

THINKING INTO RESULTS

LESSON ONE – A WORTHY IDEAL

This lesson primarily explains the following:

- Three types of personal and corporate goals (A, B, C). Type C goals relate to our fantasies. TIR teaches us how to achieve our fantasies which are the only type of goals that result in personal growth.
- A meditative-type process for identifying and achieving goals.
- How our belief systems hinder or allow for personal growth.
- The importance of controlling our thoughts (because we become what we *most* think about).

LESSON TWO – THE KNOWING-DOING GAP

This lesson primarily explains the following:

- The conscious and subconscious parts of our mind, our sensory receptors, and how they relate to each other.
- What paradigms are and how they cause the habits that either enable or prevent us from achieving desired results.
- Why most of us don't perform (i.e., Doing) anywhere near our innate and learned abilities (i.e., Knowing). Hence, "The Knowing-Doing Gap".
- A simple process for identifying our habitual and non-productive behaviors.
- The importance of being persistent and having a burning desire to achieve our goals.

LESSON THREE – YOUR INFINITE MIND

This lesson primarily explains the following:

- Personal paradigms and how they control our behavior, thus leading to both positive and negative results.
- Corporate paradigms, which are the same as personal paradigms, but involve groups. They entail group habits that form a corporate culture.
- Two activities for realizing our desired results: 1) Identifying nonproductive habits and replacing them with positive ones, and 2) Envisioning our lives as if we've already achieved what we want.
- The importance of taking responsibility "For" everything in our lives, both negative and positive.

LESSON FOUR – THE SECRET GENIE

This lesson primarily explains the following:

- A diagram for understanding how our mind operates by creating an image, i.e., The Stick Person - The Secret Genie.
- Why images and the emotions they invoke are key to creating lasting change.
- The process wherein universal energy enables us to use our imagination, generate emotion, change our body's vibration, create action / universal reaction.
- The importance of living from within, rather than from without.

THINKING INTO RESULTS

LESSON FIVE -- THINKING INTO RESULTS

This lesson primarily discussed the following:

- Our six intellectual faculties: Developing and using these faculties enables us to control our lives and obtain desired results. These faculties are summarized as follows:
 - **Memory** - There is no such thing as a bad memory, but rather only weak and strong memories.
 - **Reason** - Reason is what enables us to originate thoughts and ideas. It allows us to observe our results and think of new ways to do things better.
 - **Perception** - Perception is our point of view. If there is a result in our life that we don't like, we can think the opposite point of view.
 - **Imagination** - Imagination allows us to create fantasies, which is the beginning of all things manifested in our world.
 - **Intuition** - Intuition is hard to define because it deals with vibrations and those vibrations create images in our mind that help explain our environment.
 - **Will** - With the constant barrage of information that we get exposed to, we need a strong will to enable us to concentrate on our desired results.

LESSON SIX -- ENVIRONMENT IS BUT OUR LOOKING GLASS

This lesson primarily discussed the following:

- Your self-image is programmed into your subconscious mind as part of your paradigms. Confident people have a good self-image, insecure people have a poor self-image.
- You also have an outer image. This image is what you project to the world by the way you walk, talk, dress, and interact with people. It's the reflection of what is going on inside of you.
- Teams with a good self-image have members who individually have a good image of themselves. A company's self-image is referred to as its brand and it's either developed organically, i.e., the company does nothing to create it, or strategically.
- Your self-image operates like a control mechanism. When you deviate from your self-image, this mechanism brings you back in line, just as a thermostat brings a room's temperature back to the desired setting. This mechanism was coined Psycho-Cybernetics by Maxwell Maltz in 1960.
- You can change your self-image by consciously imagining the type of person you want to be, i.e., "Imagined Reality", wherein you actually become the image you concentrate on.

LESSON 7 --TRAMPLE THE TERROR BARRIER

This lesson primarily discussed the following:

- Whenever you think of making a dramatic change, anything out of the norm, you are going to run head first into a wall of fear. Because you aren't aware of why you are experiencing this fear, you'll retreat back to your comfortable state (i.e., you hit the Terror Barrier).
- When you courageously face the thing you fear, you automatically experience growth. Do not permit old habits prevent you from performing new acts in an efficient and effective manner.
- The psychological process of experiencing growth is Bondage, Reason, Conflict and Freedom (if you overcome the Terror Barrier).

THINKING INTO RESULTS

LESSON 8 -- THE POWER OF PRAXIS

This lesson primarily discussed the following:

- Praxis is the integration of our beliefs with our behaviors. It describes the mental-physical state you are in which causes you to get the results you are getting. To achieve desired results, your beliefs must be integrated or "BELIEVED" at your subconscious level.
- Napoleon Hill (author of Think and Grow Rich) writes, "No one's 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." In other words, you will never go beyond where you BELIEVE you can go.
- The thoughts that we internalize set up a vibrations, these vibrations cause actions, actions cause reactions. It's the action/reaction that creates the result BELIEF; you've got to believe it can be done.

LESSON 9 -- THE MAGIC WORD

This lesson primarily discussed the following:

- Attitude is the magic word. Attitude is the composite of your thoughts, your feelings, and your actions. All of which are "vibrations". It becomes the foundation of whether you're successful or not. Your attitude is the energy that you send out to the universe; and what you send out is what you'll attract back.
- Most people don't understand or control their attitudes. For those that do, have achieved historical success. The following are a few quotes from such individuals:
 - William James: "The greatest discovery of his generation was that human beings can alter their lives, by altering their attitudes of mind".
 - William Clement Stone: "There is little difference in people, but that little difference makes a big difference. The little difference is attitude. The big difference is whether it is positive or negative".
 - Thomas Jefferson: "Nothing can stop the man with the right mental attitude from achieving his goal. Nothing on earth can help the man with the wrong mental attitude".

LESSON 10 -- THE MOST VALUABLE PERSON

This lesson primarily discussed the following:

- The importance of becoming and being an effective leader. Napoleon Hill stated, "Most great leaders began in the capacity of followers. They became great leaders because they were intelligent followers.
- Albert E.N. Gray, author of the article, "The Common Denominator of Success", makes many excellent points regarding why some people are successful and many more are failures. These points include:
 - Successful people "Formed the habit of *Doing* things that Failures *Don't* like to do." The things failures don't like to do are the things people in general (including successful ones) NATURALLY don't like to do. We all have natural likes, dislikes, preferences and prejudices.
 - Successful people are influenced by the desire for pleasing results. They do things that failures don't like to do because they know their actions will help them accomplish their

THINKING INTO RESULTS

goal. Failures are influenced by the desire to perform pleasing methods. Hence, they do what they like to do and are inclined to be satisfied with such results.

- Successful people surrender to a strong purpose. Hence, they form the habit of doing the things they don't like to do in order to accomplish their purpose. One's purpose must be practical and based on sentiment or emotion, not based on logic.

LESSON 11 -- LEAVING EVERYONE WITH THE IMPRESSION OF INCREASE

This lesson primarily discussed the following:

- Leave Everyone You Encounter With The Impression of Increase. In Wallace D. Wattles' book, *The Science of Getting Rich*, he postulates that the desire for increase is inherent in all nature. It is natural for us to want to expand, to increase our wealth, and to have an abundant life. By giving someone the impression of increase fulfills that person's inherent desire for gain.
- You Get Rich By Doing Things In A Certain Way. In his aforementioned book, Mr. Wattles wrote, "You don't get rich by doing certain things; you get rich by doing things in a certain way. Those who do not do things in this certain way, no matter how hard they work or how able they are, remain poor. (*For purposes of the Thinking Into Results (TIR) program, riches refers to giving and receiving of abundance in all areas of your life*).
- We Become What We Think About. All great leaders have agreed on this truth. It's not our random thoughts that we become, it's those that we internalize or impress upon our subconscious mind (i.e., our heart, as the ancient Greeks would say). The thoughts we internalize are also impressed upon the "Universal Heart". Like our heart, the Universal Heart is only deductive. It does not differentiate between good and bad. It only receives and reacts.

LESSON 12 -- MAGNIFYING THE MIND

This lesson primarily discussed the following:

- The concept of You² -- Wherein we can increase our personal and professional performance exponentially, rather than incrementally. Price Pritchett introduced this concept in his book, "You²: A High Velocity Formula for Multiplying Your Personal Effectiveness in Quantum Leaps". You² implies an explosive jump in our personal performance that puts us far beyond the next logical step.
- Pritchett explains the concept of You² by telling a story about a fly. The fly is determined to escape through a closed window. It tries and tries and tries, but without success. If the fly was open to new ideas, it would realize that it could escape through an open door only seconds away.
- A means for achieving You² is by forming a Mastermind (MM) group. MM groups are simply a group of people who come together to accomplish common goals or are dedicated to helping each other solve problems.