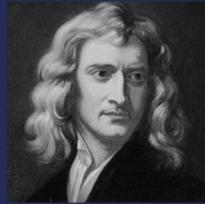
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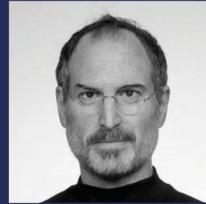
ALBERT EINSTEIN



HENRY FORD



ISAAC NEWTON



STEVE JOBS

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LESSON ONE



A WORTHY IDEAL

Setting Goals

“I believe in goals. It is never a bad thing to have a dream. If there is something you really want to do, just do it. Whatever your goal.”

“Everyone needs something to aim for. You can call it a challenge or you can call it a goal. It is what makes us human. It was challenges that took us from being cavemen to reaching for the stars.”

Richard Branson

1. OVERVIEW

As you explore this first lesson of 'Thinking Into Character', you are going to develop an awareness that deciding what you want and getting what you want are two completely different matters. As you begin the process of deciding what you want, how you are going to get there is not relevant. Just know that the process for achieving your goal will be clearly explained. The concepts which you are learning in this particular lesson can effectively be applied to your education, your personal growth and to your professional development.

Before you begin looking at the ABCs of goal setting, take a close look at your own belief system. There are belief barriers we all face when we set out to try to accomplish something beyond our level of belief. Our minds will create many and seemingly valid reasons why something cannot be done. We then lose faith in our ability to achieve it and our mind will continue to sabotage us until we finally give up. Alternatively when you truly believe something can be done, your mind will create the ideas that will help get you there and you will accomplish what you set out to do.

The solution to achieving our goals sits with our belief. Therefore we must ask and challenge the answers to these questions:

1. Do I have good, sound reasons for my beliefs?

2. Where do my beliefs come from?

Remember Stephen Hawking's quote in Lesson One.

"However difficult life may seem, there is always something you can do and succeed at. It matters that you don't just give up."

This is where the belief in yourself comes into play.

3. Would changing my beliefs improve my life?

4. How do I change my beliefs?

As you attempt to answer some of these questions, many of your old views will fall to pieces.

“Form clear and definite ideas regarding your convictions as to why you do as you do, and as to why you think as you think. Such practice is like conducting a mental housecleaning. The practice of clear thinking tends to clarify the mind, tones up the faculties, sharpens the perceptions and gives one a stronger and better grasp of the basic essentials for a larger and richer life.

Clear and exact thinking is a very great necessity. It is in fact a sure means to advancement on the material as well as the spiritual planes.

A line of distinction, however, should be drawn between surface thought, that is, ordinary, trivial and commonplace thinking, and real thought, which is associated with the understanding of Truth. The latter is deep thinking, which arouses dormant powers, quickens the perceptions, and leads to the enlargement of the understanding.

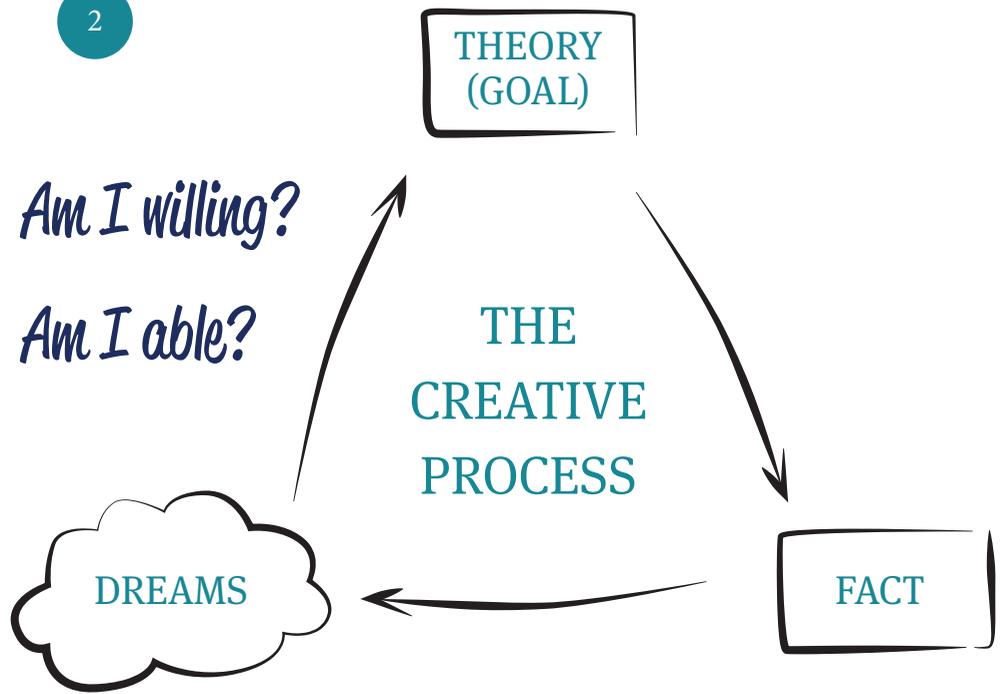
The former is but a passing phase of mental activity while the latter governs the life of man. The shallow, surface thought that we give to the ordinary duties and small things of daily life, is not the thought that reforms our character, develops our mind, or changes our belief and our destiny. It is the positive, deep, and penetrating thought that comes from profound and strong conviction born of a higher perception and a clearer realisation of the Truth.

The surface idea is not the real thought. The inner convictions which control one's aims, desires, and motives, constitute the real thought of the individual and wholly determine the course of the person's life and personal destiny.”

Raymond Holliwell

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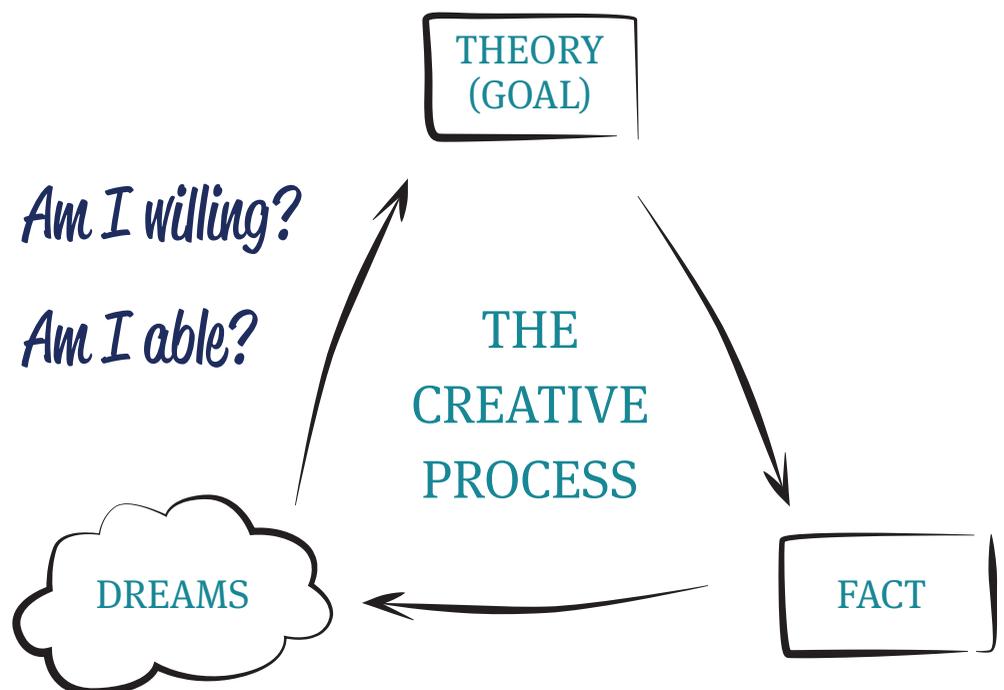
- You have to build the dream. You take the dream and move it from a dream to a theory.
- You must believe you are able and be willing to do what is required in order to turn the theory into a goal.
- Do not let outside conditions or circumstances dictate how you will live.
- Refuse to let anything that is going on outside of you stop you.
- As you get emotionally involved in the goal, you are going to involve your emotions and the expression of that emotional involvement is going to change your behaviour. As your behaviour changes, the results start to change and your theory turns into a fact.
- People without a goal are lost. They have no direction. You've got to wake up in the morning and get very excited; "I'm working towards my goal!".

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You have enormous untapped creative potential. Everything you see around you was once an idea which was conceived in the imagination. All images that originate in the imagination are referred to as dreams. The internet was a dream at one time. So were smartphones, gaming, 3-D Printing and rockets to Mars! To exercise your creative faculty (your imagination), you begin by building a dream. You mentally begin to play with that dream until you start to take it seriously. Then you flip from using your imagination to using your reasoning factor, another one of your intellectual faculties, and you start to build the idea more clearly. This is where the image turns into a theory in your conscious mind.

Now before the theory can become a goal, you must ask yourself two questions. The first question is **“Am I able to do this?”** When you take into consideration that the only two sources of reference we have to go to, science and theology, with respect to human potential, both clearly indicate that your potential is infinite, so the answer to the first question must be an emphatic ‘Yes’.

The second question is quite different. It is, **“Am I willing to do whatever is required to cause the image in my mind to materialise in physical form in my life?”** When your answer to that question is ‘Yes’, your theory immediately becomes a goal, and when you turn your goal over to the universal subconscious mind, the laws of the universe kick in and the first law, perpetual transmutation of energy, takes over and your goal begins to move into physical form, with and through you. It causes your behaviour to change and at the same time begins to draw to you all those things required for the materialisation of your image. Before long, your theory becomes fact. Therein covers the three stages of creation, **Dream, Theory and Fact**. This is how everything has been accomplished.





Now write or type your personal, educational and professional goals on your Goal card and capture it on your smartphone. You should be able to articulate your goals in concise sentences. Look at your goals every morning, as often as you can throughout the day, and every night. Soon your goal will become a reality.



How do you feel after setting your personal, educational and professional goals?

In the space provided, write 6 action steps you can take **right now** to move towards these goals

i _____

ii _____

iii _____

iv _____

v _____

vi _____

Prioritise these steps in the order you will act on them.

NOTES

Capture your goal in your smartphone either by photographing a hard copy or by typing it into your phone. Get emotionally involved in that idea all of the time throughout your day. By thinking about the goals you have established for yourself every morning, many times during the day, and every night - you begin moving toward it and bringing it towards you. You must be able to see yourself on the screen in your mind, already in possession of the goal, and you must seriously want it. Remember, the picture that you hold in your mind most often will eventually be expressed in physical form or circumstance.

Exercise For Improved Results

Find a quiet place where you can be alone. Lie down and make sure you are comfortable. Relax all your muscles and take some deep breaths. Let your arms rest by your side, relax your legs and let your feet fall outwards. Close your eyes and relax your face and neck. Feel the tension and worries of the day leave you. Now let your imagination take you away to your dreams and wants which are held deep inside you. What is it you that you really want? Who is it you want to be? What is it that you want to achieve in life?

When you feel clear and free, allow an image to form on the screen in your mind that you already have achieved your goal. Be aware of how you feel in this accomplishment. Feel the pride that flows through you in having achieved that which you set out to accomplish. When you feel this picture is clear, write a detailed description of the picture that you created in your mind.

Each day as you study the 'Thinking Into Character' learning system, review this lesson and the Key Highlights as often as you can. As you review this powerful information over and over, you will see something new in the information that was not there before and you will see something new in yourself that was not there before. You are a different person operating from a different level of awareness.

Complete the Worksheets

- Continue to build an image of your personal, educational and professional goals in your mind. Be as descriptive as possible. On a daily basis, call these images to mind and spend time visualising your goals.
- Call these images to mind when you wake up in the morning, and last thing before you sleep.
- Continue to view the video, study the notes from the video and listen to the podcast. Do this over and over again. The key to success is repetition.



4. READING ARTICLE

A Worthy Destination - Adapted from Earl Nightingale

By setting specific, attainable, worthwhile goals you automatically place yourself in the top 5% of people - achievers. Freedom - personal liberty, is the most precious thing on earth. You are free to pursue your dreams in one of the richest countries on earth. You have the opportunity to succeed. The choice is yours. Goals reflect your choice of destination. Do you have a burning desire to succeed despite all challenges? Do you know exactly what you want? Do you think about it every day of your life? That vision will carry you over every obstacle. Your dream is invisible to all the world except you. Every worthwhile achievement is a dream come true. What the mind can conceive and believe it can achieve! We become what we think about. If we want something enough we will get it. We can have everything we want. Most people do not know what they want. Do you?

The system of goal setting will work for a new car and will work for anything else too. Set worthy goals. Don't drift along as a wandering generality. Be meaningful and specific. Aspire higher! Don't take life for granted. Goal setting is the very basis of any success. Success is the progressive realisation of a worthy goal. Without a goal there can be no success.

You are in charge of your life to the degree you take charge of your thoughts.

Success is not a destination, but a journey. Anyone who is on course toward a worthy goal is successful. Success does not lie in the achievement of a goal but in its pursuit. Success is a journey. We are successful as long as we're working towards something we want to bring about in our lives. The road is better than the end. Success is being on the road toward something we want to bring about. We must have balanced lives with many goals but then we must work at only one at a time. Anyone working toward any worthwhile goal is as successful as anyone else. We are happiest when we are working towards goals we have established for ourselves.

Success is whatever we want it to be. Worthy of us whether it be real or an ideal. Success is joy and satisfaction in serving others. One thing a goal must do is fill us with positive emotion when we think about it. The more intensely we feel about a goal the more progressively we will move towards it. We cannot simply drift into worthwhile destinations. The odds are too great.

Success is not a destination, but a journey. Anyone who is on course towards a worthy goal is successful.

We must set our sail and adjust our course. What is your next port of call, your goal? Is it clear and concise in your mind? Do you have it written down? We need reminding, reinforcing. Do not be vague or general. For example, be specific about how much you will earn this year, save this year, and invest for retirement this year.

Happiness comes from direction, not arrival. It's the trip that is enjoyable. Moving towards our goals is more satisfying than after they have been accomplished. Set new goals as soon as one is realised. Never stop the process. We should always be looking forward to a new accomplishment. Do not just settle for 'needs', make goals of 'wants'. Develop a wish list. You will become what you think about. Don't be circular and chaotic in your thinking or your life will reflect that. Written reminders help us to hit the bullseye time and time again. Control your thoughts. Decide what you will think and concentrate upon. You are in charge of your life to the degree you take charge of your thoughts.

Carlyle said, "A person without a purpose is like a ship without a rudder." What is your purpose? Is your mind made up? Munger said, "There is no road to success but through a clear strong purpose." Decide upon your goal. Insist upon it. Look at your written goals often every day. See yourself as having already attained your goal. You are now and you most certainly will become what you think about.

5. ASSIGNMENT

Write your answers in the space provided below.

1. Make out a want list — write down everything that you would like to see come about in your life.

2. After you have completed your want list, number the items in their order of importance.

3. Make item number one as your present primary goal, use the balance of the list for later reference.

4. Write down your current goal on this commitment card, print it out, and carry it with you in your wallet or purse.

MY COMMITMENT TO MYSELF

I, _____,

hereby commit to pursuing my goal of

_____.

Signature _____

Date _____

5. How will the achievement of this goal improve your life?



NOTES

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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

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.

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?



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LESSON THREE



THE POWER OF YOUR MIND

Using Your Mind to Get
The Results You Want

**“Whatever we plant in our subconscious
mind and nourish with repetition and
emotion will one day become a reality.”**

Earl Nightingale

NOTES



We went through some practical examples in this lesson of how you can change some of your paradigms. For example, instead of being a silent observer participate actively. Another example is to change your paradigm of being disorganised. It is the **repetition** of these habit changes, that will create new more positive paradigms that in turn will create great results in your life.

Your paradigms determine how you approach and react to the world around you, interpreting what you see and experience according to your knowledge and culturally determined guidelines. A paradigm tells you that there is a game, what the game is, and how to play it successfully. A paradigm shift, is a change to a new game, or a new set of rules. And when the rules change, the whole world will appear to be changing. In other words, change your paradigms and you will change the way you create your results.

“To ignore the power of paradigms to influence your judgement is to put yourself at significant risk when exploring the future. To be able to shape your future you have to be ready and able to change your paradigm.”

Joel Barker



2. KEY HIGHLIGHTS

- Paradigm is a term used to describe a mass of information that is programmed into an individual's subconscious mind, genetically at the moment of conception and then environmentally after birth. This information, or the paradigm, is then expressed in behavioural patterns producing the results a person gets in life.
- The paradigm is what structures a person's logic.
- As you gain a deep understanding of paradigms, it becomes obvious that logic on a conscious level and paradigms on a subconscious level, shape a person's perception and literally place them in a box beyond which they cannot see without the effective use of their imagination.
- The genetic conditioning is quite evident in a person's body. It is why they look so much like their relatives.
- Unfortunately, the paradigm has such an enormous influence over the use of a person's conscious faculties, if and when they use their imagination, they will generally unconsciously use it in a negative manner against themselves. An individual will create an image in their mind where they see the conditions and circumstance as the dominant role and they become subservient to them. This puts them in a position that prevents them from moving forward.
- In order for the individual to make a shift in logic and break out of that box to freedom; understanding, courage, and determination is required. This generally only happens with the assistance of a coach or a mentor.

Begin by identifying the results that you want to improve in your life.

- Paradigms are either positive or negative and are expressed in either positive or negative results. If a person experiences recurring negative results, it is important that they understand the cause of the problem does not lie with the circumstances or conditions outside of them; the cause is within — it lies with their paradigm.

- It is the paradigm that has attracted the conditions or circumstances that contribute to the problem. With the proper understanding an individual has the ability to change the paradigm.
- Becoming aware of paradigms and their limiting ability is not going to change your situation. At this point you have to become aware of how to alter paradigms and that will be covered in exercises outlined in your worksheets.

“People do not resist change, when it is their choice. People resist being changed.”

Michael Basch

- This takes us back to the point that a paradigm is a multitude of habits. Some of these habits are good, which produce desired results or results that you enjoy. It is the habits that form the negative aspect in the paradigm that require changing.
- Realising that your paradigm is a multitude of habits, and that habits require a considerable amount of attention and discipline before they are changed; the question then becomes which habit should we work on and how do we change it?
- Understand that results are the manifestation of an image held in your subconscious mind. It is a part of your perception of what you are capable of achieving or accomplishing. In the worksheets, we will lead you in an exercise that will show you how to change the paradigm.
- Improving habits and changing paradigms will have an effect on all areas of your life, not just your academic or professional life.
- If transforming paradigms can happen on an individual basis, it can be done on a group basis. When that happens, everything will start to improve.

To improve your results, read through the following points:

- i. You must believe your results can be improved.
- ii. You understand that your behaviour is causing your results.
- iii. Ask yourself what is causing your behaviour.
- iv. The 'Thinking Into Character' programme will help you understand that to a large degree it is your paradigm that causes your behaviour.
- v. In reviewing your own performance you will become aware that the behavioural patterns that are causing the results you do not want are habitual.
- vi. Understand that paradigms are a multitude of habits. Habits express themselves in behaviour without any conscious thought. Taking into consideration that the paradigm is a multitude of habits, you will arrive at the conclusion that to establish new, improved, permanent results you must change your paradigm.
- vii. It is not uncommon to experience a temporary improvement in results; however, it seems they are always temporary, never permanent. This is because the improved behaviour that is causing the improvement in results is forced and cannot be sustained. The individual ultimately gives way to the old, habitual behaviour and quickly returns to the results they do not want.
- viii. For permanent improvement in results, the paradigm must be changed and in order to change paradigms you must change habits. If an individual attempts to change more than one or two habits at a time, they generally end up changing nothing.
- ix. It is a common mistake for an individual to merely eliminate a negative habit thinking the results will improve. If a negative habit is not consciously and deliberately replaced with a positive habit then another negative habit will automatically replace it.
- x. To change your results you should select one or two habits that require changing and immediately begin to move into action.





3. WORKSHEET

Use two sheets of your own paper for the first part of this worksheet as you will need to destroy it afterwards.

Go back to the first exercise in the worksheet for Lesson 2 and on a clean sheet of paper, rewrite the detailed description of the results you are getting that you do not want.

Also go back to the second exercise in the Worksheet for Lesson 2 and on another blank sheet of paper rewrite all of the Non-Effective Activities (NEAs) you identified in as much detail as possible.

Then on the lines below rewrite the detailed description of the results that you do want.

On the lines below also rewrite, in as much detail as possible, all of the Effective Activities (EAs) you identified to replace the Non-Effective Activities (NEAs).

Then take the two sheets of paper with the unwanted results and the NEAs and shred them. The shredding is merely symbolic and it is the idea behind it that's important. As you are shredding the sheets of paper, mentally release them. Hold an image of yourself actively involved in the EAs that you have selected to replace the NEAs.

A good example is of a student at college who was disappointed with his low grades. He acknowledged that he was wasting much of his valuable time playing computer games when he should be studying. He dug into his paradigms and recognised that he was programmed with low self-esteem. He played computer games to gain a sense of achievement.

His poor grades made him feel worthless and so he escaped into a virtual world where he could make a difference. Minecraft, World of Warcraft, Football Manager – you name the game and he was one of the top players! But no such success at college...



“Commit your non-effective activities to paper and physically shred and mentally destroy them. This is very powerful.”

Upon deep reflection, he realised his gaming addiction further exacerbated the poor grades as he used his free time to game and not to study. To fix this, he wrote out his present behaviour of gaming and not putting in the necessary revision time. He then shredded the piece of paper that this negative behaviour was captured on. As the paper was being ripped apart, the student saw himself replacing the gaming addiction to instead studying his subjects every day and every weekend during his free time.

You see, to facilitate change, the negative NEAs must be replaced with EAs. This change of paradigm caused a huge shift in results for the student. This student went from failing grades to 'B' grade average in just a matter of weeks! Eventually he also got his gaming addiction under control and now only plays as a reward when he has completed his revision.

The next exercise is a truly liberating concept and although it is being used for a specific purpose here, you can adapt it to any area of your life. The benefits for following these instructions will be huge, however, discipline together with determined action will be required for you to replace the habits in order for your desired results to manifest.

In preparing yourself to move to a new dimension of productivity, firstly totally relax as we did during the Lesson 1 exercise in this guide.

You are about to begin reprogramming your subconscious mind. The strategy to accomplish this is extremely effective.

Your subconscious mind is totally deductive, meaning it has no ability to reject; it will accept whatever you impress upon it as reality regardless of whether it is imagined or real.

Visualise a channel of energy flowing into the top of your head, circulating through your head and down into every area of your entire body. As this energy freely flows to and through you, circulating into every molecule of your being, let your body become very light. Mentally envision yourself already in possession of the results that you desire. Really see the picture.

In the space provided, make a written description of yourself in possession of all the good that you desire. State how you feel and write in the present tense.

Write so clearly that if a stranger were to read the description, the words would create an image in the reader's mind that would be identical to the image you are holding in your mind.





4. READING ARTICLE

Acres Of Diamonds - Adapted from Earl Nightingale

The mind is the richest human resource. It is a gold mine of ideas. Ask yourself every morning, "How can I increase my service today?"

Russell Conwell wrote 'Acres of Diamonds', a true story of an African farmer who heard of others who had made millions by discovering diamond mines. He sold his property and travelled the continent for many long years in search of diamonds until at last, old, weary and discouraged, he threw himself into a river and drowned. Meanwhile back at the old farm the new owner found a large brilliant rough diamond in the creek. A friend told him he had found one of the largest diamonds ever. His creek was filled with such stones.

Needless to say the farm the first farmer had sold so that he might find a diamond mine turned out to be the most productive diamond mine in the entire African continent. The first farmer had owned free acres of diamonds. He should have searched his own property thoroughly before moving on. He had not even looked.

Each of us is at this moment standing in the midst of his or her own acres of diamonds. Explore the pasture you are in. Do not run from one thing to another forever looking for the pot of gold. Stay where you are until you find what you seek. Let your mind thoroughly explore the possibilities in what you are presently doing.

Each morning, as you get ready, ask yourself this question:

"How can I increase my service today?"

Then, during the hour a day you set aside for study and research, make notes and think about your studies, about your future career and about people. You'll gradually begin to get better and better ideas for improving your service.

Remember these words: **No man can become rich, without enriching others. Anyone who adds to prosperity—must prosper in turn.**

Think of ways and means by which you can increase your contribution to your studies, your job, your world and those who you serve. You will begin to notice a wonderful change in your world.

The minute you adopt this attitude you have joined the top 3% of the people in the world. You have virtually removed all competition. You are creating, rather than competing. You are affecting life, rather than just being affected by it. You are becoming a creator and a giver to life, instead of just a receiver.

Do not run from one thing to another forever looking for the pot of gold.

By taking this attitude towards your work, your future company and industry, you're automatically taking care of two vital parts of successful living.

First, you'll find yourself becoming more interested and enthusiastic about your work and its future and both interest and enthusiasm are contagious.

And second, you're building financial security which will last a lifetime. So, keep this thought in mind as often as you can.

Somewhere in your present work or studies there lurks an opportunity which will bring you everything you could possibly want for yourself. It will not be labelled "opportunity." It will be hidden in common, everyday items, just as was the hairpin with which a man fashioned the first paper clip, or the dirty drinking glass which triggered the paper cup industry.

There were good reasons why you chose your present work or study in the beginning. If not, then it may be time to move on to another field. Find acres of diamonds hiding. The diamonds of opportunity are there but they cannot shout. Our job is to find them. We must think of better ways to serve, right where we are. Look at your work through eyes of 'intelligent objectivity.' Leave no stone unturned. There are better ways to do what you are presently doing. Keep things stirred up. Overcome! Prevail right where you are. Stay and get rid of your problems. Think every day of a way to mine your own acres of diamonds.



5. ASSIGNMENT

Write your answers in the space provided below.

1. What is your acre of diamonds? Take your time and really think about it.

2. What might someone else say about your life and your opportunities?

3. List the opportunities that surround you now. Brainstorm; write down whatever comes to mind.

4. How can you increase your knowledge?

5. How can you improve your performance now?



NOTES

A series of horizontal dotted lines for writing notes.

Thinking

INTO CHARACTER

LESSON FOUR

FOUR



THE STICK PERSON Unlocking the Secret

**“Until you make the unconscious conscious,
It will direct your life and you will call it fate.”**

Carl Jung

1. OVERVIEW

NOTES

FOUR



Think of your favourite band or artist. Really think about them. Be aware that a picture, an image of them is on the screen of your mind. Now quickly think of the front door of your home. Be aware that you have an image of the front door on your mind. Think of a friend you haven't seen for sometime. They too will appear on the screen of your mind. Think of a bright blue sea or the sun or a rainbow - see how fast you can switch from one image to the next.

Now think of your mind. If you are like most people, an image of the brain has appeared on the screen of your mind. Clearly understand your brain is not your mind any more than your fingernail or your elbow is. Your brain is part of the body.



As magnificent as the brain is, it is actually an electronic switching station and is still part of the body. Your body is the physical manifestation of a movement that is more commonly referred to as the mind. No one has ever or will ever see the mind. The mind is not a thing, it is an activity.

Your mind is either in a confused or orderly state—one or the other. An image brings order to the mind. Whenever we begin to think of the mind, there is confusion because no one has ever seen the mind. Since confusion causes feelings that we do not appreciate, we stop thinking about it and begin to go into an area that we are more familiar with.

Dotted lines for taking notes.

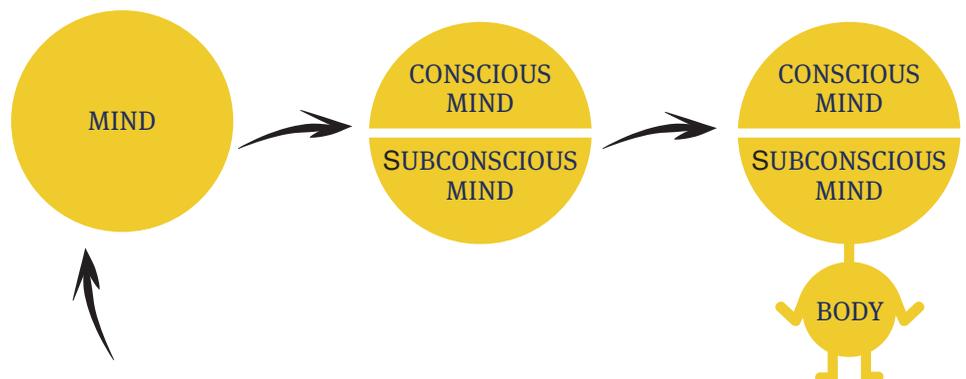
NOTES

You see, the image of your favourite band or artist was held in a group of cells in your brain the moment you looked at it. When you thought of the word which triggered cells that contained that image, it caused the image to flash on the screen of your mind. As you looked at the words 'sea' and 'sun', in a split second, you activated the cells of your brain that contained those images and they flashed on the screen of your mind.

As magnificent as the brain is, it is actually an electronic switching station and is still part of the body.

We studied Doctor Thurman Fleet in this lesson who told us that we are treating symptoms and not treating the cause of the problems. He said if there is going to be any health, we need to treat the person holistically. In other words, we need to treat the whole person.

Doctor Thurman said that we are not doing that because when it comes to the area of the mind there is nothing but confusion. He said since no one has ever seen the mind, he decided to create this picture of the mind.



This diagram is representative of our mind. This is not actually the mind but we need a picture to visualise it.

The mind operates on two main levels - the conscious and subconscious. Everything above the line in the second diagram above is the conscious mind. The half circle below the line represents the subconscious mind. Then in the third diagram, the much smaller circle represents the body. Doctor Thurman states that the body is an instrument of the mind and it obeys the operations of the mind.

We can compare it to how doctors are treating the symptoms of illnesses but not the root cause. They are treating obesity related diseases such as diabetes and heart disease but not treating the cause of over-eating which causes these diseases in the first place.

2. KEY HIGHLIGHTS

- No one has ever seen the mind. When the mind is imagined and understood, you will become much more effective at improving results.
- Behaviour is the secondary cause of results. For permanent improvement in results, you must go to the primary cause, which is the cause of the behaviour, and that is the subconscious programming — the paradigm.
- The conscious mind is the thinking mind — the educated mind. The subconscious mind is the emotional mind. It is what is going on in the emotional mind that determines the behaviour or the actions the body is involved in.
- The conscious mind receives information from the outside world through the five sensory factors: sight, sound, smell, taste and touch.
- Unfortunately, most people's paradigm — their conditioning, causes them to be subservient to their outside world. They live through their senses, through what they see, hear, taste, smell and touch.



- Our conditions, circumstances and environment have no bearing to what is going to happen in our future unless we let them. You do not have to go by what you see, hear, smell, taste and touch.

- You have the ability to create an image of what you would like the future to hold. By impressing that picture upon the subconscious mind (letting yourself get emotionally involved with the image), the image will ultimately move into form with and through you.
- If you objectively view another person's behaviour, you will understand what is going on in their mind.

The conscious mind is the thinking mind, the educated mind. The subconscious mind is the emotional mind.

- The conscious mind is where we gather information, but that is not the part that controls the actions of the body. The conscious mind thinks and the subconscious mind executes what is impressed upon it and expresses itself through the body.
- Every person has genius locked up within them. The essence of who they are is perfect. That perfection has been buried in old virus codes or paradigms. *Thinking Into Character* is designed to help you bring these deep reservoirs of potential to the surface.
- If you want people to change what they're doing, you will have to help them understand what is causing them to act this way.
- There is a tremendous energy that flows to and through you.
- You have the ability to create dreams, originate ideas or discover solutions to problems from this energy as it flows into your conscious mind.

3. WORKSHEETS

The outside world is a reflection of what takes place in your mind. Your paradigms are in your subconscious mind and to a large degree control your behaviour and your outside world. The following exercises will help you become aware of the activities in your brain and will enable you to alter the cause of the results you no longer want.



1. Begin by examining how you spend your days.

i. What time do you generally wake up?

Time _____

ii. When you wake up, do you get up immediately?

Yes No

iii. When you get up, how long does it generally take you before you become productive?

Hours _____ Minutes _____

iv. When you get up in the morning what mood are you in? _____

v. Do you have your activities for the day prepared and prioritised when you get up in the morning?

Yes No

vi. Do you take a break for lunch or do you study or work through lunch? _____

vii. When you study or work from home, do you have numerous interruptions? Yes No

2. If a disappointing situation occurs, do you react or respond to that situation? _____

3. Do you have difficulty staying focused on tasks? _____

4. Do you have an organised study programme? _____

5. What are your greatest strengths?

6. What are your greatest weaknesses?



7. Do you intend to eliminate your weaknesses? Yes No

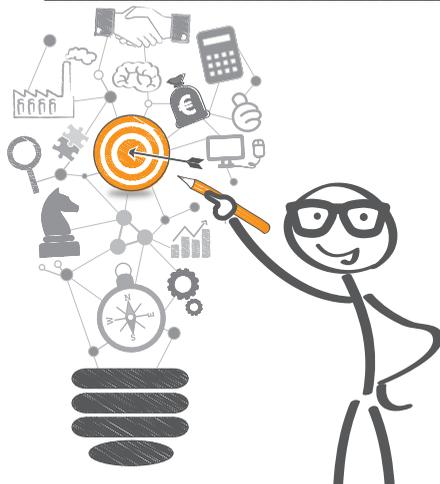
Which ones?

8. List six habits that you will change:

9. What is a belief you have difficulty with that you would like to strengthen?

10. Think of a close friend. What behavioural patterns do they have that could be considered annoying?

i. If that person was doing this exercise about you, what do you think they would say?



11. What daily actions do you have that are habitual that ensure you are moving toward your goal?

4. READING ARTICLE

It's Easier to Win - Adapted from Earl Nightingale

Success is easier than failure. Winning is better than losing. You never pay the price for success, you enjoy the price of success. Only 5% of people achieve unusual success in their lives. What motivates people to live as they do? 95% of children are not born into this top 5%. The child will soon take their environment for granted. It will condition them. They will speak the language. They mirror their environment because it is the perfectly natural thing to do. They become average.

Successful people follow independent paths. They break away from the crowd. They join a smaller crowd.

Everyone has the option to work and live on whatever layer of life's pyramid they choose. The view is better, the air is fresher, the sun shines earlier and later, and the crowd is smaller at the top. It is easier to settle for the lower levels. Most just get in step with their peers. Most just don't know how to succeed. They've never heard how. They want to be accepted. They follow the follower. They conform to one another. Belonging seems to be all important.

Therein is the trap that captures practically everybody. Most end up in it. They live their lives playing to the wrong crowd, trying to be one of the gang. The important thing to them is to be liked. They have no identity of their own. They find their identity in a larger group.

But, how can we avoid this?

Well, Firstly, we must begin to think. We must look at ourselves objectively for what we really are — distinct individuals with unlimited opportunities for development.

Secondly, we must ask ourselves some questions: Do I want to be like the people I'm following? I know they are pretty good people, but do they know where they're going? Are they successful? Are they as successful as I want to be? If I continue to go along as I have in the past, where will I be in five years from now? Am I operating at or near peak efficiency? Have I been doing just enough to get by? Am I devoting a part of my time each day to thinking of ways and means by which I can increase my contribution? Am I really aware that my rewards in life will always be in exact proportion to my service? Am I following an intelligent course for improving my mind and increasing my knowledge? Do I have a reading and study programme? Or do I think I already know enough?

Thirdly, when I get up in the morning, do I know exactly what it is I'm working towards? Do my life and studies have a clear direction and a worthwhile purpose? Or am I simply marking time and going along with the crowd? Am I motivated by what I really want out of life, or am I mass motivated?

Successful people follow independent paths. They break away from the crowd. They join a smaller crowd. They do not have the television on all day long. They use their time constructively. It is easier to win! There is less competition up there and the view is better.

Success is easier than failure. Winning is better than losing. You never pay the price for success, you enjoy the price of success.

It is never too late; for with a purpose, a worthy goal, and a motivation to reach those upper layers on the pyramid, a person can travel further in a few years than he might otherwise travel in a lifetime.



5. ASSIGNMENT

Write your answers in the space provided below.

1. Our environmental conditioning teaches us to conform to 'play it safe'. It is an easy trap to fall into — one that all of us fall into to some extent. Do you ever find yourself playing the game Earl Nightingale calls "Follow the Follower"?

2. Analyse the key people in your environment, those who have an important effect on you, in your family, in your community, at your educational institution, at your workplace and socially. Who possesses qualities you want to emulate?

3. How can you improve your human environment?



NOTES

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NOTES

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Thinking

INTO CHARACTER

LESSON FIVE



MIRACLE OF YOUR MIND

The Trick to Staying in Charge no Matter the Circumstance

“An educated person is not, necessarily, one who has an abundance of general or specialised knowledge. An educated person is one who has so developed the faculties of their mind that they may acquire anything that they want, or its equivalent, without violating the rights of others.”

Napoleon Hill



Your higher faculties are what separates you from all the rest of the animal kingdom. These faculties permit you to enjoy the results that you want. Clearly understand that the only limitations you will ever have are the limitations that you impose upon yourself. You truly do have infinite potential.

You have infinite potential and to quote Dr. J. B. Rhine,

“The mind is the greatest power in all of creation.”

There is no end to what you are capable of doing. Just observe the world around you and the advances that have been made within the past few years. All of these advances are the result of a small select group of people using their higher faculties to create a better world for all of us to enjoy. You are working with the same power they are working with; the same faculties they are working with. The only possible difference would be the limitations that you are working with. Release and remove them and permit your greatness to be expressed.

Your reasoning factor gives you the ability to reject anything that comes in from the outside and nowhere has it ever been written that circumstance is given dominion over man.

NOTES

Dotted lines for taking notes.



2. KEY HIGHLIGHTS

- We are programmed to live from the 'outside in'. That programming causes a tendency for us to become the plaything for outside forces. We should observe and be aware of what is going on in our outside world but be capable of creating and maintaining an individualised existence.
- We have been gifted with higher mental faculties: **Perception, Will, Imagination, Memory, Reason and Intuition**. It is our responsibility to learn how to utilise and develop these higher faculties to a greater degree.
- **Perception:** Our perception is our point of view. When we see something that causes us to think something cannot be done, we can change our perception of the situation and originate an idea as to how it can be done.
- **Will:** Will gives you the ability to hold one picture on the screen of your mind to the exclusion of all outside distractions. The will gives you the ability to focus and concentrate. The more you practice developing your will, the stronger it will become.

Since we are in control of our own thinking faculty, we should not spend time thinking negative thoughts or originating ideas on why something cannot be done.

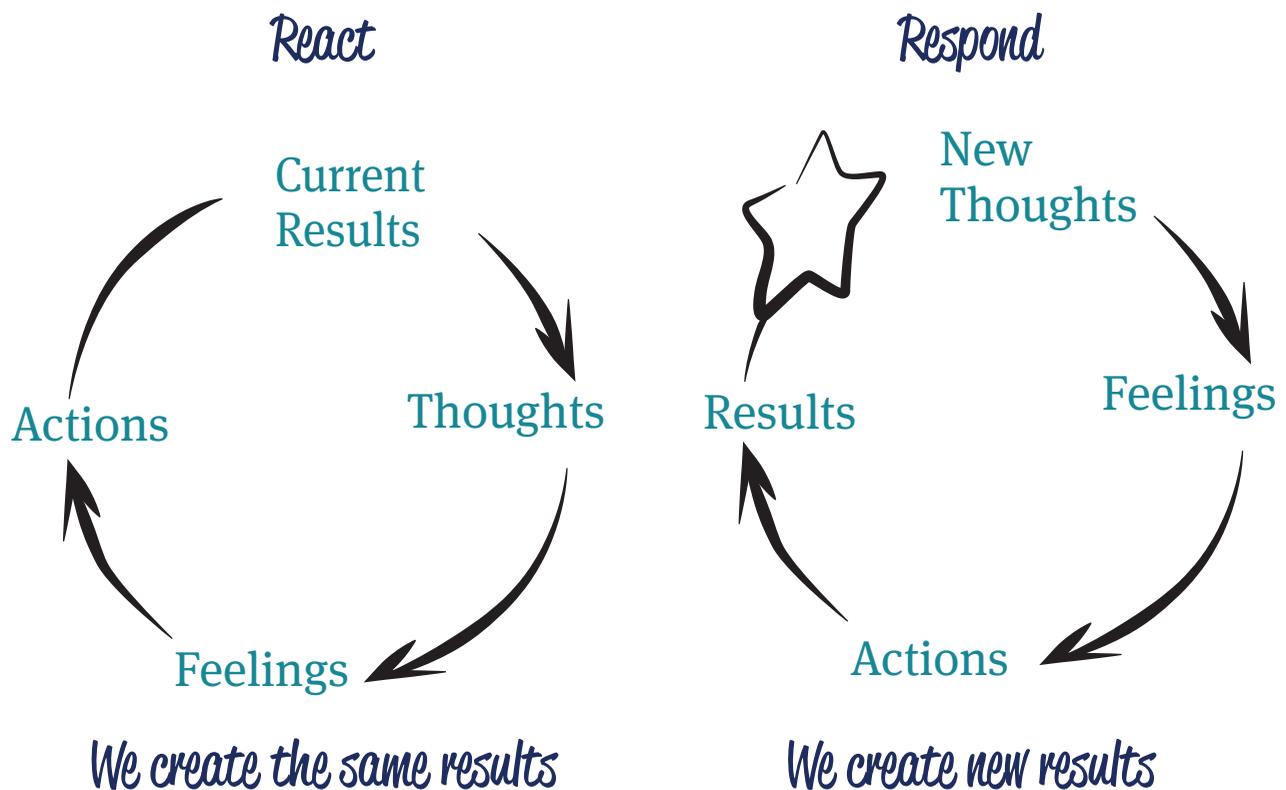
- **Imagination:** Imagination creates dreams. Dreaming is the first stage of creation in life. The 'Thinking Into Character' programme originated from a dream. The educational institution you attend or the workplace you attend originated from a dream. The creative process spans three stages: dream, theory, fact. It is important to remember that without the aid of your imagination there could be no creation in your life. Someone else will always be the star in your film. Everything is created twice. First with imagination in your mind. Second, when it manifests in your material world.



- **Memory:** Our memory is perfect. There is no such thing as a bad memory. There are only weak memories and strong memories. All of our higher faculties are perfect. They merely require exercise to strengthen them.
- **Reason:** Reason is what gives us the ability to think. Thinking is our highest function. It is our inductive reasoning faculty that gives us the ability to originate individual thoughts and bring them together in the formation of ideas. We can observe what we are doing and then think of ideas as to how we can do better.
- **Intuition:** It is with your intuition that you pick up vibrations and translate those vibrations in your mind. Your intuition permits you to know what is happening around you. Intuition is often referred to as a sixth sense, which is incorrect. It is not a sense, it is one of your higher faculties and can be developed to an extraordinary degree.



- When you look at your results and let the results register in your mind, the results cause you to think. The thinking produces the feeling, the feeling causes the action and the action produces the result — the same result. This is precisely why the majority of our population keep getting the same results, year after year. It's called "struggle".
- Immediately stop permitting the outside world to control your mind. Objectively observe what is going on in your outside world. Do not be a part of it. Look at your results as a stranger might. Say, "Hmm, I don't think that's what I want." and then begin to think of what you do want.
- Think thoughts that will create the idea of what you want. The thoughts cause the feelings, the feelings cause the actions and the action produces a new result. At that point, you consciously observe the new result; you mentally adapt to the new results and immediately begin to think the thoughts that create the idea of how to improve upon it.
- Remember, it starts with the thought. The thought causes the feeling, the feeling causes the action, the action causes the result. Take a look at the result, adapt, and start a new train of thought. You stay in charge of you. Do not let the outside world control you. You control the outside world.



3. WORKSHEETS

1. Explore some of these faculties in more detail by reflecting on the following questions.

A. Perception: Perception is your point of view, the way you see things.

- i. Recall a situation that you would like to find a new solution for something that is not working that you would like to transform. Describe this situation.



PERCEPTION

- ii. Now, change your perception. Consider a new point of view. Imagine you are someone who, without a doubt, could succeed in this situation. How would this person think about the situation? What would their point of view be?



iii. Can you adopt this perception? What action could you take to embrace this new perception?

Five horizontal lines for writing a response to question iii.

WILL

B. Will: Will is your ability to focus. The more you practice developing your will, the stronger it becomes.

- i. Now, focus on a situation you would like to transform. Call to mind how you would like this situation to transform. Now focus on it. Focus on the ideal situation you would like to create. Hold this new situation in your mind, focus on it. If your focus changes, call it back to this new solution you are creating. Practise holding your focus on this new situation for at least five minutes.

C. Imagination: Imagination is a marvellous and miraculous force.

- i. How can you strengthen your imagination? When faced with a problem or situation that is not going as planned, how could you engage your imagination?

IMAGINATION

Five horizontal lines for writing a response to question C.i.

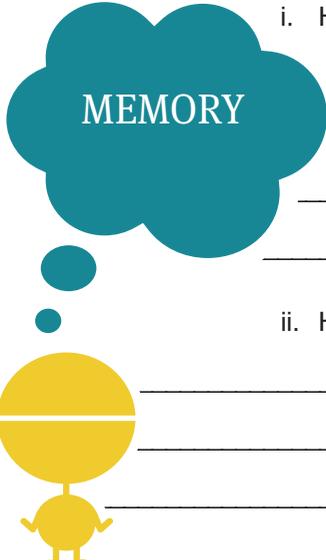
- ii. Describe a situation you would like to improve.

Five horizontal lines for writing a response to question C.ii.

- iii. Now, use your imagination to tap into other possibilities for how you can improve this situation. Get a blank piece of paper, and in the middle write down a brief description of the situation. Now, brainstorm ways to improve this situation. Identify at least five brainstormed ideas on how you can improve this situation. Let your imagination go!

D. Memory: Our memory is perfect. There is no such thing as a bad memory. There are only weak memories and strong memories.

- i. How good is your memory?



MEMORY

- ii. How do you memorise numbers?

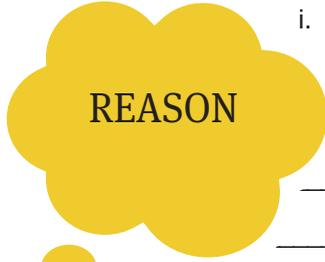
- iii. How do you memorise information?

- iv. What can you do to improve your memory?



E. Reason: One of our mental faculties is our ability to reason. Reason is our ability to think.

- i. Recall a situation in your education or at your workplace that is not going well and could be better. Write down a short description of this situation.

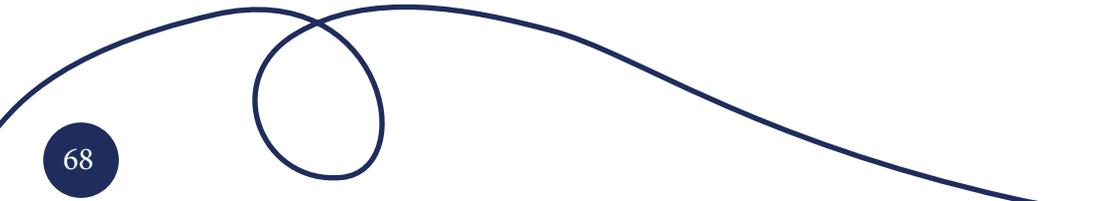


REASON

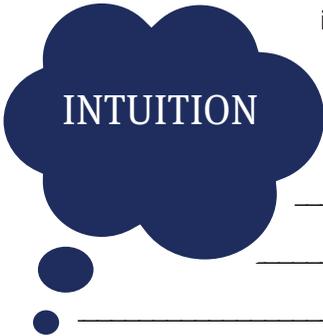
- ii. Notice your thought patterns about this situation. What are you saying to yourself about this situation? What is your **thinking** about this situation? Are your thoughts negative?



- iii. Now, use your capacity to think how to transform this situation. What if you begin to think about how to make this situation better? How would you communicate those thoughts? How can you transform your thinking about this situation? What thoughts would be positive?



F. Intuition: Your intuition permits you to know what is happening around you.



INTUITION

i. Are you conscious of your intuitive abilities?

ii. Do you ever have a feeling that something is about to happen before it does?

iii. Do you ever know who is calling you before you see the caller ID?

iv. How can you improve your intuition?

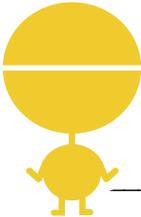
v. How can your intuition serve you better?



RESULTS

2. Are your results causing your thinking, or is your thinking causing your results? This is a very important distinction, probably the most important point to make in this lesson.

3. Think of a situation in the external environment. Maybe this is a situation at your educational institution, workplace or your personal life that is not working well for you. What is the situation?



i. What is your thinking about this situation?

ii. What are the actions you are taking because of your thinking?



iii. What are the results that are created? Are you getting the same result, over and over again? Is your thinking helping you get to your desired results? Or are your results not changing?

4. Now, shift your thinking process. Look at the result. Describe the result.

i. Is this something you want? If not, begin to think of what you do want. Build the image of what you do want in your mind.

ii. What new thoughts can you have about this situation? How can you think about the situation differently?

4. READING ARTICLE

Miracle Of Your Mind - Adapted from Earl Nightingale

All creatures, except one, are supplied with a set of instincts and because of that, they don't require much of a brain. Only man has the miracle of the mind. He alone can solve problems and create new ideas. The most important physical aspect of man is his brain. Only man can fashion his life with his mind. Only man can think, choose and reason. Only man can reach purposeful goals that were set.

Successful people are not people without problems. No one is without problems – problems are a part of living.

Man only uses a small percentage of his mental ability. Most people have never learnt to think creatively. They merely react to stimuli. Successful people are not people without problems. No one is without problems - problems are a part of living. But let me show you how much time we waste worrying about the wrong problems. Here's a reliable estimate of the things people worry about: things that never happen (40%), things over and past that can't be changed by all the worry in the world (30%), needless worries about our health (12%) petty miscellaneous worries (10%), real, legitimate worries (8%). In short, 92% of the average person's worries take up valuable time, cause painful stress, even mental anguish and are absolutely unnecessary.

Of the real, legitimate worries, there are two kinds: problems we can solve, and problems beyond our ability to personally solve. But most of our real problems usually fall into the first group – the ones we can solve, if we learn how.

There must be millions of people today who feel they are being barred from the life they want because they look upon problems not as challenges to be met, but as wide chasms beyond their ability to bridge.

For a moment, consider the things your mind has brought you. Everything you have, your studies, your professional achievements, your relationships with your family and others, your philosophy of life, has come to you as a result of your using your mind. Now, consider this estimate made by experts; that you have probably been operating on less than 10% of your mental capacity, and probably much less than that!

Most people do not think. Few will sit down, write their problem on a note-pad and deliberately begin to think. Every man-made thing came from the human mind.

Your goal is in the future. Your problem is to bridge the gap that exists between where you now are and the goal you intend to reach. This is the problem to solve.

There you have it. Living successfully, getting the things we want from life, is a matter of solving the problems that stand between where we are now and the point we wish to reach!

There must be millions of people today who feel they are being barred from the life they want because they look upon problems not as challenges to be met, but as wide chasms beyond their ability to bridge.

Take time to think every day about new ways in which the activities of that day can be improved upon. It's not easy to think. Most of your ideas will be no good. Most importantly, your goals will be deeply imbedded in your mind. Your mind will work for ways to accomplish your goal. Spend one hour every day thinking about your goal and how to get there. Don't waste time thinking about needless things. Never underestimate the miracle of your mind!



5. ASSIGNMENT

Write your answers in the space provided below.

1. List all your worries and concerns:

2. From this list, determine which worries are needless and which are legitimate.

3. Outline a strategy for solving your legitimate problems.

4. Starting this week, spend one hour each day exercising your mind. That is, write down ideas for improving your present and/or achieving your current goal. Aim for 20 new ideas each day.

5. Test the ideas that you believe have merit.



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NOTES

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Thinking

INTO CHARACTER

LESSON SIX



CREATING YOUR RESULTS

Creating the Environment That You Want

**"No one can make you feel inferior
without your consent."**

Eleanor Roosevelt

1. OVERVIEW

We have learnt about the importance of self-image and how it controls everything about you. The way you walk, talk, how you meet and greet the world and how you hold yourself. The image you have is a reflection of your results.

“Our self-image, strongly held, essentially determines what we become”

Maxwell Maltz

Many people hold a negative self-image. Over 60% of us admit a lack of self-confidence which affects everything in our lives from school to interviews to careers to relationships.

In 1900, William James, one of America's earliest and greatest psychologists, said “The greatest discovery of my generation is that human beings can alter their lives by altering their attitudes of mind.”

“The greatest discovery of my generation is that human beings can alter their lives by altering their attitudes of mind.”

William James

In 1960, Dr. Maxwell Maltz, the author of ‘Psycho Cybernetics’ also said “Self-image psychology is the greatest psychological discovery of my generation.”

Self-image, as we know it today, was first discovered by Dr. Maxwell Maltz who performed plastic surgery. He found that when he did surgery on a patient and removed or repaired some form of disfiguration to the person's face, there was not only a great change in the person's appearance, but there was also a noticeable psychological improvement.

Maltz also observed that with some patients, regardless of how successful the physical operation was, there was no psychological change at all. This led him to postulate that we actually have two images: one that reflects back to us from the mirror and the one that we hold in our mind. As the inner image is changed, the person's world changes.

Companies and corporations invest a considerable amount of money on their image, which we call branding. Just as individuals and corporations have images, teams have images. It's not uncommon to see a team involved in some sport that has no super stars, yet they win the championship. That is because each member of the team is operating with the same effective image of what they want and believe they can accomplish it.

This concept also operates just as effectively outside of sports with a team of people in a company. Approach it from any angle you choose, image is very important. When it comes to your personal self-image it is very important and it is something that can always be improved.



2. KEY HIGHLIGHTS

- You are programmed within the deep recesses of your mind with a perception of what you are, who you are and what you are worth. This is referred to as inner self-image. It is literally a control mechanism that determines what comes into your life and how well you do.
- You also have an outer image. It is the one that you project to the world by the way you walk, talk, dress and meet and greet other people. That image is the outer expression of the inner image.
- Your results are always a reflection of what is going on internally. If you have a negative or bad image of yourself, your results are going to be a reflection of that image.
- The self-image that is fixed in your subconscious mind will determine how the rest of the world will see you. You are the only person in the entire world that has the ability to alter or improve your self-image.



- Teams operate with an image the same way as individuals or organisations do. When a team chooses to improve their performance they must collectively work at improving the image of each team member thereby improving the team image.

When a team chooses to improve their performance they must collectively work at improving the image of each team member thereby improving the team image.

- There is an image of perfection that is resident in the centre of your consciousness. The more you move in the direction of that image, the more your life will improve. There is no end to the good that you can experience as you develop a greater awareness of the perfection that does lie within you.
- Small or large groups that come together as a team in a corporation or other organisation and perform effectively do so because they do not compete. They create.
- Fast moving, powerful, profitable organisations understand that people work better together. They encourage and educate people to be effective team members. Not only does the organisation win, so does every individual in the organisation. Individuals grow when they have the support of team members.
- When a team operates in a spirit of harmony toward the same objective, you have one of the most powerful forces in the world. Creative professional teams have difficulty differentiating between working and having fun, and they create results that really count.



3. WORKSHEET

1. If your external world is a mirror of your internal self-image, what is your external world telling you about your self-image?

2. How would you describe the self-image you project to the outside world? Is it a true image of how you feel about yourself? Or, are there differences between what you project and how you really feel about yourself?

3. How do you really feel about yourself? Do you have a positive self-image, or is there room for improvement?

4. Is your self-image a limiting paradigm, or is it empowering? What are the messages you hold about yourself in your self-image paradigm, in other words, what is your inner dialogue?





4. READING ARTICLE

Destiny In The Balance - Adapted by Earl Nightingale

Working hard is not enough. Your rewards in life will always match the level of your service. Input determines output. Seek to serve. You must not only work hard but work smart. Many people are ignorant of the principal law of cause and effect. For every action there is an equal and opposite reaction. Our rewards in life will always match our service. "As you sow, so shall you also reap." If anyone is dissatisfied with his rewards he needs to examine his service.

Think not about future rewards but about present service.

Each of us serves a portion of humanity or those we come into contact with. We serve others. Others serve us. We need each other. Every time we use a product or service, someone is serving us. Rewards are of the tangible type but also intangible such as happiness and peace of mind. Whatever it is you seek in the form of rewards, you must first earn in the form of service. The wood must be put in before you can get warmth. You cannot get maximum heat with too small a supply of wood. Think not about future rewards but about present service.

Discontent is measured by the distance between what you want and what you have. Constructive discontent results in an upward spiral. Determine what you want. Measure the distance between you and your goal and determine ways of increasing your service. People will be happy to supply you with the living you need if you will think of some way to serve them. Never seek to be given anything. Seek to serve in such a way that you will be rewarded. Start where you are. Our job is to do the sowing, the rest will take care of itself.

You can always tell what people have done by observing what they have. You can measure their contribution to society by society's contribution to them. My rewards in life will be in exact proportion to my service. "How can I increase my service today?" We must work intelligently, seeking ways to increase our service and thereby increasing our rewards. Do it now!

Succeeding takes time. It takes dedication, 100% commitment, and creative thought.

We must keep asking ourselves, "How can I broaden my service and, by so doing, increase my harvest/my rewards?"

All right, how can we correct the situation? William James gave us the answer. He wrote: "Either some unusual stimulus fills them with emotional excitement, or some unusual idea of necessity induces them to make an extra effort of will."

Let your goal represent the excitement. Your ideas and efforts will weigh down the service end of the scale. And the rewards must and will follow. They will be yours, they are yours, the moment you realise this truth!

As you sow, so shall you reap, all the years of your life.

If you are worried about your income or your future, you are concentrating on the wrong end of the scale. Look at the other end. Concern yourself only with increasing your service, with becoming great where you are and your income and your future will take care of themselves. Do not be like the person sitting in front of that empty fireplace and asking for the heat, you are asking for the impossible. Pile in the wood first and the heat will come as a result.

Succeeding takes time. It takes dedication, 100% commitment, and creative thought.

Next time you are off by yourself in a quiet place, contemplate your plot of ground, your life, and begin to sow the seeds that will yield you a rich and abundant harvest.

In William James's essay 'On Vital Reserves', he wrote, "Compared with what we ought to be, we are only half awake. Our fires are damped; our drafts are checked. We are making use of only a small part of our possible mental and physical resources." Stating the thing broadly, he went on to write, "The human individual thus lives usually far within his limits; he possesses powers of various sorts which he habitually fails to use. He energises below his maximum, and he behaves below his optimum."



5. ASSIGNMENT

Write your answers in the space provided below.

1. Evaluate how effectively you are serving others now.

2. Note one major way in which you can increase your service today, knowing that your rewards in life must be in exact proportion to your service.

3. Assess whether you are working not only hard, but also intelligently.



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Thinking

INTO CHARACTER

LESSON SEVEN

SEVEN



BREAKING THE TERROR BARRIER

Identifying and Avoiding
Barriers that will Sabotage
your Success

“Be careful of your thoughts, for your thoughts become your words. Be careful of your words, for your words become your actions. Be careful of your actions, for your actions become your habits. Be careful of your habits, for your habits become your character. Be careful of your character, for your character becomes your destiny.”

Chinese proverb,
author unknown

NOTES

All the ideas that are fixed in your subconscious mind control the vibration you are in and cause you to feel the way you do. Regardless of whether that feeling is good or bad, you get used to feeling that way and you become comfortable with it.

It is these paradigms that cause a behaviour to be consistent and it is the behaviour that produces the results. We often refer to the paradigm as the thermostat that controls the temperature of our life. Most people are forever trying to play with the thermometer to change the temperature rather than go to the thermostat. This is the reason that 90% of the population continue to get the same results over and over.

A good way to look at this is to perhaps examine the habits that form your daily routine. For instance, when you get home each day, what is your typical schedule? Do you find yourself doing the same things every day? Do you check your Instagram, Snapchat or Twitter? Do you play computer games or read the newspaper? For the most part you will find that you follow the same routine each day. Are you getting the results you want?

To change your results, you must change your paradigm, and this requires strong conscious control over your thinking.

Repetition is vital for changing your thinking and paradigms. So, if for example, you are not happy with your results, you must consciously change your thinking and behaviour. When you do this enough times, a new pattern of behaviour is created and your results will start to change. It is the repetition that enables growth and change. In the earlier example, for instance, if you are not happy with your performance, you can change your behaviour by adopting a new routine when you get home each day. Instead of spending wasted time online, you can commit to spending that time studying or working towards a professional qualification. At first, this will feel very difficult but over time and with enough repetition, studying will become your new habit and paradigm.

As you change your thinking, you change the vibration you are in, which of course affects how you feel. Small incremental changes are usually managed without too much difficulty. However, any big change can cause our entire electrical (central nervous) system to go crazy.

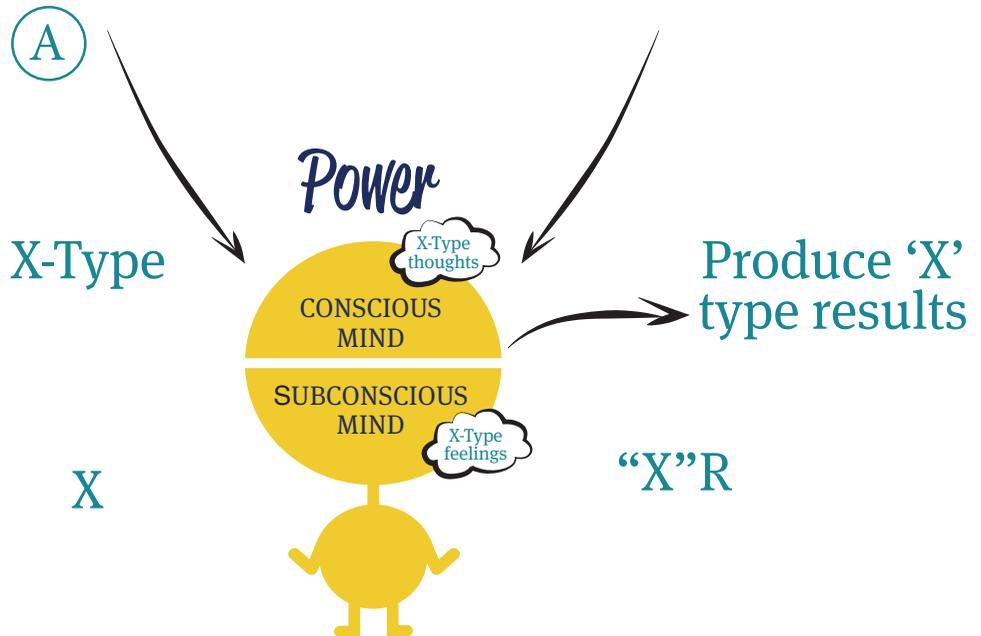
If your dream does not scare you, it is too small. Your 'C' type goals will bring you face to face with what is called the 'Terror Barrier'.

Don't
fear
Change

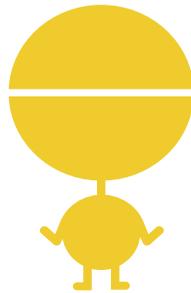
NOTES

Any time you are setting a 'C-Type' goal that results in skipping a couple of rungs on the ladder of success, you will come up against what is known as the 'Terror Barrier'.

Let's go through each stage one by one from left to right:



Bondage



A. Bondage

In the illustration of 'Bondage' we show a person who is getting 'X-Type' results — results they do not want. 'X' is the unknown factor which represents limiting thoughts. The person, their goals and their dreams are in bondage. The results are caused by the 'X-Type' conditioning in the subconscious mind and even though the person has the ability to choose whatever thoughts they want, they continue to create from the power that flows into their mind, 'X-Type' thoughts. An example of this is of a student who has low self confidence conditioning. Perhaps they have been considered by parents and teachers that they are not capable of achieving good grades. They now believe this too, so what is the point of even trying? These thoughts the student has are caused by 'X-Type' conditioning and are causing the 'X-Type' results of not achieving good grades.

Any time you are setting a 'C-Type' goal that results in skipping a couple of rungs on the ladder of success, you will come up against what is known as the 'Terror Barrier'.

NOTES



Paradigm Shift

Ignorance

-

WORRY/DOUBT

FEAR

ANXIETY
SUPPRESSED
DEPRESSION
DIS-EASE

Disintegration

Knowledge

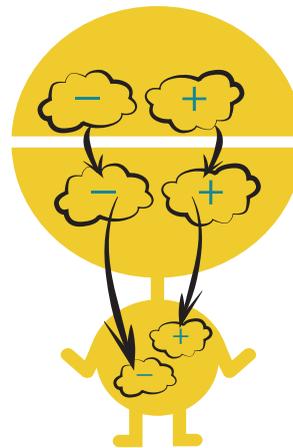
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STUDY
UNDERSTANDING

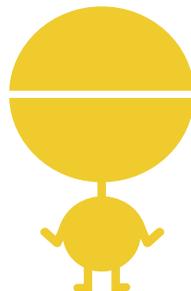
FAITH

WELL-BEING
EXPRESSION
ACCELERATION
AT-EASE

Creation



Conflict



C. Conflict

The third step in the psychological process of experiencing growth is 'Conflict'. As stated before, the thoughts and ideas a person is emotionally involved with control the vibration they are in. Vibration on a conscious level is referred to as 'feeling', and although the results they are getting are what they do not want, they feel comfortable in the vibration they are in because they have been living with it every day, probably most of their life.

In the diagram the individual becomes emotionally involved with the new 'Y idea'. To become emotionally involved with the new 'Y idea' the individual must ask two questions: 1. Am I able to do this? And 2. Am I willing to do this? Willing to do whatever it takes. The answer is Yes.

This is the moment that the 'Y-Type' idea is impressed upon the 'X-Type' conditioning. The electrical system in the individual's body then goes haywire and they are in an 'XY vibration'. The 'Y' idea represents the new positive idea that the person wishes to implement. The 'X' represents their limiting conditioning. Worry, fear and anxiety will strike. The worry on a conscious level, the fear on a subconscious level, the anxiety on a physical level. All three hit so fast and with such impact the result is the individual's mind is in a terrible state.

"What we fear doing most is usually what we most need to do."

Ralph Waldo Emerson

It is the understanding of what is causing the fear which enables you get through the 'Terror Barrier'.

You cannot let a fear of failing stop you from going through the 'Terror Barrier'.

Remember Michael Jordan who we spoke of in the video for this lesson? He was famous for being cut from his high-school basketball team and yet he became the best basketball player of all time. He quotes "I have missed more than 9000 shots, I have lost almost 300 games, but eventually I won."

You only fail when you stop trying.

"Faith and fear both demand that you believe in something you cannot see. It's your choice."

Bob Proctor

2. KEY HIGHLIGHTS

- Understanding the 'Terror Barrier' permits you to step forward into growth and freedom. The doubt, fear and anxiety have not left; however, through understanding or study, they know if they persist, it will leave. By continually getting involved with the 'Y idea' and acting on it, despite the fear, over a relatively short period of time the conditioning changes and they are living in a brand new world, created for themselves by the 'Thinking Into Character' programme.
- When a person is facing the 'Terror Barrier', various, limiting thoughts are flashing through their mind and although they can see on the screen of their mind the good that they desire, they have absolutely no idea where the resources are going to come from that will enable them to see their goal manifest. There is only one problem in the whole world that anyone will ever have, and that is ignorance — ignorance is simply not knowing.
- The greatest deterrent that is stopping a person from going through the 'Terror Barrier' to freedom is ignorance. They are not able to see where the money, the help, and all the things they will need for the manifestation of this 'Y idea' will come from. Their ignorance causes a limiting and destructive mental process to begin to take place. This process causes such discomfort that their conscious attention becomes focused on the negative side of their situation and as a result, the negative side of life. Such thinking prevents them from continuing to move onward and upward in the direction of their goal.

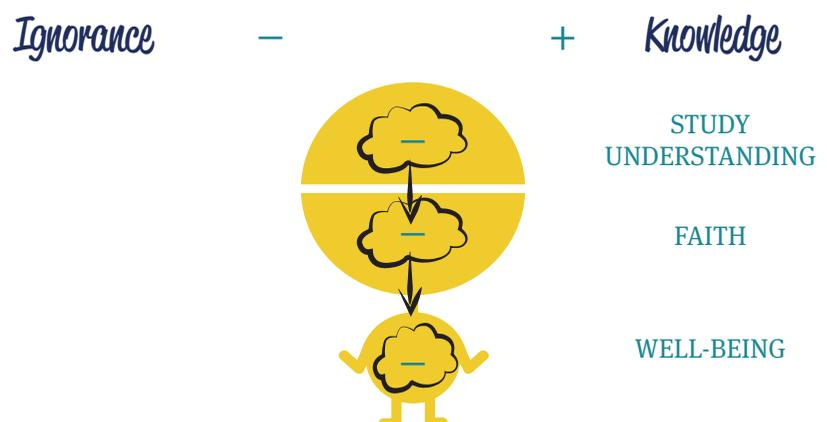
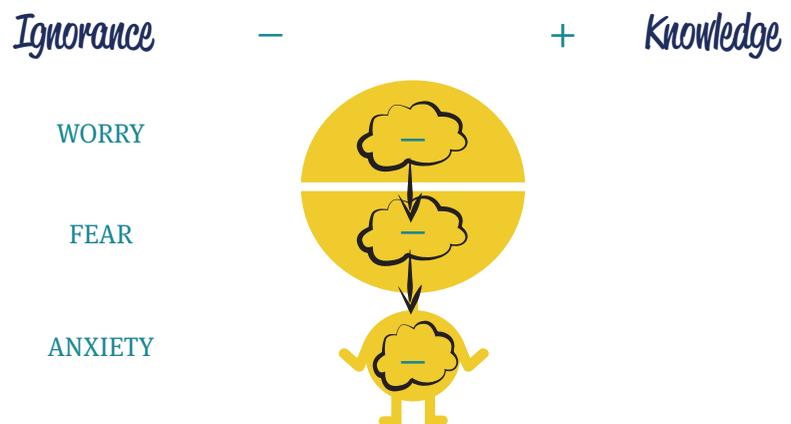
It is your choice—you can step back into safety and continue to experience the same results year after year, or you can be courageous and experience the growth that you have been seeking.

NOTES

As previously shown, **ignorance** leads to everything a person does not want, while **knowledge** puts the person on the path that we are all meant to follow. You will notice that the element that stands between understanding and knowledge is study. Although there are many forms of study, it is the only means by which a person can develop the understanding required to go from one success to another, thereby creating the life that we have been designed to enjoy.

KNOWLEDGE

1. The opposite of doubt and worry, is understanding, which exists on a conscious level.
2. Understanding leads to an emotional state which is faith.
3. Faith is expressed on a physical level as well-being. That is a good vibration.
4. Well-being is never suppressed, it is expressed. The individual is sending out good energy into the universe. And, of course, the universe rewards them by sending like energy back.
5. That expression is what leads to momentum.
6. The momentum is commonly referred to as a state of acceleration.
7. All this happens because the body is in a vibration that is the polar opposite to dis-ease. It's at-ease!
8. That enables a person to continue moving in a **creative** vibration.



4. READING ARTICLE

The Principle of Guidance – Adapted from Thomas Troward

If I were asked which of all the spiritual principles ranked first, I should feel inclined to say the 'Principle of Guidance', not in the sense of being more essential than the others, for *every* portion is equally essential to the completeness of a perfect whole. But in the sense of being first in order of sequence and giving value to all our other powers by placing them in their due relation to one another. "Giving value to our other powers", I say, because this is also one of our powers. It is that, which judged from the standpoint of personal self-consciousness, is above us; but which, realised from the point of view of the unity of all spirit, is part and parcel of ourselves. Because it is that infinite mind which is of necessity identified with all its manifestations.

The interior powers are natural powers as much as the exterior ones.

Looking to this infinite mind as a superior intelligence from which we may receive guidance, does not therefore imply looking to an external source. On the contrary, it is looking to the innermost spring of our own being, with a confidence in its action which enables us to proceed to the execution of our plans, with a firmness and assurance that are in themselves, the very guarantee of our success.

The action of the spiritual principles in us follows the order which we impose upon them by our thought. Therefore, the order of realisation will reproduce the order of desire. And if we neglect this first principle of right order and guidance, we shall find ourselves beginning to put forth other great powers which are at present, latent within us, without knowing how to find suitable employment for them – which would be a very perilous condition. For without having before us, objects worthy of the powers to which we awake, we should waste them on petty purposes, dictated only by the narrow range of our unilluminated intellect. Therefore, the ancient wisdom says "With all thy getting, get understanding."

The awakening to consciousness of our mysterious interior powers will sooner or later take place, and will result in our using them whether we understand the law of their development or not. Just as we already use our physical faculties whether we understand their laws or not. The interior powers are natural powers as much as the exterior ones. We can direct their use by a knowledge of their laws and it is therefore of the highest importance to have some sound principle of guidance in the use of these higher faculties as they begin to manifest themselves.

If, therefore, we would safely and profitably enter upon the possession of the great inheritance of power that is opening out before us, we must before all things seek to realise in ourselves that superior intelligence, which will become an unfailing principle of guidance, if we will only recognise it as such.

Everything depends on our recognition. Thoughts are things and therefore as we *will* our thoughts to be so, we *will* the thing to be. If then, we *will* to use the infinite spirit as a spirit of guidance, we shall find that the fact is as we have willed it, and in doing this, we are still making use of our own supreme principle. And this is the true understanding, which, by placing all the powers in their correct order, creates one grand unity of power directed to clearly defined and worthy aims, in place of the dispersion of our powers, by which they only neutralise each other and effect nothing.

The action of the spiritual principles in us follows the order which we impose upon them by our thought.

That is the 'Spirit of Truth' which shall guide us into all truth. It is the sincere desire of us reaching out after truth. Truth first and power afterwards is the reasonable order which we cannot invert without injury to ourselves and others. But if we follow this order, we shall always find scope for our powers in developing into present realities, the continually growing glory of our vision of the ideal.



5. ASSIGNMENT

Write your answers in the space provided below.

1. Think of a time in your life when you wanted to try something new and hit the 'Terror Barrier'. It could be anything. How did you feel? Did you follow through with your idea or did you give up?

2. If you followed through with your idea, how did you feel and what was the result? If you gave up on your idea, how did you feel and what was the result?

3. What would you do differently this time?

4. What big goals do you have right now that you would like to see happen in your life?

5. Write down six actions/steps you will take to achieve your goals:



NOTES

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NOTES

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Thinking

INTO CHARACTER

LESSON EIGHT



YOUR BELIEFS WITH BEHAVIOUR

Aligning You with You

“Negative beliefs, lacking a strong belief in yourself, being ruled by bad values and habits, pollute and worsen your character.”

Dr T P Chia

NOTES

The other detainees were released eventually after they each signed a document promising to renounce violence and sever ties with the Communist Party of Malaya (CPM). However, he refused as he felt that signing such a document would imply that he was or had been affiliated with the CPM and, in his own words, declared "To renounce violence is to imply you advocated violence before. If I had signed that statement I would not have lived in peace."

Thus, without ever being the subject of an indictment or a criminal trial, he became one of the longest serving political prisoners in the world, with some consequent restrictions upon his civil rights remaining in place for a total of more than 32 years, subsequent to his initial arrest.

Dr Chia held such strong beliefs that he gave up an easy chance for freedom. All he had to do was sign that one piece of paper to be released from prison like all the others did, but he didn't. His beliefs and behaviour were strongly aligned and he is widely regarded as a man with great character and integrity. We recommend you read the article at the end of this lesson which speaks of integrity further and how important it is for your character.



We spoke of beliefs in this lesson and learned that your beliefs can literally shape your reality. For instance, if you think you will never pass your exams or get a promotion (a limiting belief), you will not be motivated to try hard (behaviour) and therefore you will not succeed. However, if you believe you can pass your exams or get that promotion (a positive belief), you will be motivated to make greater efforts (behaviour) and therefore you will not only pass your exams, but do very well in them.

When learning how to change negative or limiting beliefs, it is important to understand where your beliefs started from and to challenge them at their root. The key is to change your subconscious beliefs.

"The common denominator of success is in forming the habit of doing the things that failures don't like to do."

Albert E N Gray



Getting to the root of your subconscious beliefs is how you can change limiting or negative beliefs, but before you can change your limiting beliefs, you must identify them.

When people ask the question “How do I change my belief system?”, what they are really asking is how to identify what is driving deeply ingrained behaviours.

So, once you identify what your negative or limiting beliefs are, how do you change them or integrate new positive beliefs with your behaviour?

There are two ways to do this, one is constant, spaced repetition. You should repeat the same positive behaviour and repeat the same actions every day, throughout the day, without fail. You should do this over and over until your new behaviour becomes a habit. The other way is by an emotional impact. This is less frequent, but it does happen. For example, losing someone you love or being in a disaster can cause you to re-evaluate your life and make life-changing decisions.

NOTES

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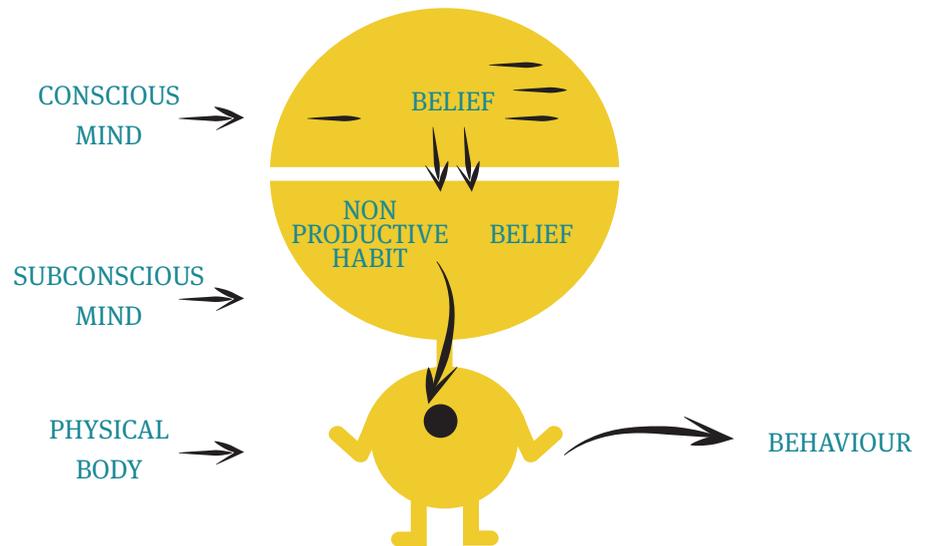


In terms of academic or professional study, for instance, the change would be to repeat your new positive behaviour, such as implementing new structured studying habits every day. If you repeat this behaviour every day for a few months, it will soon become an automatic habit. You will then achieve more. Your beliefs and behaviour are now integrated.

Is possibility, achievement and profit within your reach? The answer is “Yes”. The world you woke up to this morning is very different from the one you entered at birth, or even the one you woke up to yesterday morning. Your world is changing – and fast. Everywhere you look, life is being affected by change. The position you find yourself in today is without precedent; all of the preceding generations put together would have never experienced the changes you have in your lifetime.

NOTES

Our beliefs about anything are based upon our evaluation, and we are free to re-evaluate any of them at any time. As you begin to evaluate who you truly are, and what you are capable of doing, you will find your belief about your own ability to enjoy the situations you just imagined, change dramatically. It is recommended that you analyse your beliefs regularly – it will be like psychological house cleaning.



There are only two ways to integrate your belief with your behaviour:

1. Constant, spaced repetition
2. Emotional impact

Our beliefs about anything are based upon our evaluation, and we are free to re-evaluate any of them at any time.

This image will assist you in understanding how to **integrate** the things you are not doing, that you know how to do (**beliefs**), with your behaviour.

Habits are ideas that automatically express themselves through behaviour without any conscious thought – they are ideas that are fixed in the subconscious mind.

Non-effective habits can be overpowered through the repetition of new beliefs that are planted in the subconscious mind, with strong emotion, resulting in a new habit.



2. KEY HIGHLIGHTS

- Napoleon Hill writes, “No one is ready for a thing, until they believe that they can acquire it. The state of mind must be belief and not mere hope or wish.”
- Our belief system is based upon our evaluation of something and if we frequently re-evaluate situations, our beliefs about those situations will change.
- You will never go beyond where you **believe** you can go.
- ‘Praxis’ is the integration of belief with behaviour.
- We have belief on two levels. Belief in our educated mind, based on logic, what we see and on the information that we gather. Then we have belief on a very deep level, on a subconscious level – belief that controls our behavior and is part of the paradigm.
- On a conscious level and on a logical level, we can think it’s true and we can say, “Yes, I can do that.” However, one must **believe** at a deep level, from deep in the psyche, that it is true. If we do not, then we must change that part of the paradigm.

“No one is ready for a thing, until they believe that they can acquire it. The state of mind must be belief and not mere hope or wish.”

Napoleon Hill

- The truth is you can do anything, but you’ve got to believe it. Without **belief**, it is not going to happen.
- The thoughts that we internalise set up the vibration, vibration causes the action, action causes the reaction. It’s the action/reaction that creates the result: **belief**.

*Believe
you can
AND YOU ARE
Halfway there*

Describe your relationships at your educational institution or at your place of work.

Describe your social relationships.

What you have described in the previous exercises is an expression of how your life is being controlled in these areas by your subconscious mind. It's a part of your paradigm and has absolutely nothing to do with what you are capable of creating. These results represent beliefs that have been passed from one generation to the next. To establish new results you must first establish, on a conscious level, what you believe you are capable of creating. When you have that completed you must then plant that new belief in the subconscious mind.





THE BEGINNING OF 'PRAXIS' AT YOUR EDUCATIONAL INSTITUTION OR WORKPLACE

Now imagine what these areas of your life would be like if you were to create what you **wanted**. Answer the questions as if you have created what you wanted. Think. Don't just jot anything down and don't spend any time wondering whether or how it's going to happen – that is irrelevant at this point in your transformational process. Look at the same questions you answered before and then put your imagination to work. How would you like to see each of these areas? Perhaps achieving straight A's, an acceptance at your dream college or university, a promotion or launching your business. Describe what you want.

THE BEGINNING OF 'PRAXIS' IN YOUR RELATIONSHIPS

Answer the questions as if you have created what you wanted. Think. Don't just jot anything down and don't spend any time wondering whether or how it's going to happen – that is irrelevant at this point in your transformational process. Look at the same questions you answered before and then put your imagination to work. How would you like to see each of these areas? Think of the relationships you would like to have with your family, with friends, with your peers or colleagues. Describe what you want.

Take a few minutes to relax and review what you have just written, describing how you want these areas of your life to be. Also realise that these are just two suggested areas and you can do this with any areas of your life. Whether you believe you can live this way or not, really does not matter at this point. The only thing that matters is do you want to? If your answer is 'yes', that would indicate that what you wrote describing your life at present, would be categorised as what you don't want.

Take both of the areas that you have described and establish a written statement in the present tense. Then begin rereading and rewriting the statement. As you rewrite and reread it, let yourself feel and act like the person the new belief describes. At first the exercise may appear to be futile, however, if you keep impressing it upon the subconscious mind, it will ultimately become fixed there and become a new habit. And while you are doing this, the old belief will perish for lack of nourishment. This is the 'Praxis' process – it works every time, for every person. Don't question it, just do it.

4. READING ARTICLE

Seed For Achievement - Adapted from Earl Nightingale

Integrity is the seed for achievement. It is the principle that never fails. Integrity means completely fulfilling your own unique combination of powers. Integrity is being all you can be, doing all you can do and having all you can have. Integrity is wholeness, togetherness and completeness. There is no piece missing, nothing hidden. Your life is impeccable and unblemished. People love and value men and women of integrity with a sense of humour, kindness and gentleness.

The greatest ignorance of all is the mistaken belief that we can ever receive more than we truly earn.

If it is wrong, it is wrong. Integrity means honesty and truth. Shakespeare wrote, "And this above all, to thine own self be true, and it must follow as the night the day thou canst not be false to any man." Be true to yourself and you will not be false to anyone else. Integrity means to try as best we can to know ourselves, to examine ourselves, to take a true inventory of our abilities, talents, what we want and our goals. The key virtue is reasonableness. Find what you can do best that renders service to others and do it with all your might. Do not seek happiness, seek to make things happen and happiness will follow.

Discover what course of life will fulfill your powers completely. What are your powers? Your unique abilities can provide great service to others. Discovering them is being true to yourself. That is integrity and reasonableness. Be truthful with yourself. Take the responsibility of making the best use of what you have. You have your mind, your talent and your time. Invest your wealth, only you can do that. It will provide an abundant return for you. The choice is yours. Will you steal from you? Will you be true to yourself? That is integrity! Make the best use of what you have and what you are in the time you have been granted. When you invest in yourself you no longer compete, you create.

Follow your strongest suit. Do what you can do and do it with all that is in you. Do not go with the flow, be true! There is an unfailing boomerang that will always come full circle back to you. Honesty and unfailing integrity is good business. Honesty is the best means of getting rich. Put in motion the right cause and the right effect will take care of itself. Our only hope in winning the hearts of those we serve is in helping them in some way. Never give less than your best or you will work against yourself.

The greatest ignorance of all is the mistaken belief that we can ever receive more than we truly earn. Sooner or later there will be an accounting. We throw the boomerang good or bad.

What do we mean by integrity? It means giving everything we do our very best. It means being true to ourselves and with every other person with whom we come in contact. It gives meaning and comfort to our leisure time. Our rest has been earned. We move ahead towards our goals simply because we cannot go unnoticed. We are remarkable people! People of integrity are always needed.

People love and value men and women of integrity with a sense of humour, kindness and gentleness.

Life can only return to you that which you sow. What do you have to sow? You have great wealth; you can think, you have talent, and you have time. And when days come when you find yourself depressed or confused, remember the comment by Dean Briggs, "Do your work, not just your work and no more but a little more for the lavishing sake, that little more that is worth all the rest, and if you suffer as you must and if you doubt as you must, do your work, put your heart into it and then out of your very doubt and suffering will be born the supreme joy of life."



5. ASSIGNMENT

Write your answers in the space provided below.

1. Reflect on your typical day. Can you spot an area where you are throwing an 'unfailing boomerang', where, for example, you are cutting corners you should not cut, or doing something you should not do? Integrity, the 'seed for achievement,' is a deeply personal subject. Although space is provided for notes under this question, you may not want to write down a response. You may want to simply think it out, and make a mental commitment to take any corrective action that may be called for.

2. Do you always look for the truth wherever it leads? Do you check things out for yourself, weigh up what others tell you and make your own judgements?

3. Write down a task that you consider difficult and/or unpleasant. Resolve to do it to the best of your ability, just for the joy of accomplishment.



NOTES

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NOTES

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Thinking

INTO CHARACTER

LESSON NINE



THE MAGIC WORD

The Magic of Attitude

“It’s amazing what doors are opened if you reach out to people with a smile, friendly attitude and desire to make a positive impact.”

Richard Branson

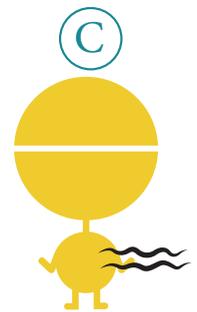
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The nature of the idea that is impressed upon the subconscious mind, or in the 'heart', will determine the vibration or the emotion that is being expressed, that is, the **Feeling**. If the idea is negative, the person will be expressing negative vibration or emotions. However, if it is positive, the emotions or vibrations will be positive.

You have the ability with your intuitive factor, one of your higher intellectual faculties, to pick up vibration from another person. If the other individual is in a very negative vibration, you pick up on that energy. If you feel that another person is troubled, the odds are that they are troubled. Begin to utilise and believe your intuitive findings. Keep in mind we invented the word 'feeling' to describe conscious awareness of vibration. Your intuitive factor deals with feelings. You will feel it.

Now let's take a look at the third aspect of attitude, **Action**.

It is the body that moves into action. The body, being the instrument of the mind, is the only medium through which the conscious and the subconscious mind working together are able to express themselves. Whatever idea is impressed upon the subconscious mind must be expressed through the vibration of the molecules in the body. When that vibration becomes strong, the body must literally move into action.



If the mind is in a conflicting or confusing state, that confusion will be evident in a person's action. They will start going here and end up going there. They start a project, abandon it, and start something else. Their actions are chaotic. Nothing of any consequence is accomplished. Their environment will generally be disorganised.

**If you feel that another person is troubled,
the odds are that they are troubled.**

On the other hand, when their thoughts and feelings, or their conscious and subconscious mind are in harmony, that order will be expressed in their actions. It will become obvious the person is focused. They are productive and may accomplish more in a short space of time than their confused counterpart would accomplish in a much longer time frame.

Now let's bring all three parts together.

We learnt that attitude is the composite of our thoughts, our feelings and our actions. Illustration D shows how the three parts of the personality work together. It is the vibration you are in, and attitude is determined by the nature of the ideas that you choose and permit yourself to get emotionally involved in. The physical expression is automatic. Whether this choice is conscious or unconscious matters little, it is still the way it is.





After reviewing this lesson a few times, the power of attitude will be apparent to you. When your attitude shifts, everything in your world shifts too. If it shifts in a negative direction, your entire life shifts in that direction. When it shifts in a positive direction, life improves. It becomes evident how and why most people's attitude, with respect to the economy or the world in general, is being controlled by the media. But clearly understand, the media is not to be blamed. Conditions or circumstances are not to be blamed. If we are having a problem, our conscious choice is where the problem originates. Similarly, conscious choice is where all future success begins.



2. KEY HIGHLIGHTS

- There is power flowing to and through you. As it flows into your consciousness, you are going to make it either positive or negative by virtue of the thoughts that you choose.
- When someone shares information that is negative, reject it. Do not entertain it and do not internalise it.

- The law of polarity says everything has an opposite. Up, down. Hot, cold. In, out. Positive or negative. There is a positive and negative pole, and you must have both to have anything. However, you can only focus on one polarity at a time. You cannot be both positive and negative. You are either one or the other.

- The conscious mind has the ability to accept, reject or ignore. As ideas and information come into our mind, we have the ability to determine whether we want to accept it or whether we want to let that be a part of our life.

The body is an instrument of the mind. It does exactly what the mind tells it to do.

- The conscious mind is the thinking mind – the educated mind. This is where our intellectual factors are resident. This is where your sensory factors are hooked up. You can see, smell, taste, hear and touch. These are the highways that hook us up to the outside world.

- The subconscious mind can only accept, it accepts everything that comes to it as real. The subconscious mind will take in what is happening right now and accept it. It has no ability to differentiate between what is real and what is imagined.
- Whatever is impressed upon the subconscious mind controls the vibration of the body. Your vibration is dictated by the ideas that you impress upon your subconscious mind. Negative idea, you are going to move into a bad vibration. Positive idea, you will instantly move into a positive vibration.
- No one can cause you to think something you do not want to think. You have the freedom to think anything you want to think.
- Your attitude is going to determine where you go in life. It is the foundation of either failure or success.
- Your attitude is a composite of your thoughts, your feelings, and your actions. Your thoughts, feelings and actions are an energy that you send out into the universe and whatever you send out into the universe is what is going to come back to you.

The conscious mind has the ability to accept, reject or ignore. As ideas and information come into our mind, we have the ability to determine whether we want to accept it, whether we want to let that be a part of our life.

- The body is an instrument of the mind. It does exactly what the mind tells it to do.
- If we understand how the mind functions, we can control the outside world. We do not want the outside world to control us. We want to control the outside world. We do control the outside world when we understand how the mind functions.
- Energy comes into our conscious mind. We have the ability to accept ideas that come in from the outside world, and say 'That's good.' We can turn the image over to our subconscious mind, and our subconscious mind accepts it as real.
- If you are mentally and physically in a bad vibration, that is all you will attract. Vibration is going to dictate what you attract. When you move into a positive vibration, you begin to attract like – minded energy to you. It just happens this way. This is where you literally control yourself.
- Everything has good in it and everything has bad in it. What do you look for? This will dictate your attitude.
- There is no right way to do anything. It can be a good way, and it can even be a valid way, but clearly understand there is always a better way. And with the right attitude you will find it.





7. What are you taking in from your external world that you want to stop taking in? This is where you could say, 'That's interesting', and then move on. How can you control your thoughts? What thoughts would you benefit from rejecting?

8. We can control our thinking about the outside world, and not let the outside world control us.

i. How could you think differently about this situation? What thoughts could you impress on your subconscious mind that would help to change this situation to a better state?

ii. When you think about what you'd like to experience in this situation, how do you feel?





iii. What actions could you take to change this situation to become a more positive experience?

iv. How would you describe your new attitude about this situation?

v. How does your new attitude affect your vibration? What do you notice?

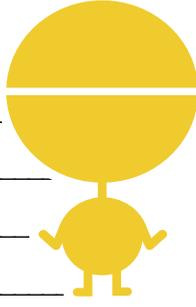
9. Imagine this situation differently. Imagine this situation as you'd like it to be. Take a moment to envisage this situation differently. Impress this vision on your subconscious mind.

10. How important is attitude to your success?

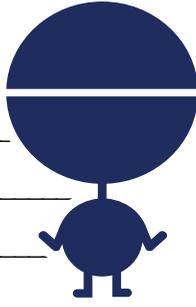


11. Complete the following exercises. In the space provided, describe the thoughts, feelings and actions you experience in these various areas of your life:

Personal relationships



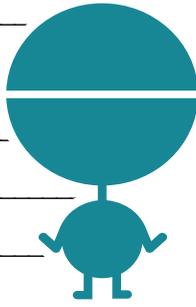
Your academic or professional goals



Your finances

Your health

Your social life





4. READING ARTICLE

Adapted from Earl Nightingale

'Attitude' is the magic word. You are responsible for how your life turns out, and your attitude shapes that life for better or worse. Develop a winning attitude. Each of us creates his or her own life largely by our attitude. We all want good results. A healthy attitude is our best guarantee. Attitude is defined as the position or bearing as indicating action, feeling or mood. And it is our actions, feelings or moods that determine the actions, feelings and moods of others.

Our attitude tells the world what we expect in return. Make yours expectant and cheerful. You get what you expect. You can control your attitude so set it each morning. The world will reflect back to you the attitude you present to it. It is then, our attitude towards life that determines life's attitude towards us. We get back what we put in. Others treat us as we treat them; they react to us. They only give us back a reflection of our own attitude. Our surroundings reflect us. Our environment is a mirror. Life is an echo chamber of cause and effect. What we sow we will reap. What we give we will get. Change and your surroundings will change. Each of us shapes his or her life largely by habitual attitude. A new habit takes time. Most people begin their day in neutral. They will simply react to whatever confronts them. These are the people of our environment. That is why it's so important for us to control our attitudes.

Our attitude tells the world what we expect in return. Make yours expectant and cheerful.

William James said, "Human beings can alter their lives by altering their attitudes." Gratitude and expectancy are the best attitude. It is up to you. You are responsible. Do not take a defensive doubtful attitude toward yourself and others. A poor attitude is a magnet for unpleasant experiences. We get what we expect and our outlook on life is a kind of paint brush and with it we paint our world. It can be bright and filled with hope and satisfaction or it can be dark and gloomy. The world we experience is a reflection of our attitude.

Develop and project an attitude that says 'yes' to life. Life is dull only to dull people. Life is successful for successful people. You must radiate success before it will come to you.

Do not adopt the attitude of waiting for people to be nice to you, be nice to them. Do not sit in front of a cold stove waiting for the heat, and then put in the fuel. Act first. It has to start somewhere. Let it begin with you. Attitude is a reflection of the person inside.

People doing an outstanding job and getting outstanding results are outstanding people and that is because of an outstanding attitude. They think they can achieve. They believe that achievement is the natural order of things – and it is. They believe they can be as successful and competent as anyone else. They are usually no smarter nor talented than anyone else but they have the right attitude. Attitude makes the difference. Accomplishment is easy because so few others really try.

Luck is what happens when preparedness meets opportunity. A great attitude is the best preparation. Expect more good out of life than bad. Expect to succeed more often than you fail – and you will. There are more reasons why you can reach your goals than fail in the attempt. Work at it. Be positive, cheerful, grateful and expectant. Change things for the better by changing your attitude. Attitude determines altitude. Life is impersonal. Your attitude affects you more than others. Do not wait for change. You change. Practise. All you will ever earn must come from people because of the love and kindness they see and feel.

Develop and project an attitude that says 'yes' to life. Life is dull only to dull people. Life is successful for successful people. You must radiate success before it will come to you. We become what we really wish to become. You must be before you can do or have something.

Treat every person as the most important person on earth. To them, they are the most important person. That is the way we ought to treat each other. By doing so we begin to form an important habit. Esteem others. They are important and needed. People want to be recognised and respected. Everyone counts. They will give their business to the person who fills this need.

People do not have great attitudes because of great success, they have great success largely because of great attitudes. Act toward

others exactly as you wish them to act toward you. Treat them importantly. Set the pace. Do not catch the toxic and infectious attitudes of others. Keep yourself healthy. Do not mimic the attitudes of others unless they are good.

A good attitude will place you immediately in the top 5% of people on earth.

In summary, it's our attitude at the beginning of a difficult task that more than anything else will bring about its successful outcome. Our attitudes toward others, determines their attitudes toward us. Success depends on how well we relate to others. Before you can achieve the kind of life you want you must think, act, talk, and conduct yourself in all of your affairs as would the person you wish to become. The higher you go in any organisation the better attitudes you will find. The deepest craving of the human being is for recognition and self-esteem, to feel important, to be recognised and appreciated. Treat everyone with whom you come in to contact as the most important person on earth.





5. ASSIGNMENT

Write your answers in the space provided below.

- a. Evaluate your attitude towards yourself and others, towards success and your studies, and towards life in general.

- b. Outline ways in which your attitude towards your studies could be improved.

- c. Outline ways in which your attitude towards family and others, with whom you frequently come in to contact, could be improved.

- d. List other attitude improvement goals:



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Thinking

INTO CHARACTER

LESSON TEN



THE MOST VALUABLE PERSON

The Leader is the Most
Valuable Person

“The greatest leader is not necessarily the one who does the greatest things. The greatest leader is the one that gets the people to do the greatest things.”

Ronald Reagan

NOTES

The effective leader must be a strong innovator. Such a leader must be able to originate an innovative idea. To focus only on that idea and reject any other idea that is presented which would not support the materialisation of the original idea.

To be a strong innovator alone does not make a person an effective leader; you must be capable of becoming subjective to another person's idea within the confines of that idea and carry it through to completion.

The effective leader does not have an ego issue. They do not compete, they create. And although at times they appear to operate with a closed mind and total stubbornness, that is definitely not the case.

The effective leader is frequently working with a creative idea which leads in a new direction. It is not uncommon for the leader to experience great resistance even from their most loyal followers. This is frequently because there may not be any evidence to the followers indicating that the leader is going in the right direction. The true leader is being led from within.

They have an understanding of the unseen aspect of the vision. Because of the continuing lack of evidence that they are being properly led, the resistance frequently grows. However, the effective leader is calm and will not waiver. They remain focused, totally confident and know they are moving and leading in the right direction. Eventually, evidence does appear to the outside world, and the vision the leader has held materialises for all the world to see and enjoy.



The effective leader does not have an ego issue. They do not compete, they create. And although at times they appear to operate with a closed mind and total stubbornness, that is definitely not the case. The truth is rarely in the appearance of things. The effective leader is truly a creative visionary. They quietly and calmly follow the little voice within that tells them the way to go. Although it may not be obvious, they are extremely observant. They miss little, if anything, of what is going on in their world.

NOTES

Today, RPD is worth £5m and boasts a current growth rate of 450% year-on-year. It supports over 100 research and development departments across Europe and Asia. Valman operates RPD across two offices in the UK and China, with manufacturing facilities across 40 countries.

Valman struck back at those who thought he was too young to be running such a successful business: "My last few years have been about proving it does work and now we have that credibility, age is irrelevant. The business is run by a team, it's not just me. Look at our clients, 96 blue chip clients – it tells you something."

Another UK Young Entrepreneur of the Year finalist, Makaela Richardson started her first year at university and saw a business opportunity for students to obtain their essentials at a reasonable price. The enterprising student launched 'Free the Fresher', a subscription service delivering university necessities such as stationery, kitchenware, bedding, and even hangover kits, directly to students' doors. Depending on the package, each member paid a one-time fee of between £50 to £75 to receive three boxes throughout the year along with exclusive discounts from brands such as Nandos, Amazon, Co-op and ASOS.



Within just two months of launch, over 3,000 students signed up to the service and by the end of its first year of trading, 'Free the Fresher' boasted over 10,600 members. Richardson now employs five staff and her company is already profitable. With £2.5m turnover it looks to be an exciting year for this self-made entrepreneur.

Think about what can you do in your future career to hit that top 5% of workforce in your area of expertise

Proof, if any was needed, that you can start a successful business even while studying!

Think about what you can do in your future career to hit that top 5% of the workforce in your area of expertise, so that you are seen as a leader in that field. Or think what can you do in your spare time to set up your own entrepreneurial business?

You do not need a title to be a leader. 'If only I was a Manager or a CEO, then I could really make a difference.' This simply is not true. You can already make a difference.



2. KEY HIGHLIGHTS

The effective leader has a vision of where they are going and knows how they will get people to buy into that vision.

- Become an intelligent follower. Become the best follower that you are capable of becoming. The person who is not a good follower is never going to be an effective leader.
- Within your career, develop in your own mind a belief and deep respect for your leader. This will help you develop the awareness of the importance of earning that respect from your followers when you become a leader.
- Organisations are always looking for great leadership; for individuals who see themselves as a strong leader.
- Leaders create an environment that brings out the best in others which is why the leader is the person others want to follow.
- An effective leader understands who they are, takes control of their own life and leads themselves in the direction they want to go. The effective leader knows how to give themselves a command and follow it. Effective leaders understand their creative abilities; they know they have the capacity to create anything they want in their world – whether it is on an individual basis or as the leader of a team or organisation.

A leader has a great attitude. A leader will automatically look for and find the good in others.

- A leader has a great attitude. A leader will automatically look for and find the good in others.
- The effective leader maintains a good attitude regardless of what is going on outside.
- Leaders know where they are going and although they have plans, they do not know how they are going to get there. They only know they are going to get there. They will change their plan but never the goal.
- Leaders understand that if a person is not prepared to do more than they are being paid for, they will never be paid for more than what they are doing.



3. WORKSHEETS

1. How would you describe yourself, as a leader or a follower?

2. If you consider yourself at this time as a follower, know that being a follower is not bad or wrong. Being an effective follower will prepare you for leadership.

i. Who are you following?

ii. What are the qualities or characteristics of this leader that you wish to emulate?

iii. What action steps can you take this week to embrace these characteristics?

iv. How can you be a better follower?





v. What action steps can you take to prepare yourself to be a leader?

3. If you consider yourself as a leader...

i. How would you describe yourself as a leader?

ii. How would you describe your attitude? Is this your attitude regardless of what is going on outside?

iii. What are you creating as a leader? What is the vision you have for your life?

iv. What is your plan to help move towards this vision?

v. How are you developing the people around you?

vi. What action steps can you take to be an even more effective leader?

4. How can you do more than what you are paid for? What would that look like?





4. READING ARTICLE

The Person On The White Horse - Adapted from Earl Nightingale

The outstanding leader in any field is the most valued person in society. Every organisation needs leadership. You do not raise morale, it filters down from the top. People will always reflect the attitude of the leader. Behind every outstanding success is an outstanding leader. This leader starts early and stays late and when not working is thinking and planning.

This leader can go to work almost anywhere he or she chooses. He does not ask for work but shows up and leads the way. He is a specialist and not a jack of all trades. The best way to develop security that lasts a lifetime is to become outstanding at one particular line of work. As long as you are in the top 5% of that industry you'll always be in demand. You have the world on a string. You are confident and quietly aware of your ability and intimate knowledge of your particular work. They have it made and they and everybody else knows it. Am I now such a person?

The best way for you to develop the security that lasts a lifetime is to become outstanding at one particular line of work.

The first step is to make one big and important decision. Andrew Carnegie said, "Put all your eggs in one basket and then watch that basket." When you begin working make sure that you are a vital part of your company. Do more than you are paid to do. Are you a part of the cargo or a part of the crew? Are you getting credit for more than you are actually doing? Are you doing less than you could be doing? Any job that is worth doing is worth doing well.

A leader is any person who realises the importance of becoming a bigger and better person with the passing of every day, week and month. A leader

takes responsibility for his own growth. Maintain a cheerful helpful attitude towards everyone. Why shouldn't you be cheerful since you know you will achieve everything you've set your heart on?

When you begin working make sure that you are a vital part of your company. Do more than you are paid to do.

Be a sponge for information that will help you on your way. You will be surprised at how quickly you will reach your goal, but do not be impatient. Know and have faith that what will come to you will come to you at the right time. Everything operates as a result of law that is true and unchanging. Having sown, you will automatically reap the rich results.

The best way for you to develop the security that lasts a lifetime is to become outstanding at one particular line of work. Look at it this way; regardless of economic ups and downs, the industry of which that line of work is a part, will continue to operate. It won't shut down completely. As long as you're in the top 5% of the people in that industry, you know you'll always be in demand – you'll be wanted and needed in that industry.

The man or woman who becomes truly outstanding at what he or she does has the world on a string. Here is a person with confidence and peace of mind. Here is a person who is quietly aware of his or her ability and has an intimate knowledge of his or her job and industry.

Success does not come naturally. It requires the conscious utilisation of ourselves in the service of others. We can become whatever we seriously make up our minds to become. Whatever we seriously decide to do is naturally linked to our genetic possibilities. Just pursue your natural aptitude.



5. ASSIGNMENT

Write your answers in the space provided below.

1. Evaluate your leadership skills and list any ideas for improvement below:

2. How can you develop what Earl Nightingale calls 'the security that lasts a lifetime'?

3. Resolve to, eachday, do more than you are paid or asked to do. If you are not working yet, then apply this to your studies. Do more than is asked of you by your teachers and tutors.



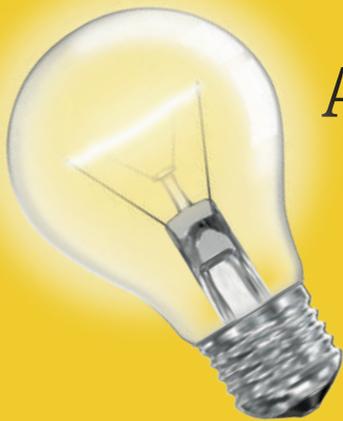
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Thinking

INTO CHARACTER

LESSON ELEVEN



A VALUABLE DESTINATION

The Number One

Key to Success

**“Only by giving are you able to receive
more than you already have.”**

Jim Rohn

NOTES

A critical aspect of giving to others is that it must be natural and authentic. If you have to think about whether you should give or not, you are probably not doing it for the right reasons. Giving should be a habit. It should be a free flowing action, a part of your habitual nature. We should willingly give and graciously receive. This is the Law of Cause and Effect.

Ralph Waldo Emerson said the Law of Cause and Effect is the 'law of laws'. For every action there is an equal and opposite reaction. Every human thought, word and deed is a cause that sets off a wave of energy throughout the universe. This turn creates the effect, whether desirable or undesirable. Which is why good thoughts, words, emotions, and deeds are essential for a better world as they all create good effects.



When giving becomes a part of your paradigm, the universe will send good in your direction. We have discussed that cause and effect is the 'law of laws'. This law has been stated many different ways. Action and reaction are equal and opposite... energy always returns to its source of origination. What you put out comes back. So a thinking person who understands the law would naturally (nature's way) just want to send good energy into the universe. If energy always returns to its source of origination, would we consciously and deliberately send bad energy out? Of course not.

When you form the habit of leaving everyone with the 'impression of increase', sending good energy to everyone you meet, regardless of whether you know them or not and regardless of what their behaviour may be towards you, you are going to be abundantly rewarded. It may be hard to see exactly how you will benefit from helping someone you do not know and who you may never see again. Nonetheless, know it will come back to you. When you turn this type of behaviour into a habit and it becomes part of your paradigm, every aspect of your life is going to improve. The good that comes back to you probably won't come back from the person you helped, it will come back from the universe. It is the universal laws that you are working with.

2. KEY HIGHLIGHTS

- The 'impression of increase' means to leave someone you meet feeling good about themselves and about their interaction with you, regardless of whether you will see them again or not.
- Start looking for what other people do well. Bring it to their attention. Let them know you notice it. Leave the 'impression of increase' with every person you meet.
- Energy always returns to its source of origination. Give and you shall receive. If you can incorporate this into your thinking, into your everyday way of life, with every person you meet, you are going to have a richer life.
- What you think controls your emotions and your emotions control the vibration that your body is in. Your vibration controls your action and your action controls the reaction of the universe that you are a part of. It is when the action and reaction meet that your results are manifested. It is you and the universe working together. When you are in harmony with the universe, your results will be positive. When you are not, the results will be less than you desire.
- The certain way is illustrated throughout this programme. Every lesson in this programme, whether video or in writing, is a lesson on Thinking Into Character.

Do not permit people, conditions or circumstances to control your thinking.

- When you leave someone with the 'impression of increase', that positive energy must flow to and through you first. When you see the best in other people, in your educational institution, in other situations and circumstances, you are going to be in a phenomenal vibration. You are going to feel good all the time.
- The compensation for developing the 'impression of increase' in your character is phenomenal. It goes beyond the scope of your imagination.
- You do not get rich by doing certain things, you get rich by doing things in a certain way. (The certain way is by law).
- To live a rich and abundant life, you must bring your mind into harmony with the laws that govern your being. Your studies and how you spend your days must be seen as a service you are rendering and must be done in a certain way. This is why your mind must be brought into harmony with the laws of the universe.
- The law says what you give is what comes back. Give your best. It does not matter what anybody else is doing. You want to make certain that you are one of the most effective human beings you could ever be. Do things in a certain way.
- 'You become what you think about' is a truth all great leaders and entrepreneurs have agreed on, although they have disagreed on virtually everything else. You choose your thoughts and you can reject or internalise those thoughts. The thoughts you internalise are impressed upon your heart — the universal subconscious mind. What is impressed upon the heart controls who and what you are at that moment. The repetition of certain thoughts eventually become fixed in your subconscious mind and keep you in that vibration, controlling the results that you will achieve.
- Think and be in control of what you think. Do not permit people, conditions or circumstances to control your thinking. Be aware of what is happening around you. However, be in control of what is happening within you.

Remember, there is always a better way.

- Do not allow people around you to control what you think. Think great thoughts about your family, your educational institution, your friends and eventually those you meet during your career and future life.
- Make up your mind that regardless of what you did in the past, you are going to do something phenomenal in the future. When you wake up in the morning, make up your mind, "Today, I'm going to do it better than I've ever done it before." You're going to do it a certain way – in a calm and confident manner.



3. WORKSHEETS

1. Choose someone with whom you truly want to improve your relationship. Describe the relationship as it is and describe the relationship you desire, keeping in mind that it is our attitude towards the world that will determine the world's attitude toward us.

2. How could you leave this person with the 'impression of increase' every time you are in their presence?

3. Make a list of six good qualities this person possesses that you will carry with you at all times until they are always fresh in your mind.

i _____

ii _____

iii _____

iv _____

v _____

vi _____

4. How could you improve your relationship with your parents and tutors?

5. How could you practise the 'impression of increase' with them?



4. READING ARTICLE

Touching Lightly - Adapted from Thomas Troward

What is our point of support? Is it in ourselves or outside us? Are we self-poised or does our balance depend on something external? According to the actual belief in which our answer to these questions is embodied, so too will our lives be. In everything there are two parts: the essential and the incidental; that which is the nucleus and raison d'être of the whole thing, and that which gathers around this nucleus and takes form from it. True knowledge always exists by distinguishing these two from each other, and error always persists when misplacing them.

In all our affairs, there are two factors: ourselves, and the matter to be dealt with. Since for us, the nature of anything is always determined by our thought of it, it is entirely a question of our belief which of these two factors shall be the essential and which the accessory.

In all our affairs, there are two factors: ourselves, and the matter to be dealt with. Since for us, the nature of anything is always determined by our thought of it, it is entirely a question of our belief which of these two factors shall be the essential and which the accessory. Whichever we regard as the essential, the other at once becomes the incidental. The incidental can never be absent. For any sort of action to take place, there must be some conditions, under which, the activity passes out to deliver visible results. The same sort of activity may occur under a variety of different conditions, and may thus produce very different visible results. So, in every matter we shall always find an essential or energising factor, and an incidental factor which derives its quality from the nature of the energy.

We can therefore never escape from having to select our essential and our incidental factor; whichever we select as the essential, we thereby place the other in the position of the incidental. If we then make the mistake of reversing the true position, and suppose that the energising force comes from the merely accessory circumstances, we make them our point of support and lean upon them, and stand or fall with them accordingly. So we enter into a condition of weakness and obsequious waiting on all sorts of external influences, which is the very reverse of the strength, wisdom and opulence which are the only meaning of liberty.

But if we ask ourselves the common sense question, 'Where can the centre of a man's life be except in himself?' – we realise that in everything which pertains to us, the energising centre must be from within ourselves. We can never get away from ourselves as the centre of our own universe, and the sooner we clearly understand this, the better. There is really no energy in our universe. Rather what emanates from ourselves in the first instance, and the power which appears to reside in our surroundings, is derived entirely from our own mind.

Once we realise this, and accept that the life which flows into us from the 'Universal Life-Principle' is at every moment new life, entirely undifferentiated to any particular purpose, besides that of supporting our own individuality; ours to externalise, in any form – we will then find that this manifestation of the eternal 'Life-Principle' in ourselves, is the standpoint from which we can control our surroundings. We must lean firmly on the central point of our own being and not on anything else. Our mistake is in taking our surroundings too much 'au grand sérieux'. We should touch things more lightly. As soon as we feel that their weight impedes our free handling of them, they are mastering us, and not we them.

Light handling does not mean weak handling. On the contrary, lightness of touch is incompatible with a weak grasp of the instrument, which implies that the weight of the tool is excessive relative to the force that seeks to guide it. A light, even playful handling, therefore implies a firm grasp and perfect control over the instrument. It is only in the hands of 'Grinling Gibbons' that the carving tool can create miracles of aerial lightness from the solid wood. The light yet firm touch tells not of weakness but of power held in reserve and if we realise our own out-and-out spiritual nature, we know that behind any measure of power we may put forth, there is the whole reserve of the infinite to back us up.

As we come to know this, we begin to handle things lightly, playing with them as a juggler does his flying knives; which cannot make the slightest movement other than what he has assigned them. We then begin to see that our control over things is part of the necessary order of the universe. The disorder we have met with in the past has resulted precisely from our ever having consciously attempted to introduce this element of our personal control as part of the system.

Light handling does not mean weak handling. On the contrary, lightness of touch is incompatible with a weak grasp of the instrument, which implies that the weight of the tool is excessive relatively to the force that seeks to guide it.

The whole man is an infinitude, and the visible portion of him is the instrument through which he looks out upon and enjoys all that belongs to him, his own kingdom of the infinite.

Of course, I speak of the whole man, and not merely of that part of him which Walt Whitman says is contained between his hat and his boots. The whole man is an infinitude, and the visible portion of him is the instrument through which he looks out upon and enjoys all that belongs to him, his own kingdom of the infinite. And when he learns that this is the meaning of his conscious individuality, he sees how it is that he is infinite, and finds that he is one with 'Infinite Mind', which is the innermost core of the universe. Having thus reached the true centre of his own being, he can never give this central place to anything else. He will realise that relative to this, all other things are in the position of the incidental and accessory. Growing daily in this knowledge, he will learn to handle all things lightly, yet firmly; that grief, fear and error will have less and less space in his world – until at last sorrow and sighing shall flee away, and everlasting joy shall take their place. We may have taken only a few steps on the way as yet, but they are in the right direction, and what we have to do now is to go on.



5. ASSIGNMENT

Write your answers in the space provided below.

1. What does the article mean to you?

2. What is the difference between light handling and weak handling?

3. Where can you apply the 'Go Lightly' approach in your life?

4. What actions will you take?



NOTES

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NOTES

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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

NOTES

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

NOTES

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.

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?



NOTES

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Thinking

INTO CHARACTER

10 BONUS LESSONS



Enhance Your Learning

BONUS

NOTES

When you recognise someone has a poor attitude towards others, you can be sure they have a poor attitude towards themselves. They do not like themselves. They are unhappy about something. A happy person reflects their happiness in their attitude. A person with a poor attitude is unhappy and frustrated most of the time. They are a human magnet for unpleasant experiences. They reinforce their poor attitude, thereby inviting new problems and so it continues. As such, that person falls into a self-generating, doom-fulfilling cycle. But for the person with a good attitude, the same principle holds true in reverse. If they expect the best, that is precisely what they achieve most of the time.

When you see someone with a poor attitude towards others, you can be sure they have a poor attitude towards themselves.

Now, why would a person persist in a poor attitude, expecting the worst? Well, we are so familiar with ourselves that we tend to take ourselves for granted; we tend to minimise what we can accomplish, the goals we can reach, and for some equally strange reason, we believe others can reach heights which we cannot! We tend to overlook the fact that there is enormous undeveloped potential within each of us — a great reserve of talent and ability, which we habitually fail to use.



NOTES

2. GREENER PASTURES

The story was the account of an African farmer who heard tales about other settlers who had made millions by discovering diamond mines. These tales excited the farmer so much that he could hardly wait to sell his farm and search for diamonds himself. So, he sold his farm and spent the rest of his life wandering the vast African continent, searching unsuccessfully for the gleaming gems, which brought such high prices in the markets of the world. Finally, broke and desperate, and in a fit of despondency, as I recall the story, he threw himself into a river and drowned.

If the other pasture looks greener, maybe it's because it's getting better care.

Meanwhile, the man who had bought his farm, one day found a large and unusual stone in a stream which cut through the property. The stone turned out to be a large diamond of enormous value. He then discovered that the farm was covered with them. It was to become one of the world's richest diamond mines.

The first farmer had owned, literally, acres of diamonds, but had sold them for practically nothing in order to look for them elsewhere. If he had only taken the time to study and prepare himself. To learn what diamonds look like in their rough state and thoroughly explore the land he owned. He would then have found the millions he sought, right on his own property.





NOTES

The thing about this story that so profoundly affected me and subsequently millions of others, was the idea that each of us, is at this moment, standing in the middle of his or her personal acres of diamonds. If we will only had the wisdom and patience to intelligently and effectively explore the work in which we are now engaged, we would usually find that it contains the riches we seek, whether they be financial or intangible, or both.

"To be able to shape your future, you have to be ready and able to change your paradigm."

Joel Barker

Before we go running off to what we perceive to be greener pastures, let us make sure that our own is not just as green or perhaps even greener. You see, while we are looking at other pastures, other people are looking at ours! Someone once said, "If the other pasture looks greener, maybe it's because it's getting better care."

To my mind, there's nothing more pitiful, than the person who wastes their life running from one thing to another. Forever searching for the pot of gold at the end of the rainbow, and never sticking with one thing long enough to find it.

I vividly remember a great quote from Van Gough, "I dream my painting and then I paint my dream."

What lies before you and what lies behind you are tiny matters compared to what lies within you.

A man from a small town amassed a fortune starting with a single service station. In the beginning when things were tough, he would ask himself, each morning, "What can I do to increase my service to my customers?" Now he is retired, and his son heads up the large, complex enterprise that all started with a small service station. A daily question that will virtually guarantee success in any undertaking: "What can I do to improve my service to my customers?"

In order to become a professional in a world of amateurs, we need to study three important subjects:

1. Our company and the industry in which it operates.
2. Our job, and perhaps the next step upward in our career.
3. People, since successfully serving and getting along with people will determine our success or failure.

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3. A WORTHY DESTINATION

The best definition of success I have ever been able to find goes like this: 'Success is the progressive realisation of a worthy goal.'

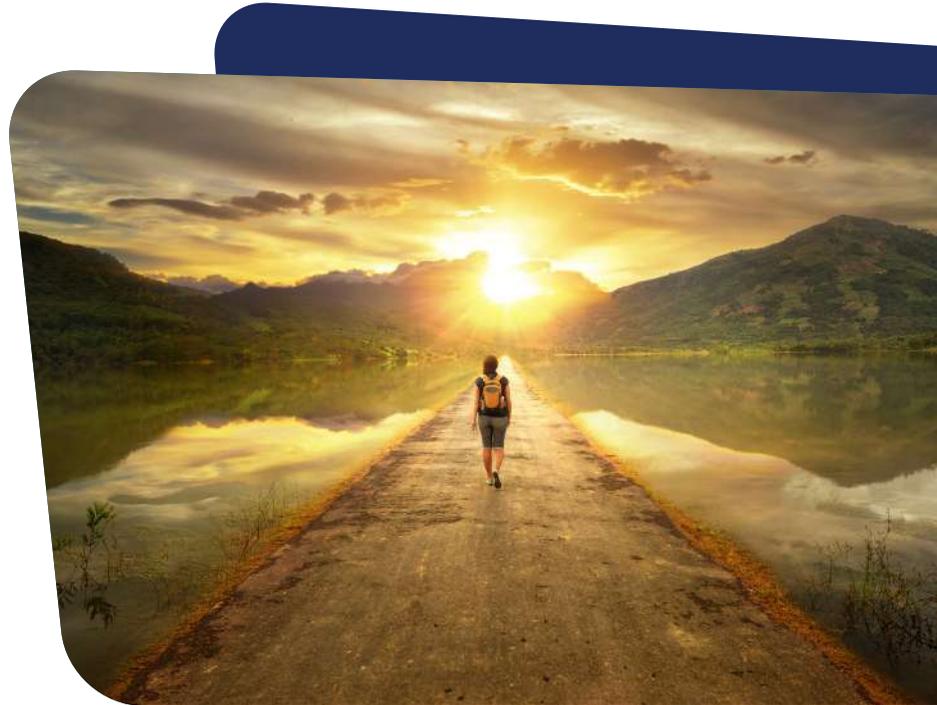
Success is the progressive realisation of a worthy goal.

If you think about it for a moment, you will realise just how true that definition is.

It means that any person regularly engaged in achieving something which they consider worthy of them, is successful.

At the same time, it also means that any person not so engaged must be defined as not successful, a failure — or at least temporarily.

Any person with a dream in their mind and heart which that person is pursuing as a worthy goal, is successful. The uninformed always seem to equate success with lots of money. While money often accompanies success, it has nothing to do with success necessarily, unless money happens to be a part of the goal. It is down to each of us to decide for ourselves what our goals are.



With such a simple definition of success, you would think everyone would be successful. Everyone should be, everyone can be, but it is estimated that only about 3% are. Of all the people you pass on the street, only about three out of a hundred can tell you what they are working towards. The rest are just drifting along, hoping something good will happen to them, (or at least nothing too bad), letting circumstances and economic winds blow them this way and that.



I like to compare human beings with ships, as Carlyle used to do. It is estimated that about 95% of us can be compared to ships without rudders. Subject to every shift of wind and tide, we're helplessly adrift. While we desperately hope that we will one day drift into a rich and successful port, you and I know that for every narrow harbour entrance, there are a thousand miles of rocky coastline. The odds against drifting into port are a thousand to one.

5% of us have taken the time and exercised the discipline to decide on a destination, and to chart a course. To sail straight and far across the deep oceans of life, reaching one port after another – accomplishing more in just a few years than the rest accomplish in a lifetime.

NOTES

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If you visit a ship and ask the captain his next port of call, he will answer you in one sentence. Even though the captain of a ship can't see his destination fully for 99% of his journey, he knows what it is, where it is, and that barring an unforeseen and highly unlikely catastrophe, he will reach it if he keeps doing certain things in a certain way every day.

There is no road to success but through a clear, strong purpose. Nothing can take its place. A purpose underlies character, culture, position, attainment of every sort.

Every person should do the same thing. Unless you can say, in one concise sentence, what your goal is, the chances are, you have never clearly defined your goal.



NOTES

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4. MIRACLE OF YOUR MIND

Successful people are not people without problems, they are simply people who have learned to resolve their problems.

One of the very real benefits of working with a psychologist or psychiatrist comes from learning that there are hundreds of thousands, perhaps millions, of other people with problems identical to our own.

No one is without problems; problems are a part of life. But let me show you how much time we waste in worrying about the wrong problems. Here is a reliable estimate of the things people worry about:

- Things that never happen—40%.
- Things from the past that can't be changed by all the worry in the world—30%.
- Needless worries about our health—12%.
- Petty miscellaneous worries—10%.
- Real, legitimate worries—8%.

In short, 92% of the average person's worries take up valuable time, cause painful stress, even mental anguish... and are absolutely unnecessary.



Of the real, legitimate worries, there are two kinds: there are the problems we can solve, and there are the problems beyond our ability to personally solve. But most of our real problems usually fall into the first group – the ones we can solve, if we only learned how.

Today there must be millions of people who feel they are being barred from the life they want because they look upon problems not as challenges to be met, but rather as wide chasms beyond their ability to bridge.

NOTES

5. DESTINY IN THE BALANCE

Once a person learns and obeys the natural laws, he will become rich with mathematical certainty.

There is but one great law. 'Energy Is'.

All physical and mental science is based on this one law and its seven subsidiary laws, which operate in conjunction with each other:

1. The Law of Perpetual Transmutation
2. The Law of Cause and Effect
3. The Law of Vibration
4. The Law of Polarity
5. The Law of Rhythm
6. The Law of Relativity
7. The Law of Gender

Unlike any other form of animal life that has been created, we were given the power of choice or free will. Along with this power comes certain responsibilities. The capacity to choose does not involve freedom from the consequence of our choices.

This law has been written thousands of times by the greatest minds the world has produced, and as a result, has appeared in many forms. For our purposes it might be best described this way – 'Our rewards in life will always match our service.'

If any person alive is discontent with their rewards, they should examine their service. Action – Reaction.

So simple, so basic... so true, and yet so misunderstood.

Whatever you seek in the form of rewards, you must first earn in the form of service to others.

Never before in the history of the world have human beings been so interdependent. It is as impossible to live, without serving others, as it would be to live if others were not constantly serving us. And this is good. The more closely knit this interdependence becomes, the greater human achievement will be. We need each other, and we literally cannot live without one another.

But remember this: Whatever you seek in the form of rewards, you must first earn in the form of service to others. All attempts to sidestep this law will end in failure, frustration, and ultimately, demoralisation.

Constantly look for the good in people and situations. When you find it, tell the person. People love compliments and the positive idea in your mind makes you feel good. Remember, good idea — good vibration.





6. THE NATURAL LAWS OF THE UNIVERSE

The Law of Perpetual Transmutation

- Energy moves into physical form.
- The images you hold in your mind most often materialise in results in your life.

The Law of Relativity

- Nothing is good or bad, big or small, until you relate it to something.
- Practice relating your situation to something much worse and yours will always look good.

The Law of Vibration

- Everything vibrates, nothing rests.
- Conscious awareness of vibration is called feeling. Your thoughts control your paradigms and your vibration.
- When you are not feeling good, become aware of what you are thinking, then think of something pleasant.

The Law of Polarity

- Everything has an opposite: Hot and cold. Up and down. Good and bad.

When you are on a down swing, do not feel bad. Know the swing will change and things will get better. There are good times coming – think of them.

“You’ve got to do it by yourself, and you can’t do it alone.”

Martin Rutte

The Law of Rhythm

- The tide goes out and comes back in. Night follows day. Good times, bad times.
- When you are on a down swing, do not feel bad. Know the swing will change and things will get better. There are good times coming — think of them.

The Law of Cause and Effect

- Whatever you send into the universe comes back. Action and re-action are equal and opposite.
- Say good things to everyone, treat everyone with total respect, and it will all come back.
- Never worry about what you are going to get, just concentrate on what you can give.

The Law of Gender

- Every seed has a gestation or incubation period. Ideas are spiritual seeds and will move into form or physical results.
- Your goals will manifest when the time is right. Know they will.

NOTES

7. SEED FOR ACHIEVEMENT

The seed for achievement is truth.

Not necessarily the kind of truth we hear so much about, although that is important, but the kind of truth you do not hear much about, particularly these days. Truth means honesty.

We have been conditioned, genetically and environmentally, to live one way, and taught to live another.

You might be thinking that this must cause tremendous conflict in our lives and, of course, it does. And the sad truth is that there are a great number of people who are so used to living with this conflict that they have accepted it as the norm. They do not even realise that it is the cause of almost all of their problems. They have come to believe that other people, conditions and circumstance, are the cause of any problems they may encounter. And, unfortunately, it is only on rare occasions that the primary cause of these conflicts is properly addressed.



Most people believe they are honest, and in most situations in life, they probably are. If a cashier in a store gave you too much money back when you purchased something, the vast majority of people would bring it to the cashier's attention and give it back. If a good friend shared something with you in confidence, only on rare occasions is that trust betrayed. However, when it comes to being honest with ourselves about why we do what we do, and why we don't do some of the things we would like to do, it is a different matter. Most people have become extremely effective at lying to themselves.

If you were to survey many of the most effective people you know; if you were able to get into their mind and see how they operate, you would find they are masters at being honest with themselves and are often referred to as being mentally strong. Because they are, they continually develop the talents and abilities that lie dormant in us all.



Being truthful with ourselves means taking responsibility for making the best use of what we have. And what do you have?

There are numerous definitions of integrity. I am sure you will find this definition you are about to receive as useful and accurate as anything you might hear. It incorporates the concepts of personal honesty. A person has integrity when their thoughts, their feelings and actions are all in harmony. When you analyse this, give serious consideration to the conditioning that has taken place in a person's subconscious mind. Soon it will become apparent that it is because of this conditioning, that a person's thoughts, feelings and actions are frequently not in sync.

NOTES

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Integrity, truth and honesty form the foundation upon which every great career has been built.

But truly successful people all have one thing in common. They all understand, consciously or unconsciously, the law of cause and effect. They wisely work with it, instead of trying to work against it.

Integrity, truth and honesty form the foundation upon which every great career has been built.

Yes, honesty is good business. In fact, Mirabeau wrote "If honesty did not exist, we ought to invent it as the best means of getting rich. It is the only way on earth to real and lasting success of any kind."

In every circumstance, all we have to do is ask ourselves, 'Is this true?', 'Is this honest?'. And then proceed, in the happy knowledge that we have taken care of the cause, and that the effect will take care of itself!

NOTES

8. IT'S EASIER TO WIN

All kinds of studies have been made regarding motivation. What is it that motivates people to do the things they do, live the way they live, achieve the goals they achieve? And, while there is certainly no single answer to such a major, complex question, I believe the overriding force which motivates us, as people, is something I call choice of environment, environment being the immediate world in which we are immersed.

We must look at ourselves objectively for what we really are – distinct individuals with unlimited opportunities for development.

Some people make this choice consciously, but I am certain the great majority of people make the choice unconsciously as a result of environmental conditioning.

There are 7 Levels of Awareness:

7. Mastery
6. Experience
5. Discipline
4. Individual
3. Aspiration
2. Mass
1. Animal

Firstly, we must begin to think. We must look at ourselves objectively for what we really are — distinct individuals with unlimited opportunities for development.

Secondly, we must ask ourselves some questions. Do I want to be like the people I am following? Are these the people I want my children to be like? I know they are pretty good people, but do they know where they are going? Are they successful? Are they as successful as I want to be? If I continue as I have in the past, where will I be in five years from now? Am I operating at or near peak efficiency? Am I really a professional, or have I been doing just enough to get by? Am I devoting a part of my time each day to thinking of ways and means by which I can increase my contribution? Am I really aware that my rewards in life will always be in exact proportion to my service? Am I following an intelligent course for improving my mind and expanding my knowledge? Do I have a reading and study programme? Or do I think I already know enough?



NOTES

9. ONE THING YOU CANNOT HIDE

I am sure you will agree we acquire the skills of living successfully through knowledge. Knowledge – properly applied – is power and knowledge is available to all of us.

At the very peak of the pyramid, you will find the world's most brilliant people.

The degree of a person's ignorance will determine their place in the world. Everyone is born ignorant and must, for a time, live in ignorance. But remember this – anyone who remains ignorant, has only themselves to blame. An illiterate person in our society is on the lowest rung of our social ladder. Using that starting point, think of society as a pyramid with a broad base, gradually rising to a high point. We know that the greatest majority of people are to be found at the bottom, representing the greatest area of the pyramid. The higher you go, the smaller the layers.

At the very top of the pyramid, you will find the world's most brilliant people. We may not have the native equipment to reach the upper-most pinnacle, although we certainly could do, we do control where we live between the very top and the very bottom. We can, most certainly, get into the top 3% – let's say the top three layers of the pyramid. And from here, we can live well and successfully all the days of our lives. It isn't that we want to be above anyone, it's just having the ambition and good sense to want to live as best we can. The higher you climb on a pyramid, the farther you can see; the fresher the air; the better the view, and the less crowded it becomes. Another rewarding thing about climbing is that as we climb, we help most of those associated with us, to also climb.



One of the most important ladders leading to the top is **knowledge**. The more we know, the higher we can move.

NOTES

Not enough people realise that it is our ability to use our language which will determine our place on the social pyramid.

So often a person will live in the shallows from force of habit, or because those around him or her are wasting their time there – without realising that only a thin screen of reeds separates them from the fine, deep ocean beyond. That person can sail to any port of their choosing if they take the time, and expend the effort, to build a good boat.

Now, let me make an important point. The person who knows where they are going, and who has made up their mind to get there is going to make the grade, regardless of their education. If an education is necessary to accomplish their goal, they will get it. Nothing in the world can take the place of persistence and determination. I think it is important to succeed in every aspect of our lives, and becoming well-educated is vital. What good is substantial material success if a person has remained too ignorant to enjoy it? Or to administer it?

Now, let us recap: **Knowledge is power.** The more knowledge you have, the more power you can exercise over your life and future.

Think of human society as a pyramid, composed of layers, beginning with the broad base, and narrowing to a pinnacle at the top. Pick the place on the pyramid you are going to aim for and start climbing.



And finally, realise that today is just the beginning. The commencement of our days and years of learning. For with wisdom will come kindness, patience, love, understanding and success as a person. It is never too late to begin.



10. THE END OF EDUCATION IS CHARACTER

NOTES

Education needs to do more than just develop curiosity and satisfy enquiring minds. It must cultivate a commitment to self-improvement and promote constant learning.

A formalised education system provided by institutions sees teachers and lecturers organising the learning experience for students, who are subdivided into classes or lecture groups.

“An educated person is not necessarily one who has an abundance of general or specialised knowledge. An educated person is one who has developed the facilities of their mind so that they may acquire anything that they want without violating the rights of others.”

Napoleon Hill

The majority of the world is still working to a modified version of the educational system, which is based on the third education revolution dating back to the 17th century. Yet the world has changed so drastically since then – in particular, during the 21st century – that the education system is about to enter into the 4th education revolution.



The power of technology, the rise of new ways of learning and the internet imparts powerful new opportunities for us to become our own teachers.

Much of the debate in Britain today over the role of character formation in schools revolves around the purpose of education.

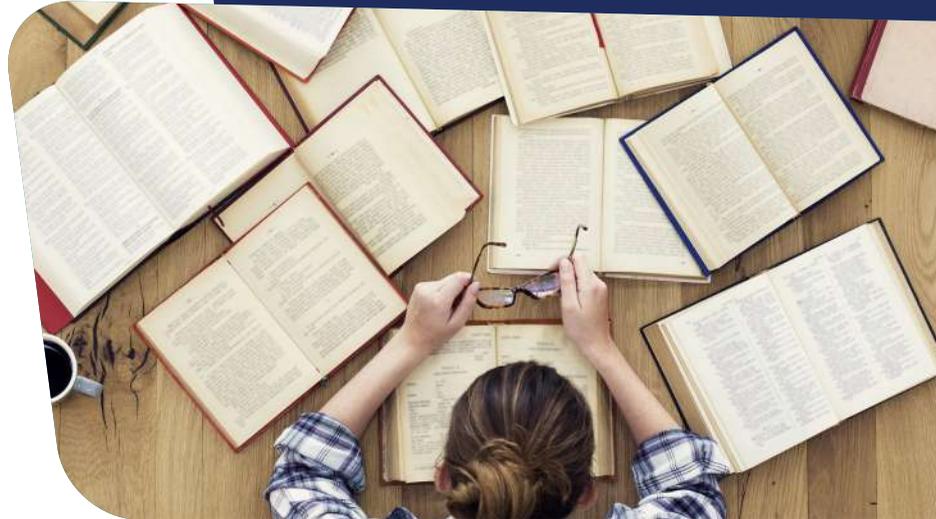
Shaping character is a necessary and vital aspect of education.

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NOTES

I vividly recall a great quote from Gardner, an author at Harvard: "Do not ask how intelligent a child is, ask how is a child intelligent."

The definition of intelligence is changing and in the fourth educational revolution, which is already on our doorstep, we will all be required as educators to ask a very important question: Will artificial intelligence liberate or infantilise humanity? Recently, Sir Anthony Seldon, the Vice Chancellor of the University of Buckingham, published a book on this topic. It makes a compelling read.



Therefore, a fully educated person has a thirst for knowledge and a curiosity that will last until their final breath on earth.

Napoleon Hill, the American author who influenced millions of people in education in respect of human potential and human evolution, expressed his beliefs eloquently:

"An educated person is not necessarily one who has an abundance of general or specialised knowledge. An educated person is one who has developed the facilities of their mind so that they may acquire anything that they want without violating the rights of others."

We have a responsibility to give consideration to new ways of educating children across the world. Winston Churchill, who certainly knew a lot about responsibility said, "Responsibility is the price of greatness." Having confidence will free you to go where your heart leads you, to do what you must do. The good you will then find in others will be a reflection of the good that is in yourself.

Shaping character is a necessary and vital aspect of education.



NOTES

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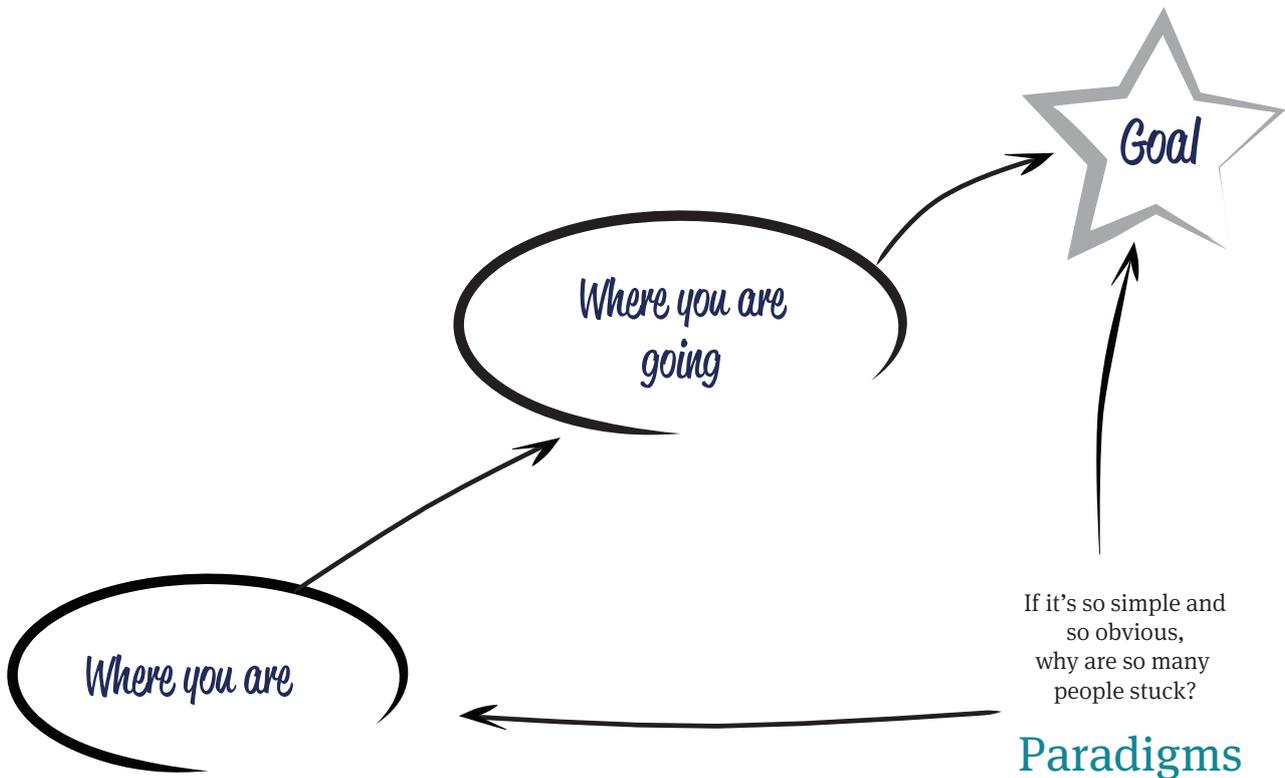
Thinking

INTO CHARACTER

ADDITIONAL RESOURCES



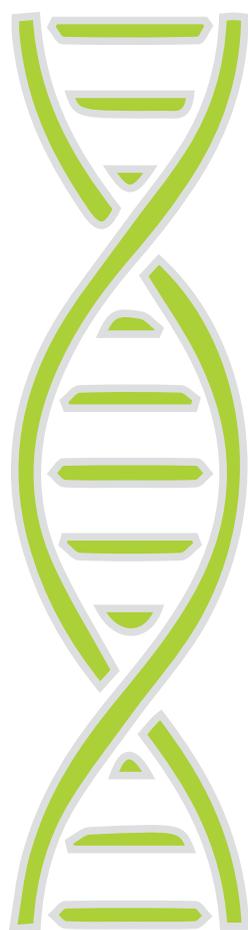
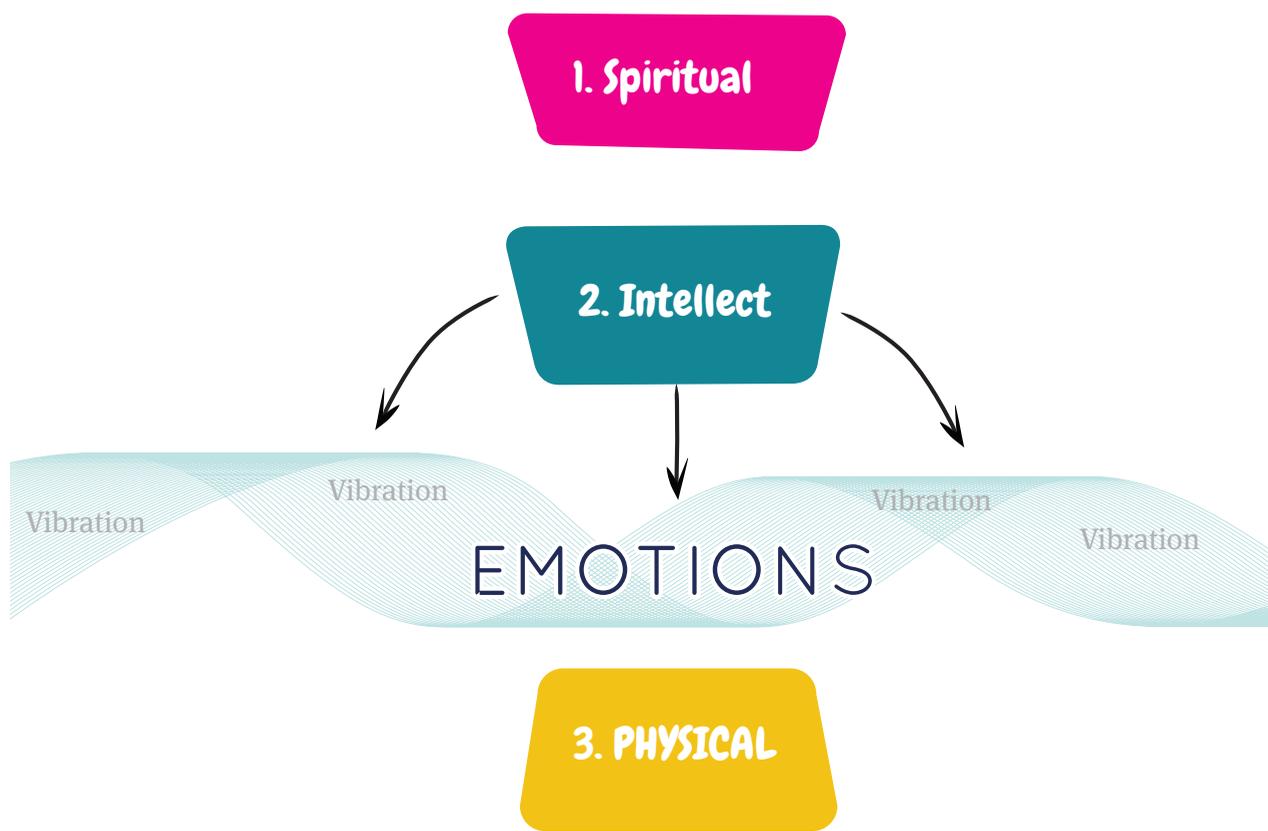
PowerPoint Slides



Two things You Must Know To Create Wealth

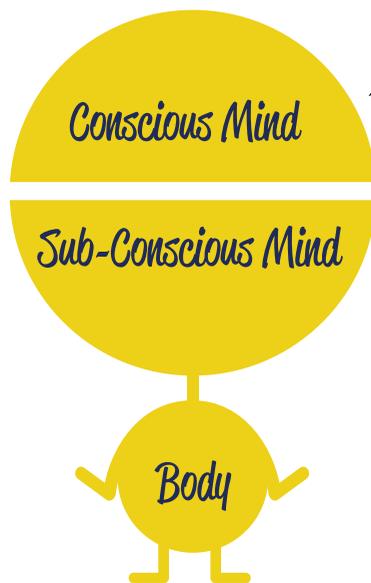
“To be able to shape your future, you have to be WILLING and ABLE to CHANGE YOUR PARADIGM”

Joel Barker
AUTHOR OF “PARADIGMS”





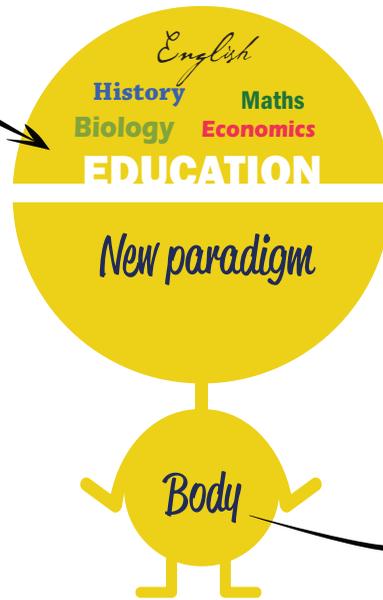
Choose
Accept or Reject
Originate



Cannot reject
Must accept
Cannot determine the difference
between that which is real
or what is imagined

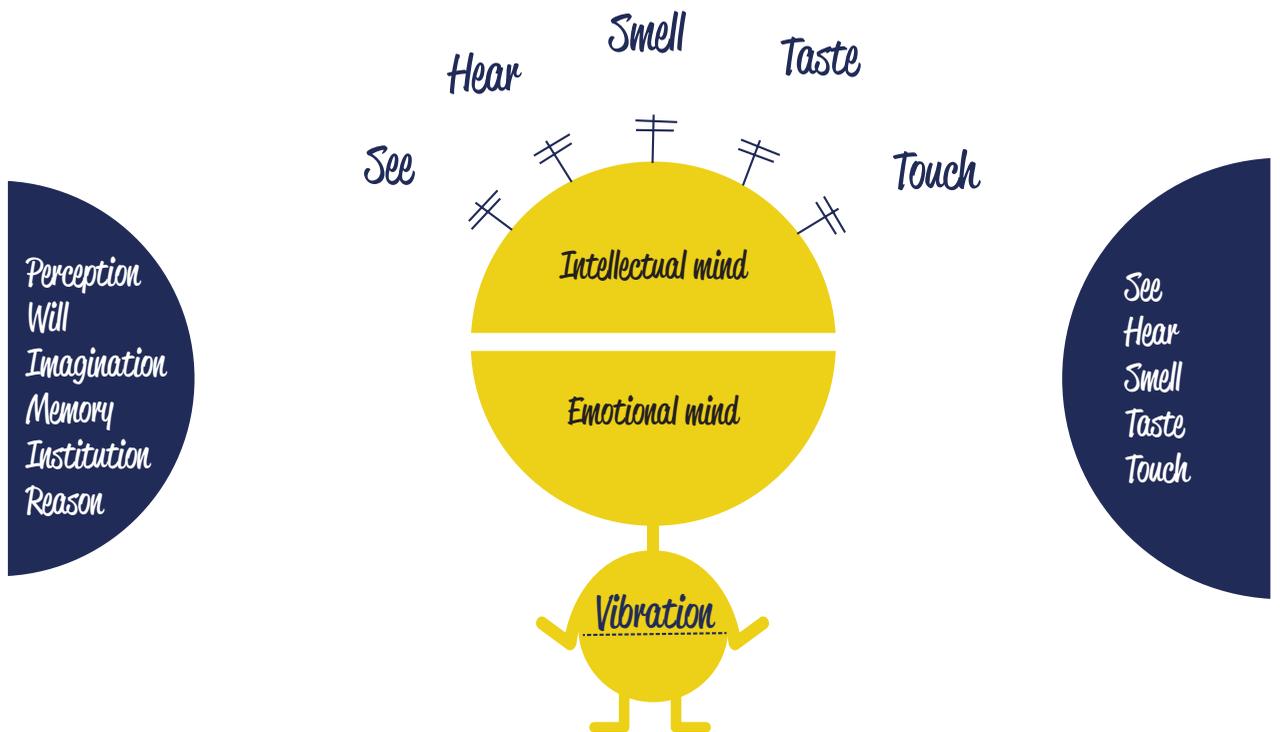
School gave us valuable knowledge.
However, SCHOOL never taught us
how to alter our old
PARADIGMS

Therefore we frequently do not
do what we already know
how to do!



Results

Superior Knowledge-Inferior Results
Causes confusion & frustration





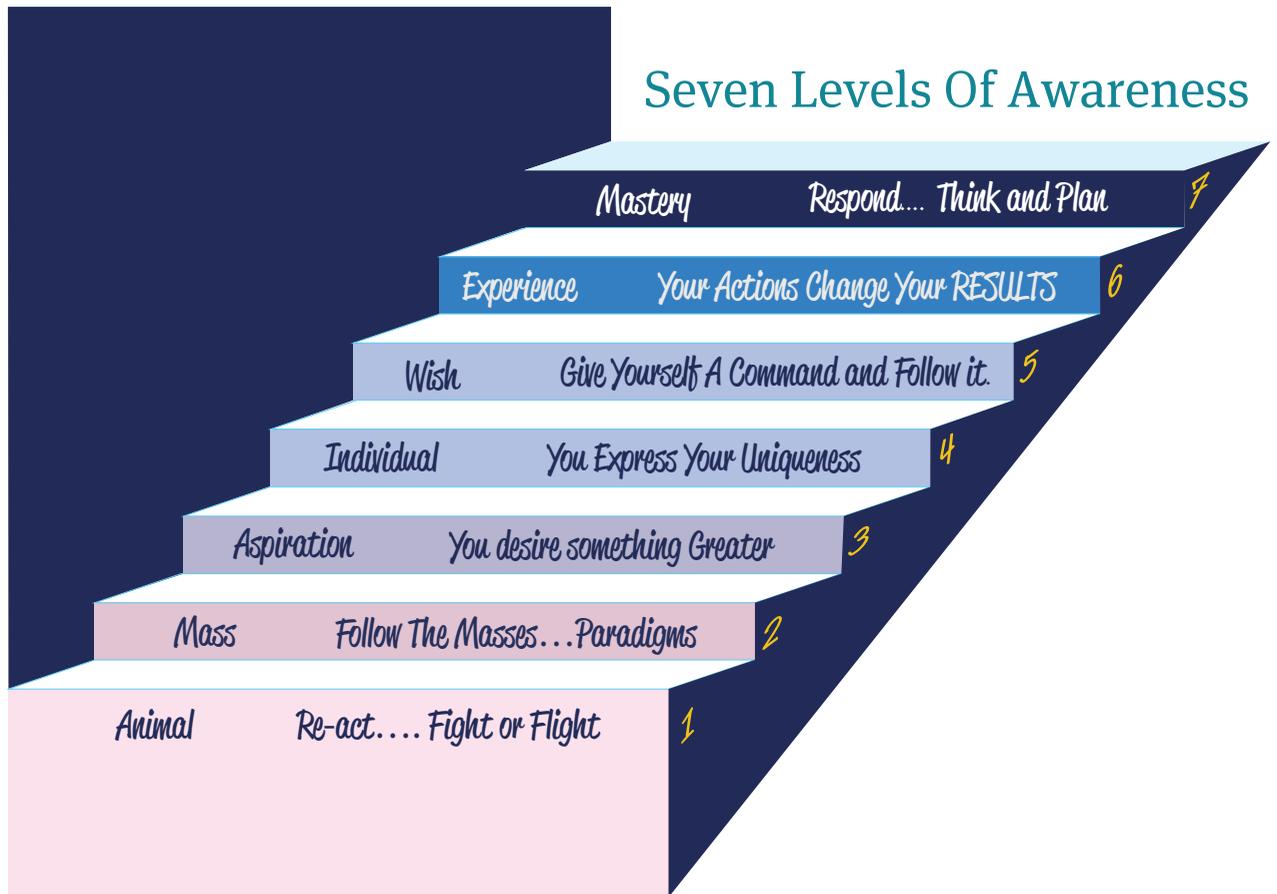
"There is a difference between WISHING for a thing and being READY to receive it. No one is ready for a thing, until they believe they can acquire it. The state of mind must be BELIEF. Not mere hope or wish. Open-mindedness is essential for belief. Closed minds will not inspire faith, courage and belief.

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

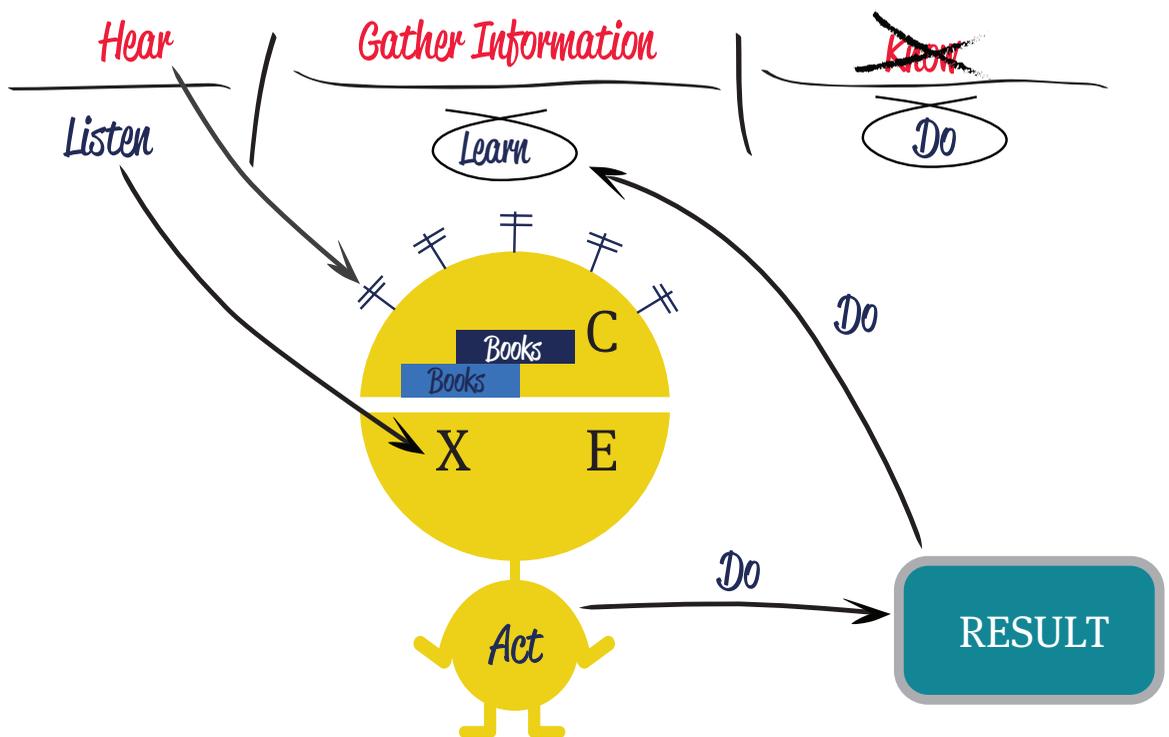
paradigm

..is a mental programme that has almost exclusive control over our habitual behaviour...

almost all of our behaviour is habitual.



Red... organised education model



Purple... Thinking into Character model



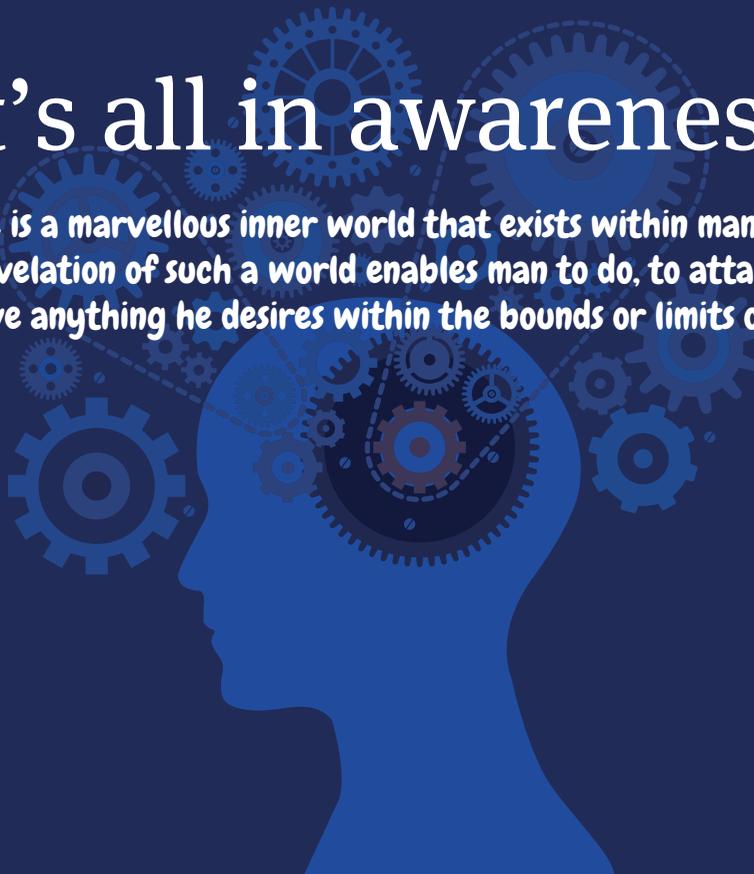
Awareness

**Everything You Are Seeking
Is Seeking You!**

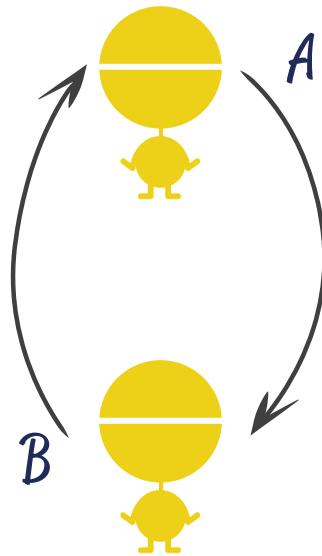


It's all in awareness

There is a marvellous inner world that exists within man, and the revelation of such a world enables man to do, to attain and achieve anything he desires within the bounds or limits of Nature.



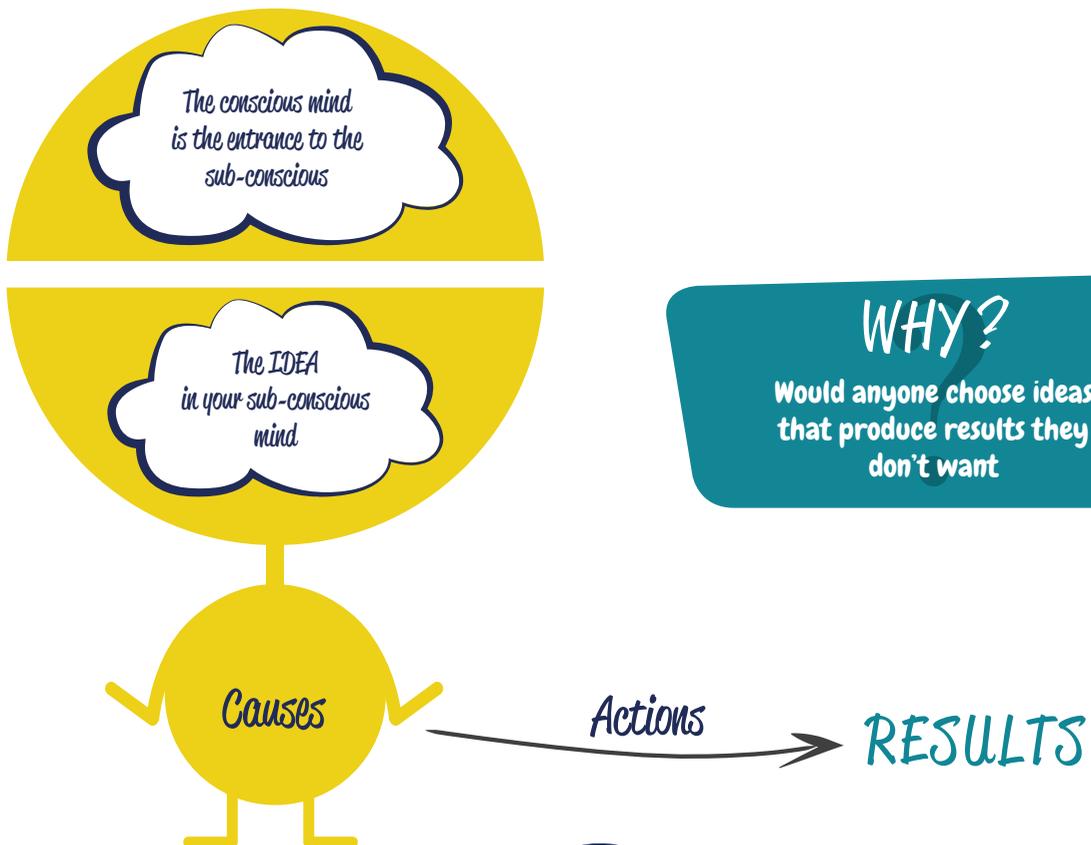
Paradigms



A... is AWARE of how
to get the RESULTS
B is getting.

B... is AWARE of how
to get the RESULTS
A is getting.

Awareness





Great Grandfathers & Grandmothers



Great Grandfathers & Grandmothers



Grandfather & Grandmother



Father

Mother



Grandfather & Grandmother

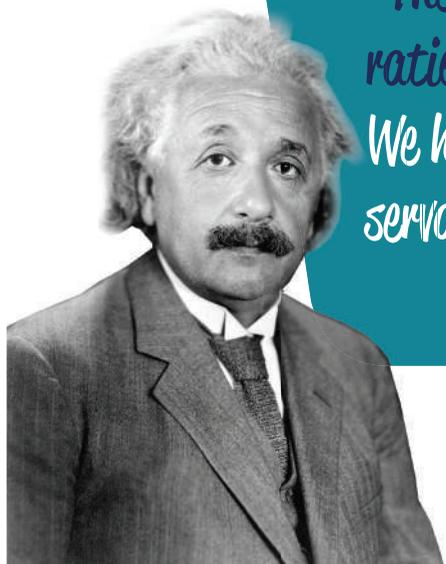
Today we understand half of your DNA comes from your mother and half from your father.

SUB-CONSCIOUS MIND



Conditioning

PERCEPTION MEMORY IMAGINATION REASON INTUITION WILL



"The intuitive mind is a sacred gift and the rational mind is a faithful servant. We have created a society that honours the servant and has forgotten the gift."

Albert Einstein

The Man that changed Napoleon Hill's World



Andrew Carnegie



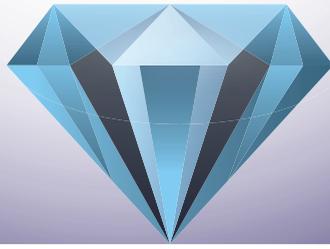
Young Napoleon Hill

"Andrew Carnegie, I'm not only going to equal your achievements in life, but I'm going to challenge you at the post and pass you at the grandstand."



*“The cave you fear
to enter
holds the treasure
you seek.”*

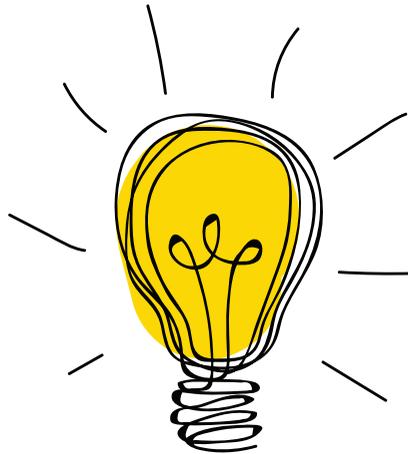
Joseph Campbell



*Hold the image
of the person
you want to Be!*



Napolean Hill on IDEAS



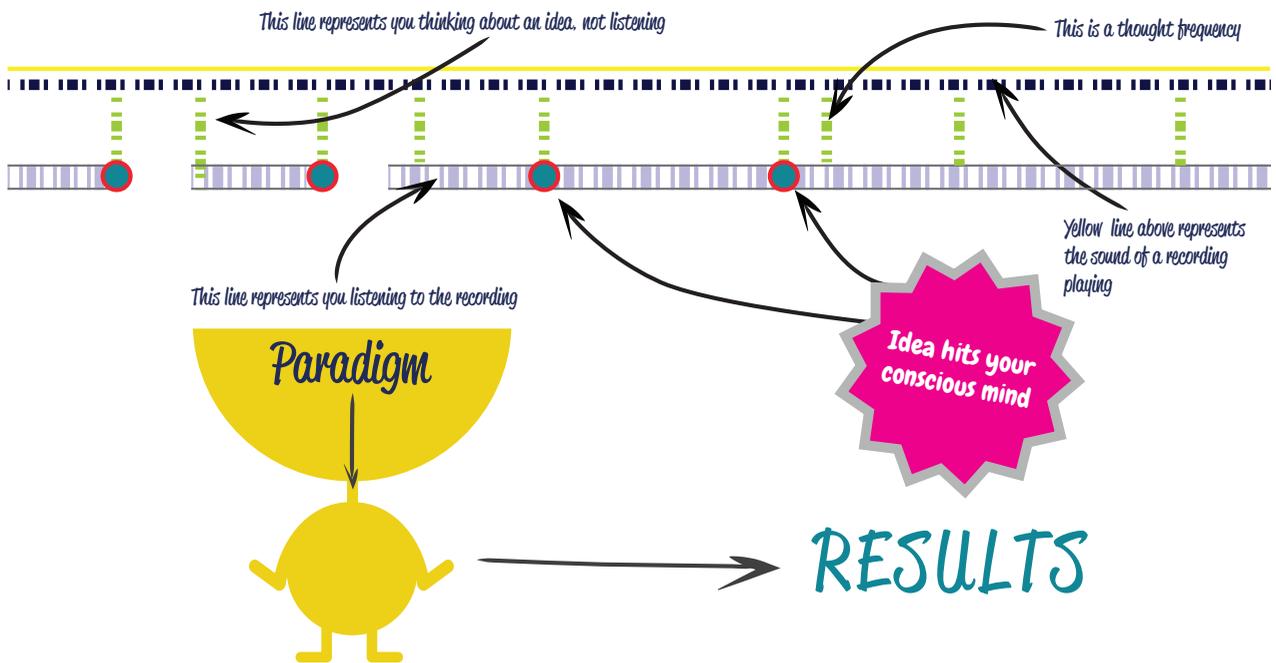
Ideas are intangible forces, but they have more power than the physical brains that gave birth to them. They have the power to live on, after the brain that creates them has returned to dust

There are only 2 known ways to change a paradigm!

#1. The constant spaced repetition of ideas, that are essentially opposite to the Paradigm.

#2. The personal experience of an Emotional Impact.

Why Repetition Is Necessary When Changing Paradigms

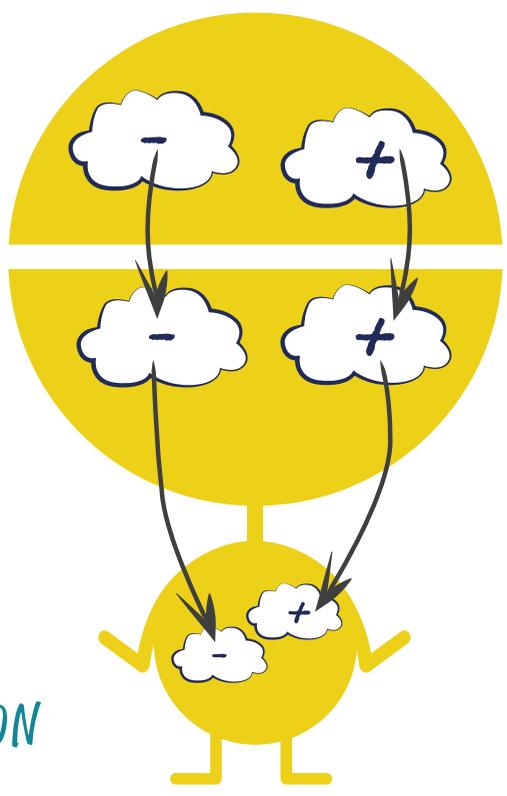


Ignorance
-
Worry/Doubt
Fear
Anxiety
Suppressed
Depression
Dis-ease

Knowledge
+
Study
Understanding
Faith
Well-Being
Expression
Acceleration
At-Ease

DISINTIGRATION

CREATION



“Faith and fear both demand that you believe in something you cannot see. It’s your choice”
Bob Proctor

For the past 33 years, I have looked in the mirror every morning and asked myself: 'If today were the last day of my life, would I want to do what I am about to do today?' And whenever the answer has been 'No' for too many days in a row, I know I need to change something.

Steve Jobs

"In absence of clearly defined goals, we become strangely loyal to performing daily acts of trivia, until we ultimately become enslaved by it."

Robert A. Heinlein



NOTES

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Thinking INTO CHARACTER

“The End of Education is Character”

Date: Day:

These goal achieving activities will be completed today.

1. _____

2. _____

3. _____

4. _____

5. _____

6. _____

“Your success is based on a consistent, unrelenting, sequence of successful days that turned the trick.”

“One successful day at a time; and each day comprising a collection of successful acts – one successful act at a time.”

Dr. Selva Pankaj

Complete all these acts with dedication and intensity.



Sir Walter Raleigh was a famous English explorer, soldier, poet and writer who was instrumental in the English colonisation of North America.

When asked how he accomplished so much in such a short amount of time, Raleigh replied,

“When there is anything to do, I start it.”

Don't look at a thing; Start it.

Don't imagine that it is too difficult; Start it.

Don't put it off for a day; Start it.

Don't pretend that you must think it over; Start it.

**Don't start half-heartedly; put everything
you can muster into your start.**

'It can't be done,' but with a forceful start you can do it.

Only start a task, if it is progressing towards 'success'.

Do not waste your time on non-goal oriented activities.

Success is a progressive realisation of a worthy goal.

Thinking

INTO CHARACTER

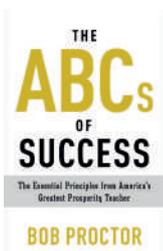
APPENDIX



Recommended Reading List

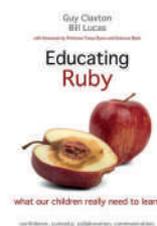
APPENDIX

Recommended Reading



The ABCs of Success
by Bob Proctor

ISBN: 978-0399175183



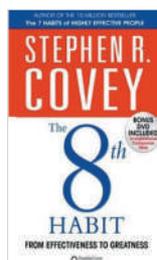
Educating Ruby
by Guy Claxton and Bill Lucas

ISBN: 978-1845909543



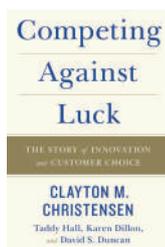
The Art of Acting
by Stella Adler

ISBN: 978-1557833730



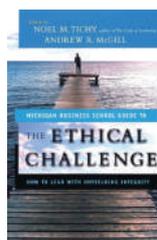
The 8th Habit
by Stephen R. Covey

ISBN: 978-0743206839



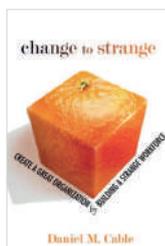
Competing Against Luck
by Clayton M. Christensen

ISBN: 978-0062435613



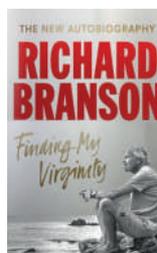
The Ethical Challenge
by Noel M. Tichy and
Andrew R. McGill

ISBN: 978-0787967673



Change to Strange
by Daniel M. Cable

ISBN: 978-0132317771



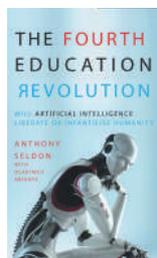
Finding My Virginitiy
by Richard Branson

ISBN: 978-0753556139



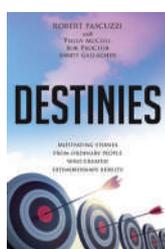
Delivering Happiness
by Tony Hsieh

ISBN: 978-1455508907



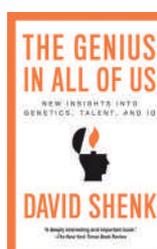
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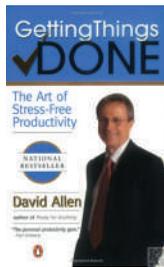
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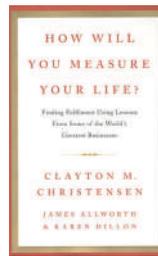
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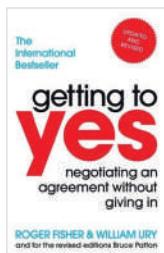
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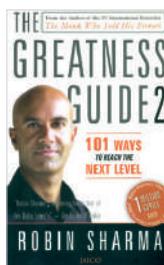
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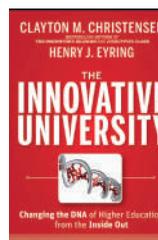
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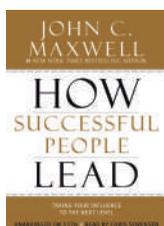
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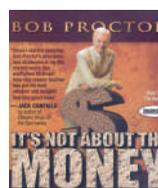
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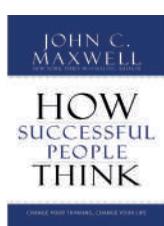
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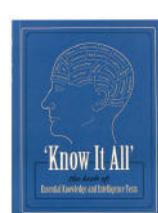
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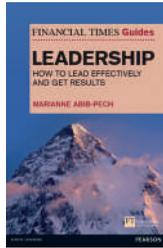
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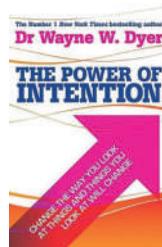
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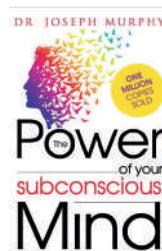
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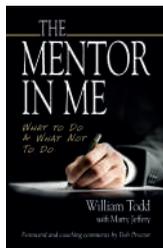
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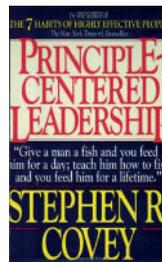
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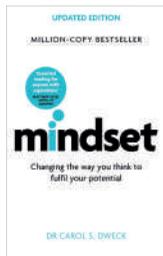
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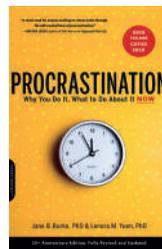
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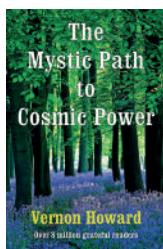
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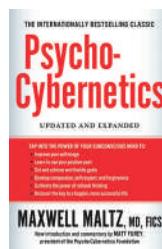
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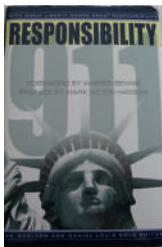
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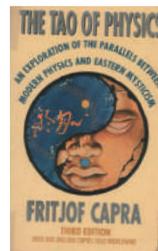
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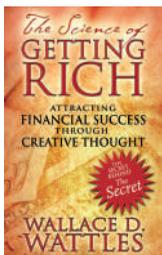
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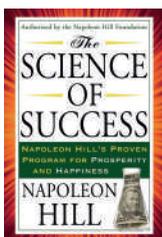
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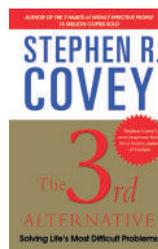
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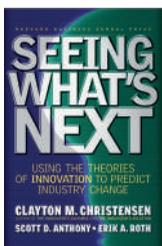
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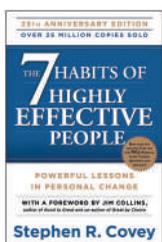
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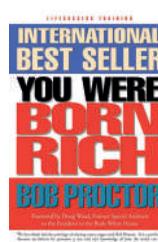
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