

MAXWELL MALTZ'S
THEATRE
of the **MIND**

MATT FUREY

DIRECTOR'S GUIDE

IMPORTANT

To begin — Please save this guide to your desktop or in another location.

You've got to *want* it.
The person who wants it most is the one who wins.
It's all about *desire*.

How to Use This Director's Guide

Behind every movie is a director. The director is the person who influences the final outcome of the movie — the look, the feel, the sound, and the quality. It's the director who brings all the pieces together.

This guide is designed for you to become the director of your own mental movies. The theatre of your mind is playing movies all day long, and in order to achieve the level of success that you are truly capable of, you've got to actively direct those movies.

Here at Nightingale-Conant, we've discovered a secret to successful learning. In order to truly master something, you need to practice it. It's not enough to just hear and understand — you have to DO it, too.

This Director's Guide is the place for you to practice what you've learned in the audio program. This is a writable PDF, so you can write your thoughts and ideas straight into this document. You can truly use the power of your mind to create the mental movies that will transform your life.

My Shattered Face

By Matt Furey

It happened in the summer of 1982, on a hot, muggy Iowa day. I was having the time of my life. I was happy. I was smiling. I was truly enjoying life.

Yet, unbeknownst to me, I was only a few hours away from having a dramatic and traumatic experience; something that would scar me for life and change my face forever.

Perhaps you can relate.

Along with a group of wrestlers and coaches, I had just returned to the University of Iowa after working a 14-day camp in Lock Haven, Pennsylvania. The following day a new camp would begin. This one would be 28 days long. I was excited to be working it — so excited, in fact, that in the early evening I went for a five-mile run with several of my teammates.

Afterward we sat in the sauna for 20 minutes, showered, and went out for pasta. Then we hit the bar for a few drinks. Back then the legal drinking age in Iowa was 19 — and boy did I feel privileged. I felt on top of the world. After several drinks my good mood was further elevated. No one could touch me. No one could hurt me. I was invincible.

Next thing you know I'm involved in a fight, and the guy I'm fighting doesn't believe in rules. And so, after I pushed him, instead of trying to punch me with his bare fists, he grabbed an empty glass beer pitcher and threw a left hook. I did my best imitation of Muhammad Ali. I leaned backward to avoid the impact, but my agility fell short. The guy stepped through and WHACKED me across the right side of my face.

Glass shattered. Blood sprayed from my head as if it were shot from a fire hose.

I was laid open. The skin from my eyebrow, eyelid, and cheek hung down the side of my face. I lifted my long-sleeved t-shirt to my face, cushioned the dangling skin in my hand, and pressed it against my head to control the bleeding. My eyelid was shredded to ribbons. My cheek, upper lip, and neck were bleeding — and fragments of glass were nestled deep inside my eye and cheek.

I can still hear the horrifying screams of young girls who saw the blood gushing from me. I can still see myself being escorted outdoors.

An ambulance arrived within what seemed like seconds. The paramedics wrapped my head and rushed me to emergency at the University Hospital in Iowa City.

In the E.R. the doctors informed me that my face looked like a “jigsaw puzzle,” that I had glass fragments in my face and eye — and when they took a closer look, one doctor said, “My friend, somebody upstairs must have been looking out for you. You’re lucky you didn’t lose your eye.” Later on I was informed that I was lucky I wasn’t dead.

When I was lying on the table waiting to be stitched back together, a man showed up and called me by name.

I instantly recognized his voice. He was my coach, Dan Gable, an Olympic gold medalist whom many consider to be the greatest U.S. wrestler and coach who ever lived. He was my childhood idol and role model — and now he stood next to me looking at my shattered face.

I was embarrassed and humiliated and could not hold back the shame I felt.

What an idiot I was. I began to cry tears of regret.

As I broke down, Coach Gable looked at me and said, “What’s wrong?”

I was trying to formulate an answer; then the surgeon saved me by saying, “Coach, I think this is a traumatic experience he’s going through.”

“Oh,” Coach Gable said. “I understand.”

That he did. When he was 15, he was in Wisconsin with his mother and father on a fishing trip. His older sister, Diane, was due to arrive the next day. She never made it because the night previous, a man broke into the Gable home, where he raped and murdered her.

The agony from this experience crushed the Gable family. The mother and father didn’t want to live in the home any longer. A horrible crime had taken place there, and the place was haunted to them.

Diane's room was empty, and the pain of knowing this caused turmoil and fighting. Finally, sensing the family wasn't going to survive if the fighting continued, young Dan stepped up and made an announcement.

"I'm moving into Diane's room," he said with his hands on his hips and his elbows flared like Superman.

Dan's move saved the Gable family.

Now this same brave person was standing before me. He was a man now with many championships and champions to his credit. He represented all the qualities I admired in a human being. I wanted to be like him. That was my goal all throughout high school — to be coached by Gable one day. And now, after one season on his team, I faced him with gaping wounds.

Seven hours later, when I was finally able to look at myself in the mirror, I was scarred and swollen. My head itched badly, yet when I tried to relieve it with a scratch, I didn't feel anything. This lack of feeling lasted six months.

After the stitches were removed, I knew I had to put what happened behind me and get busy training. I had a national title to win, and there was no time to sit around wallowing in self-pity. So I poured my heart and soul into training and school and ignored what had happened to me. I NEVER spoke about it. I completely blocked it out of my mind.

A lawsuit was filed on my behalf. I didn't really want anything to do with it at first. I felt guilty about what happened. I knew I had played a part in causing it. But my mother and father pushed forward with it because, as they told me, although I did some inappropriate things, nothing I did equaled the need for someone to split my face open with a glass beer pitcher.

Five years later, when the settlement check was cut, I received a whopping \$16,000.00 — one-third of which went to the lawyer. When the check arrived, I really needed it. I was fresh out of college, had a national collegiate wrestling title under my belt, had opened a business as a personal fitness trainer, and needed to get equipment to train my clients, not to mention money to run ads.

Inside of 30 days the funds from the settlement check were gone.

As fate would have it, though, I enrolled a couple clients who mentored me in business while I trained them. One of them, Jack, told me about a book that would help me improve my business. I discovered that this book, *Psycho-Cybernetics*, written by a plastic surgeon named Maxwell Maltz, M.D., would also help me do more than succeed in business. It would give me happiness and peace of mind by helping me eradicate INTERNAL scars. Not the external ones I had from getting whacked with a beer pitcher.

Instead, it would help me eliminate the ones on the inside, the ones I created without even realizing it.

As I learned that everything in life is a mental picture, and that I could CHANGE THE PICTURE, the memories I had of the past, to anything I wanted, I now wielded what Maltz called a magic scalpel; an instrument I could use to eradicate any painful memory. I would no longer be haunted by painful memories. I would turn them into something useful, helpful, and productive.

For the first time in my life, I learned that we have something in our mind called the self-image, the mental blueprint or PICTURE we have of ourselves.

This mental picture, positive or negative, leads us to what we think about all day long. If we have mental pictures of being happy and successful, we'll attract happiness and success. On the other hand, if we have mental pictures of fear and failure, we'll attract them as well.

When I first began to apply the power of mental pictures to my life, I was amazed at how I got into a state of flow I had rarely experienced before. By recalling previous mental pictures of success, I created more of the same. The idea seemed too good to be true — yet I was living the truth of it day after day.

The phone would ring with business after I spent time in my mental movie theatre, replaying past successes, and then flipping a switch to imagine more of these same successes coming to me.

Twenty-three years after first reading *Psycho-Cybernetics*, my friend and business mentor, Dan Kennedy, author of *No B.S. Business Success*, who had previously purchased the rights to all the Maltz literary works from his estate, selected me as “the man” to whom he would sell the *Psycho-Cybernetics* business.

After the purchase and transfer of intellectual property took place, I began to study the subject of mental picturing in greater and greater depth. With all of Dr. Maltz's collected writings and recordings in my possession and a burning desire to teach my accumulated knowledge of success to those in my coaching programs, new ideas and mental pictures began to launch from my mind like rockets soaring into outer space.

I went from intellectually understanding the idea of everything in life being a mental picture — to living the idea. Each day, for many years, upon arising, I've spent time in the Theatre of My Mind, visualizing previous successes while imagining a bright and glorious future coming my way. And now that I was directly coaching so many people on how to use the power of mental pictures, I felt an obligation to explore deeper, to go further.

Then one morning when I went into my mental movie house, after getting into a relaxed state of mind, I realized something strange. I could NOT visualize my goals. I could not look at past successes. There was an image in my mind that was begging for my attention, and it wouldn't go away. It was a dreadful ghost from the past. It was a memory of me at 19 years of age, getting into that fight in the Iowa City bar.

Twenty-one years after the fight happened, I began to write and talk about the incident. I told people who attended my seminars about it in order to help them rise above their own internal scars. I wanted them to see that despite being “scarred for life,” I was able to turn what happened to me into a positive. Yet each time I told the story, I was unable to do so without crying. There was still incredible pain locked inside my mind about the fracas — pain I had never acknowledged — pain that was begging to be transformed.

And so, on that August morning when I was unable to visualize my goals, I decided to do something I had never done before. I would not just talk about being scarred for life; I would not just write about it. I would go back in time and see everything with my eyes closed. I would relive the event. I would sit on the floor in the bar and watch as the beer pitcher cracked against my skin. I would hang from the lights to get a different view. I would sit on a bar stool for another perspective. I would even go inside the body of the guy who hit me and feel his rage.

At first I was amazed at all the things I could do with my mind. Then, when I saw blood spurting from my head and witnessed how I lifted my shirt to my face, I asked myself, “What are you *feeling* right now?”

This question prompted an avalanche of sadness. With my eyes closed, still reliving the trauma and sobbing uncontrollably, I mouthed the words, “I CAN'T FIGHT BACK.”

For the first time in my young adult life, I was put into a situation where I couldn't do anything else except get medical attention. For a competitive wrestler and athlete, not being able to fight back was utterly humiliating. This reality stung MORE than getting hit. And at that moment, without realizing it, I began to create a series of internal scars. The ones on my face paled in comparison.

In the midst of deep anguish, as I sat on the floor continuing to relive what I believed to be a horrible experience that I thought I deserved, a voice of compassion and love came through the clouds. "Matt, you were 19. You made a mistake. Both of you made mistakes. Forgive yourself. Let it go. Stop carrying this pain around with you. Bless yourself, and bless the man who did this to you."

I began to follow the guidance I was being given. I pictured the man who hit me standing before me with the shattered remains of the pitcher in his hands. I saw and heard him letting out a loud shriek, apparently happy with what he had done. I looked at him and waved my hand at him in the shape of a smile. A big smile. I blessed him with a smile that I painted into the air between us.

Then the voice of guidance said, "Now look at the pitcher he's holding... and turn it into a feather. A feather with ink on it. This feather is writing your ticket through life."

At this point I began to see a flood of mental pictures. I saw how my dedication to train and practice my sport *increased* after the fight. I saw the check I got that started me in business. I saw the client who recommended the book *Psycho-Cybernetics*. Then I saw myself meeting Dan Kennedy and finding out later that he pegged me as "the only person" whom he would consider selling the Maltz business to. Then I saw myself opening boxes and going through all the old Maltz books, files, and recordings.

Then I saw myself speaking before crowds. I saw myself teaching what I learned from Dr. Maltz as well as what I learned from my own experiences in the arena of life. I noted how each of these experiences, all positive, were linked like beads of a rosary or mala, to the very event that I was so ashamed of.

How fascinating.

Then, just before I opened my eyes, I heard the voice again. "Matt, think how many people in the world have been put into a situation where they believed they couldn't fight back. With the power of mental pictures, you will show them how they can. Everything in life is a mental picture. Every goal you have begins as a picture in your mind. And anything you don't like about yourself or your life can be changed by changing your mental pictures."

The program you now hold in your hands will show you what to do to take charge of your life, to get more living out of life. Have no fear about your past or your future. Both are nothing but a collection of mental pictures and movies. Both can bring you to a state of unconditional happiness.

When you have decided to turn a goal into a burning desire, you can use *anything* to strengthen it. There is *nothing* that a burning desire won't consume to make a bigger fire.

Dressing for Success

I know a writer who changes into special clothes before he begins the process of putting words on paper.

He takes off all his “normal” clothes, showers, then, like Clark Kent turning into Superman, he doffs a sparkling set of silk clothes, puts on an exotic hat, circles his desk as if he’s stalking prey — *then* he writes.

Is this really so crazy? Or could it be a key to success?

Shakespeare said, “All the world’s a stage.” What part do you want to play? You can make any choice you like in the theatre of your mind.

Think about it! Before a surgeon performs an operation, he goes into a special room, scrubs his hands and arms for quite a spell, removes all his clothes, and puts on a surgeon’s garb.

When a fire breaks out, firemen put on their protective gear, slide down a pole, get into their trucks, and it’s “off to the rescue.”

Each day, you, too, have an option to suit up. You, too, have a chance to do something similar. No matter who you are or what you do, you can dream big dreams, and then act the part. You can imagine living the great life. You can imagine what you’d be doing for “work” if you were living brilliantly — and then you could dress up and literally *be* that person. Perhaps for an hour a day. Or longer. It’s up to you.

I will say this: If you begin playing and working in this theatre of your mind — not just visualizing it — your life will begin to change. You will begin to know what Clark Kent felt when he changed out of his office clothes — what it’s like to feel superhuman.

This mental form of dressing for success illustrates how important it is to move slowly and deliberately toward your target, making each step excellent and masterful, and not rushing into things.

Most people are literally too busy to succeed. They rush from one thing to another, multitasking and doing nothing well. They don’t realize the power of slowing down and becoming

powerfully deliberate. Like my writer friend who would put on his special mind-framing clothing before sitting down to write.

How can you dress for success? What ritual can you create that will allow you to act the part of the success you want to become? Write your answers in the space below.

Three Keys

There are three main keys to winning in anything.

The first key is clarity of purpose. Knowing what you want; being able to picture what you want up there on the screen in the theatre of your mind; and being able to imagine having what you want so deeply that you feel as if you already have it.

The second key to winning is recognizing that you don't yet have the thing you are imagining. You still have to go out and get it.

The third key to winning is the willingness to cooperate with the forces of nature. By this I mean, you don't simply sit back and expect it to happen. Nor do you work, work, work without sufficient rest or relaxation. You allow nature to dictate the rhythm.

Now it's your turn. Answer the following questions in the spaces below.

What do you really want?

Describe what it would feel like if you already had it. Write with passion and desire!

Take a moment to realize that you don't currently have that which you want. Allow yourself to feel the vacuum and understand that you still have to go get what you want.

How can you balance your actions with the ebb and flow of nature?

The Law of Attracting Smiles

From early childhood, most of us have heard statements like:

“Birds of a feather flock together.”

“When it rains, it pours.”

“Success breeds success.”

“The better it gets, the better it gets.”

“Everything he touches turns to gold.”

“She’s got a green thumb.”

“To he who hath, more will given. To he who hath not, even that will be taken away.”

“I’m lucky.”

“I’m unlucky.”

In addition to the above, we have most likely been told to be careful about what we say out loud, especially when we’re saying something negative. Why? Because the adults in the room fear that speaking about something bad, especially in an aroused emotional state, may cause it to happen.

If you’ve never heard of the Law of Attraction, let me take a quick moment to explain what it means. In simple English, the things you picture in your mind with FEELING, send a vibration into the Universe. This vibration is magnetic, and it pulls people, information, circumstances, experiences, and results toward you while simultaneously pulling you toward them.

Like the Law of Gravity, this Law of Attraction is operating in your life at all times, even if you don’t know about it, even if you don’t believe in it.

What kind of people, information, experiences, and results are attracted to you? Those that most closely resemble the things you picture in your mind, talk to yourself about, and imagine with *deep emotion*.

The emotion part is where most people get confused on this matter. They don’t seem to hear the part where you are advised to put FEELING and EMOTION into your mental pictures, affirmations, or goals. The only thing many people hear is that you picture what you want or that you write your goal on a card and read it every day.

If that is all you ever do, chances are excellent you will not activate the Law of Attraction in your favor. Instead, you'll continue to attract the things in life that are consistent with your self-image — the mental blueprint you have of yourself.

The Most Powerful Attractor of All

The biggest secret of all mental secrets, however, is NOT the Law of Attraction. It's what *part* of YOU is doing the attracting. It's discovering where the biggest magnetic force is — and how to tap into it.

Yes, part of the secret of success is the mental pictures you form. It's also your self-talk, your feelings, and your goals. But there's got to be a larger magnetic source somewhere within you, something that makes everything else work.

The most powerful attractor inside of you is something called your self-image or self-picture. This image is not the same as your typical mental picture. I like to call it your TRUMP CARD because all your other mental pictures, thoughts, feelings, and so on cannot defeat it.

Your self-image is like a Trump Card. Good or bad, all other thoughts buckle before it.

The mental picture you have of yourself is the most important mental picture you have because it defines who you are as a person and what you'll allow yourself to be, do, or have. Your self-image is like a software program that contains a laundry list of everything you believe to be true about the Universe, about yourself, about others, and about what you think is possible.

This is why, above all else, for better or for worse, to thine own self-image you are true. If you see yourself as a success, you'll become one. And you'll repeat success in virtually everything you do. If you tackle something you've never done before, you'll believe you can do it for no other reason than that you have a composite mental picture in your mind that says, "I can do it."

If you see yourself as a failure, even if you go through all the motions of what it takes to succeed, you will continue to fail because deep down you SEE yourself as a failure. And you don't just see yourself this way. You FEEL this way. You believe this feeling is the truth about who you are.

Yet the only reason anyone believes himself or herself to be a failure or a success is because the self-image software playing on the monitor of his or her mind has this belief installed into it. The good news is that this belief can be changed — and along with it, the person's self-image.

Now, let me give you a simple exercise to illustrate how your self-image works. I call this exercise the Law of Attracting Smiles. It's a self-image-changing exercise. Not only will it change YOU, it will also change how other people respond to you on a day-to-day basis.

Exercise — The Law of Attracting Smiles

I learned this exercise many years ago in my study of Taoism, a Chinese system of health and healing that encompasses everything from acupuncture to massage to chi kung, tai chi, and so on. Anyway, what you are going to do is take a look at yourself in the mirror. Don't do anything but look at yourself with your normal facial expression.

Now, without casting any judgment about how you look, simply imagine that you are smiling. Don't even try to smile. Don't move your facial muscles at all. Just imagine that there is a face behind your face, a mental picture, and all you are doing is pretending that the mental face has a big smile on it. See it big, too. And FEEL it. Do your best to imagine the outer edges of your lips curling up to your cheekbones. FEEL it happening inside the face behind your face.

Good.

In addition to this, if it hasn't already happened, turn the outer edges of your lips up, so that you are smiling a bit more than usual. Not a big, jolly smile. Just a small INNER SMILE. A smile that begins from within and radiates outward.

Okay, here's your assignment. For the next 21 days, the proven amount of time it takes to install a new habit and change your self-image, I want you to keep your INNER SMILE going. Do the very best you can to keep it going non-stop.

Each day, as soon as you get up, you look at a 3x5 card that says INNER SMILE on it. You say to yourself, out loud, INNER SMILE. Say this six times. Then make sure you turn your lips up a bit and form a smile.

Again, the smile is mostly INTERNAL. It is not a Cheshire-cat grin with your mouth open and teeth exposed. It's simply a bit of a variation from what you had on your face before you learned this exercise.

During the day, when you look at yourself in the mirror, adjust your Inner Smile accordingly. Remind yourself to keep the smile going.

Now I want you to pay attention to how other people react to you when you go around each day. When you're walking into a store to buy food or clothing, start to pay attention to how often other people quickly glance at you and immediately and unconsciously adjust their lips to match your smile.

No, it won't be every single person you see, but it will be far more people than are looking at you and smiling right now.

Keep this smile going when you're listening to someone talk, when you're driving, when you're sitting on a couch reading, or when you're studying the stock market report on your computer. All day long keep reminding yourself that you are supposed to be using your inner smile.

Keep track of this for 21 days. It might get a bit tiresome or uncomfortable at first; after all, you haven't used these muscles this much before. But by the time you reach 21 days, this Inner Smile will be part of the new YOU. It will be a new habit pattern, and you'll keep it going, whether you realize it or not, for the rest of your life.

How do I know? I know because I first learned the Inner Smile in 1992, and I've been using it ever since. That's a long time for a habit to stick, don't you think?

Sure, I have my moments when I get wrapped up thinking about something else, but even then, this Inner Smile is still part of who I am. Even if I am temporarily upset about something, I get over it far faster than the average person because of the way I use my face.

Smiling is universally acknowledged as the facial expression of happy people. It is also one of the best things you can do for your emotional well-being. Notice how you feel much more relaxed when you smile. Notice how others are more relaxed around you as well. Not only that, begin to notice how easy it is going to be to change other aspects of your self-image and the beliefs contained within it.

Dr. Maxwell Maltz often referred to the self-image as the “face behind your face.” He also called it the “stranger within.”

Well, what did he mean by “the stranger within”?

What he meant was that all of us carry our self-image around with us everywhere we go, yet most people are totally unaware of its presence and how it is running our lives. They are also totally unaware that within every mental picture you form, this “stranger” is there, and he or she is either smiling or frowning at what he or she sees.

For example, imagine for a moment that you are sitting before your favorite dish of food. See it before you on a table. Now as you imagine this favorite food, quickly look at the stranger within this image. Get a feel for the emotional reaction to this food. Is the face smiling or frowning?

Now imagine someone bringing you a dish of food that you absolutely hate. Last time you ate this food you got sick — or wanted to. You don’t like the taste, the smell, or the looks of this food. Take a look at the food sitting before you now. Within the mental picture of this dish is the stranger. What’s the stranger doing with his or her face this time? Smiling or frowning?

Let me make you a promise right now. If you understand what I just described about the stranger within the mental pictures of your favorite or least favorite foods, then you are going to master the Law of Attraction.

Why do I say this? I say it because we form our mental pictures and beliefs based upon our feelings of pleasure and pain (smiles and frowns).

And once we lock our feelings within our beliefs we act them out in such a way that we always move toward what we perceive to be pleasurable and away from that which we think will be painful. Truth is that one person’s pleasure is another’s pain and vice versa. One person’s favorite food is another person’s least favorite. One person’s garbage is another’s treasure. One person’s treasure is something another person wouldn’t accept if you paid him or her.

Yes, we move toward pleasure and away from pain. Or we move toward pain because we get pleasure from it. Or we move away from pleasure because we get pleasure out of being pitied; we get pleasure out of others being angry at us.

You can argue with this all you want, but I assure you this is how your mind works. You feed your mind mental pictures with words and feelings. And each one of these mental pictures has

one of your facial expressions and feelings attached to it.

Dan Gable's ultimate goal as a wrestler was to push himself so hard that he would collapse and have to be carried off the mat. That image gave him immense pleasure. There are very few people who would even think of exercising with the "push to collapse" goal in mind. Many people won't exercise at all because the "face behind their face" frowns upon exercise.

When it comes to making money, many people say they want to be rich, famous, wealthy, and so on — and they appear to be doing all the things that will cause money to come their way. Except one. They do not form a mental picture of themselves FEELING pleasure about having money. Instead, their dominant emotional reaction about having money is painful.

Inside the broke person's self-picture are a number of beliefs about money and the type of people who have a lot of it. Instead of calling these beliefs negative, I'm going to call them frowning, painful beliefs that cause money to beat a path away from their wallet, bank account, and purse.

Here are some examples of frowning beliefs people have about money that keep it from coming into their lives:

I have to work hard to make a lot of money

If I want to double my money, I could, but I'd have to work twice as hard as I am right now, and I can't do that.

Making money is not easy. Money doesn't grow on trees.

If I have a lot of money I won't be a good person; I won't be close to God.

Rich people cannot enter the Kingdom of Heaven.

Rich people are greedy and dishonest, and I'm not like that.

If I work hard to make more money, I won't enjoy my life.

Rich people are unhappy.

Rich people have a ton of problems.

I'm drowning in debt.

I'm buried in debt.

I'm broke.

I'd have more money, but I got ripped off by "x."

If I make more money, I'll just have to pay more taxes and that sucks.

Okay, that's a good enough list. Take a look at each statement of belief. If you agree with any of these beliefs or find them to be like your own, then I know what you're attracting into your life, and it ain't a lot of money.

How do I know this? I know because every single statement listed above is a FROWN about money. And just as you cannot get people to automatically and unconsciously smile at you if you don't have an Inner Smile, you cannot attract money to you if you don't have a smile painted onto the mental picture you have of it.

On the other hand, if you look at any of the beliefs listed above and you're laughing to yourself, silently saying, "That's not true," — then I can also predict where you are headed financially.

The word is UPWARD.

Just as the Inner Smile shows the corners of your lips going upward, if you FEEL an internal smile about the subject of money, then you are attracting it far, far easier than the average person.

Let me give you some examples of beliefs about money that you'll want to form an Inner Smile around:

If I have two dollars on me at all times, I ain't broke.

I'm swimming in money, and it feels great.

No one ever got buried in debt, but I'm trying to see if I can bury myself in money.

Rich people have quick and easy solutions to life's problems.

Rich people are happier than poor people.

I'm enjoying my life now, and as I make more and more money, I'll continue to enjoy it.

Rich people understand that we live in an abundant Universe and we're entitled to take as much as we want.

Rich people are honest with themselves about what they want, so they get it.

Rich people tell others the truth — and sometimes the truth hurts.

Heaven is filled with rich people, starting with Jesus and going all the way back to Solomon, David, Moses, Abraham, and all the other millionaires in the Bible.

When I have a lot of money, I know I'm living right and I feel closer to God. After all, He has blessed me with Divine Substance.

Everyone I know who is rich made his or her money with far greater ease than the people I see breaking their backs to make a living.

I can double my income by working less, not more.

Money grows wherever I plant it.

When I spend money, it immediately comes back to me, often in mysterious ways.

I can get out of debt.

My mailbox is attracting more money than bills.

I see myself as a money magnet.

Money likes me because I'm grateful for having it.

Think of an electric circuit. You cannot see electricity, but if you mistakenly and naively place your finger into a light socket, you will instantly FEEL electricity. The same can be said of the magnetism that must go into our mental pictures, affirmations, and goals. You cannot see the vibration (well, in some instances I think you can), but when you get the FEELING right during a visualization, you begin to experience life differently, and so do those who are around you.

A high-level student of the magnetic power of thought can sense another's vibration through the spoken word, the written word, the giving of gifts, even from a quick glance. There are many healers, especially those trained in the Asian arts, who can sense and remove negative energies from around and inside your body.

How did these energies get there? For the most part, these energies come from your thoughts as well as those of the people you come into contact with.

I cannot repeat too often, everything in life is a mental picture, and you can change who you are and the results you're getting by changing the mental pictures you have playing on the monitor of your mind. Just by changing your mental pictures, you will change how you feel. You will change your emotional state. But if you also know how to increase the frequency in the mental pictures themselves, so much the better.

You can never overdo the feeling that goes into a mental picture — unless of course you're visualizing something that you don't want.

Because the feeling is so important to the success of your visualizations, I teach a variety of methods that increase the positive feeling in the body first. These methods include the posture you assume as well as the way you breathe. With a good posture and deep breathing alone, you can create remarkable changes in how you feel. You can further enhance these positive feelings via the use of sounds.

When I wake up each morning, before getting out of bed, I like to take a few deep breaths, and then quickly repeat the word "YES" to myself out loud, over and over. I follow this with commands like, "Get up, get going, get tough. Today is the BIG DAY. Great things are going to happen to you today."

This type of breathing and self-talk immediately sets a positive vibration for the day. Instead of getting out of bed with dread and despair and a silent “Oh no” rummaging through your mind, if you do as I’m advising, you’ll begin to supercharge yourself for the entire day.

But you’re far from ready for the day. After all, you wouldn’t take a five-second shower and think you’re clean on the outside, would you? Of course not. So figure it out this way, for every minute you spend getting the outside of your body ready for the day, what would happen if you matched it internally.

For example, if you need 30 minutes to shower, shampoo, brush your teeth, shave, style your hair, apply makeup, and whatever else you do to get ready for work, then doesn’t it make sense to use the same time scale for the most important equipment you bring into your day. And that equipment is your mental software, monitor, keyboard, hard drive, and operating system.

Once the feeling in your body is right, any mental picture you place into your mental super computer will take on a whole new power.

Flipping the Switch

You can't run toward your target if you're running away from your fear. Successful living isn't a matter of having a "lack of fear." That's impossible! Successful living is learning the *mastery* of fear.

The thing that all great martial artists must do is recognize when the fear approaches or has already approached. Once you're conscious of a fear, you have the ability to *choose* whether you're going to let the fear dominate and control you — or if you're going to rule and master it.

Champions figure out the latter. They see the fear. They feel the fear. And they proceed anyway. A wise man once said, "Do the thing you fear, and the death of fear is certain." How true.

To master fear and "do the thing," it helps greatly if you understand how to relax, breathe deeply, and flip your mental switch to a new, more positive channel. All of us have the capacity to "flip the switch." When we do so, we don't just change the mental movie that is bothering us, we also change the corresponding feeling that goes with the movie. If we knew the power contained in the theatre of the mind, we'd use it all the time.

Even in the face of pain, we are still in charge. We can rise above the pain. We can choose the direction we want to go.

It doesn't matter whether the pain is physical or financial or in a relationship. If you make a choice to be a winner instead of a whiner, you'll be amazed at how different life will be for you. You'll learn to transcend life experiences at a level others will consider legendary. You'll have the tools that will help you create the life you want.

When you do the thing you fear, you gain power and mastery over your life that cannot be attained sitting on the couch.

All perceptions are optional.

Now it's your turn.

What are your fears?

How can you master the fear and “do the thing”? How can you flip the switch?

Burn the Past. Create your Future.

Take a few moments to think about something you'd like to bring into your life — something you'd like to accomplish within the next few months or within the next year. Write it in the following space.

Now think of something you can give up from the past to make space for it. Write that in the following space.

Write it on a piece of paper and have a little midnight fire ceremony for yourself, and you'll be amazed to see what happens. Because once you've burned your past, you are free to create the future right there in your mind.

Many of the so-called self-improvement experts teach that there is some sort of spiritual magic when you state your future goal in the form of an affirmation, and to do so in the “present, positive, and personal tense.” For example, if you want to be a millionaire, they will tell you to say, “I am a millionaire” — even when it is clear to you and everyone else that you aren't.

Or, if your goal is to weigh 180 pounds and fit into a size 32 pair of Levi's, they would tell you to bring the future to the present and say, “I am 180 pounds, and I fit into a size 32 pair of Levi's.”

I disagree with this bending of the truth.

With this small exception: If your eyes are closed and you are visualizing yourself accomplishing some goal in the future, you can benefit by making everything “personal, present tense, and positive.” After all, you're simply imagining a new reality for yourself. And so, while your eyes are shut and you see the way you want your life to be, you can mentally say to yourself, “I am so grateful to be fit. I am feeling so good in my clothes” — and so on.

Nothing wrong with that. As far as it goes.

But when you open your eyes and go through your day, you are better off with a more powerfully truthful method of thinking. A method of thinking that does not deny reality. Because once you have a burning desire, reality is no longer the enemy. Reality is on your side. I call this more powerful form of truth-telling the “I want to... I will... I am going to... and I can” sequence. Use the pure and bold declaration. It’s so much more energizing than the false and tentative “I am.”

Picture what you want, realize you don’t yet have it — then mentally say, “I want, I want, I want.” Tell the Universe what you want!

Write it out in the following space.

I want to:

I will:

I am going to:

I can:

Then visualize these things in the theatre of your mind. Project everything on the screen in an exciting, moving way, like the best movie you’ve ever been to. That creates a strong emotion around them. Then tell yourself, “I want to” — then get off your couch and make it happen.

And as you act, be prepared to witness some amazing things that help bring the goal into reality. Because when these amazing things happen, you'll understand that, yes, there is a magnetic energy connected to your thoughts, to your "I want to, I will, I am going to" thoughts.

When you say "I want to," pay attention to how you feel. Is the vibration in your mind/body stronger and more positive? I'm betting it is. And if that's the case, your magnetic power of attraction is activated.

Success is an internal switch that you and you alone turn on. The same goes with failure.

Dedicated Living

You can bring more life into your body every moment via deep breathing. And while you're breathing deeply, begin to imagine a new life. Think upon the things you really, really want. And think about them *while* you work in whatever occupation you are in right now.

Once you begin to practice this enthusiasm in your daily work, you will find yourself coming into contact with the people, situations, knowledge, and information that will allow you to jump from a roof, metaphorically speaking, to land in a field of your most deeply desired dreams.

I assure you that the above is true. (Influential people notice people who work with passion. They have a desire to help them to the next level.)

I also assure you that those who go to work without a vision for the future, those who go to work dreading what they are doing, and those who work with no real purpose other than to survive from month to month will never get anything but month-to-month survival. You get what you think about while you are working.

If you don't have a job, get outside and do some work. Mow your lawn. Rake your leaves. Wash your car. Go for a walk. Do it with visible joy and passion, breathing deeply into your dream. And as you do each of these things, ponder upon a better life. Tell yourself you're going to have it. Picture having it. Feel yourself having it. Show yourself a mental movie with as many heart-pounding special effects as the theatre of your mind can hold. And all throughout the day, as you work — even if it is “jobless” working — you will continually remind yourself that you're doing what you are doing so that you will succeed.

This is called dedicated living. You dedicate what you are doing to a higher cause, to a greater desire. And by dedicating every move by every muscle to your goal, you create your goal. You honor it and make it real.

You don't have to wait until your dream comes true, out there in some distant future. You can project your dream onto everything you're doing now. If you will do that, the results will astonish you. You will have learned how to activate your burning desire *right now*.

Focus on Creating

I don't think in terms of problems, large or small. I think in terms of creating results. Even when I identify a so-called "problem," instead of trying to solve it, I ask myself the question, "What do I *want* here?"

The answer to "What do I want?" is independent of the problem. It rises above the problem and gives you a feeling of mastery. Solving a problem doesn't create a positive result. It just eliminates a negative, leaving you back at neutral. You're at square one again. You're looking at a temporary resolution of a problem, which, more often than not, will recur in short order.

Problems come and go like the dawning and setting of the sun. They are here today, gone tomorrow. You can have a lot of them and still choose to focus on what you want to create instead. Because those who focus on solving problems are usually doomed to a never-ending battle with the same problem: Problem solved. Problem returns. Problem solved. Problem returns. And so on. The perfect illustrations of this scenario are weight loss and weight gain. Finances come in a close second. Why not transcend the problems you face by creating what you want instead? Creating what you want will be an exciting project *because* it is independent of the problems and circumstances that inspired it.

Now it's your turn. Identify your five biggest problems and shift the focus to creating.

Problem #1

What do I want to create?

Problem #2

What do I want to create?

Problem #3

What do I want to create?

Problem #4

What do I want to create?

Problem #5

What do I want to create?

Turn Your Life Around in One Minute

If you want to conquer your mind and spirit, start with your body. If you feel you don't have much will power or discipline and cannot get yourself to do what you believe will help you, take my one-minute challenge.

Do not argue with the voice within. Just get up and go. And while you're moving, you'll work out the details. You'll emerge a stronger, more disciplined human being who just got a real taste of freedom.

When you get up in the morning, the first thing you do is put your feet on the floor. But don't get up yet. Just get up to a seated position from bed.

Now, the first thought you think when your feet are on the floor is critical for starting your day. Most people's first thought is, I'm tired. That thought is followed by a whole cluster of world-weary thoughts of dread and fatigue. From now on, you are not going to go there.

You will just get your feet on the floor, and say to yourself, "I feel happy. I feel healthy. I feel terrific," as the great successful entrepreneur W. Clement Stone recommended. Then, after you do that, you'll say, "What's my goal for today?"

You'll be surprised at how quickly this one minute in the morning turns your life around. The first day you can literally be stunned at what a change it makes.

Put your feet on the floor, take a deep breath, and say out loud, "Man, I feel terrific today!" or something as positive as that. Then, you ask yourself out loud, "What's my goal today?"

That only took a minute. Then, you just sit and wait. The inspiration will come to you. You will get an answer.

Remember to infuse this minute with emotional energy. You don't sit there and lazily say, "I wonder if I even have a goal for today," as if you're falling asleep. You say, "What's my *goal* for today?" with huge enthusiasm. That way the question will be driven into your subconscious. Because the key to influencing your subconscious is emotion.

If you ask your question with a lot of emotion, you'll get an answer a lot faster, and a good one. Once you get that answer, then you can visualize achieving that during the day. Then, you can follow up by asking yourself, "Okay, this is my goal for today. How am I going to make this happen? What do I need to do to make this happen?"

Then you'll pull out a notepad and make some quick notes. You'll write the goal at the top of the notepad, and then ask, "Okay, what are my ideas to make this happen?" You'll write them down, and then you'll begin to act immediately on whatever you have there. You'll just follow through with it, and then do same thing before bed at night.

Clean Your Screen

One of the biggest reasons why people have trouble succeeding is simple: They won't let go of their past.

Instead, they watch all the old mental movies of all the negatives. Negatives like:

- Previous failures
- Negative opinions of others
- Their own fears and self-doubts

All of these negatives are like old videotapes of poorly made black-and-white disaster movies. You can remove all these movies from your library by taking them out of the video and DVD player and carrying them to the garbage — never to be seen again. But this is only going to happen when you are willing to do so.

In order to completely rise above the old negative conditioning, though, you must take a second step after you dispose of the old film. You must then *give yourself new instructions*.

These new instructions are no different from the other words you would read on a movie or computer screen — with one major distinction: These words are positive. They are pure and powerful. And they're designed to take you where you want to go in life. They're not designed to keep you stuck in the past.

(By the way, don't give up the past altogether, because there *is* a constructive way to use it, but it's the *positive* past that needs to be recalled, the past that, when focused upon, causes you to want to create more success experiences. That positive past fuels your desire.)

Each night, before I go to bed, I make sure I wipe my mind clean of mistakes, failures, and setbacks. I wipe the slate clean even if I think it doesn't need it. Because I know that forgetting to do so makes for a slate filled with notes that were randomly placed on the theatre screen of your mind.

Don't let anyone put notes up on your screen, yourself included, unless they are leading to the fulfillment of your goal.

Delete from your screen everything negative, especially any thoughts that say you are too old, too fat, or too busy to conquer your body. Those thoughts are simply not true. And once your screen is fresh and clean, you can train your body to give you all the strength and energy you need to realize your burning desire — the best action film ever made.

Success has more to do with de-hypnosis than anything else. De-hypnotizing yourself from false beliefs; de-hypnotizing yourself from the idea that you can't do the things you really want to do; de-hypnotizing yourself out of thoughts about lack, poverty, ill health, and so on while simultaneously allowing visions of a brighter future to come into your theatre — and into your life.

The Compliment Exercise

Think for a moment about the positive things others have told you during your life. In the following space, make a list of the positive things others have told you that you believed. Note how often you succeeded and improved when you believed the positive. Then make note of all the positive things said to you that you rejected out of cynicism, skepticism, fear, or self-doubt.

Then imagine, right now, how much better your life would be if you took these comments seriously, if you stopped dismissing them as nothing more than apple-polishing.

I Have a Dream

Here is the text of Martin Luther King, Jr.'s "I Have a Dream" speech. To see the footnotes for the speech, go here: <http://www.americanrhetoric.com/speeches/mlkihadream.htm>

I am happy to join with you today in what will go down in history as the greatest demonstration for freedom in the history of our nation.

Five score years ago, a great American in whose symbolic shadow we stand today, signed the Emancipation Proclamation. This momentous decree came as a great beacon light of hope to millions of Negro slaves who had been seared in the flames of withering injustice. It came as a joyous daybreak to end the long night of their captivity.

But one hundred years later, the Negro still is not free. One hundred years later, the life of the Negro is still sadly crippled by the manacles of segregation and the chains of discrimination. One hundred years later, the Negro lives on a lonely island of poverty in the midst of a vast ocean of material prosperity. One hundred years later, the Negro is still languished in the corners of American society and finds himself an exile in his own land. And so we've come here today to dramatize a shameful condition.

In a sense we've come to our nation's capital to cash a check. When the architects of our republic wrote the magnificent words of the Constitution and the Declaration of Independence, they were signing a promissory note to which every American was to fall heir. This note was a promise that all men, yes, black men as well as white men, would be guaranteed the "unalienable Rights" of "Life, Liberty and the pursuit of Happiness." It is obvious today that America has defaulted on this promissory note, insofar as her citizens of color are concerned. Instead of honoring this sacred obligation, America has given the Negro people a bad check, a check which has come back marked "insufficient funds."

But we refuse to believe that the bank of justice is bankrupt. We refuse to believe that there are insufficient funds in the great vaults of opportunity of this nation. And so, we've come to cash this check, a check that will give us upon demand the riches of freedom and the security of justice.

We have also come to this hallowed spot to remind America of the fierce urgency of Now. This is no time to engage in the luxury of cooling off or to take the tranquilizing drug of gradualism. Now is the time to make real the promises of democracy. Now is the time to rise from the dark and desolate valley of segregation to the sunlit path of racial justice. Now is the time to lift our

nation from the quicksands of racial injustice to the solid rock of brotherhood. Now is the time to make justice a reality for all of God's children.

It would be fatal for the nation to overlook the urgency of the moment. This sweltering summer of the Negro's legitimate discontent will not pass until there is an invigorating autumn of freedom and equality. Nineteen sixty-three is not an end, but a beginning. And those who hope that the Negro needed to blow off steam and will now be content will have a rude awakening if the nation returns to business as usual. And there will be neither rest nor tranquility in America until the Negro is granted his citizenship rights. The whirlwinds of revolt will continue to shake the foundations of our nation until the bright day of justice emerges.

But there is something that I must say to my people, who stand on the warm threshold which leads into the palace of justice: In the process of gaining our rightful place, we must not be guilty of wrongful deeds. Let us not seek to satisfy our thirst for freedom by drinking from the cup of bitterness and hatred. We must forever conduct our struggle on the high plane of dignity and discipline. We must not allow our creative protest to degenerate into physical violence. Again and again, we must rise to the majestic heights of meeting physical force with soul force.

The marvelous new militancy which has engulfed the Negro community must not lead us to a distrust of all white people, for many of our white brothers, as evidenced by their presence here today, have come to realize that their destiny is tied up with our destiny. And they have come to realize that their freedom is inextricably bound to our freedom.

We cannot walk alone.

And as we walk, we must make the pledge that we shall always march ahead.

We cannot turn back.

There are those who are asking the devotees of civil rights, "When will you be satisfied?" We can never be satisfied as long as the Negro is the victim of the unspeakable horrors of police brutality. We can never be satisfied as long as our bodies, heavy with the fatigue of travel, cannot gain lodging in the motels of the highways and the hotels of the cities. We cannot be satisfied as long as the Negro's basic mobility is from a smaller ghetto to a larger one. We can never be satisfied as long as our children are stripped of their self-hood and robbed of their dignity by signs stating: "For Whites Only." We cannot be satisfied as long as a Negro in Mississippi cannot vote and a Negro in New York believes he has nothing for which to vote. No, no, we are not satisfied, and we will not be satisfied until "justice rolls down like waters,

and righteousness like a mighty stream.”¹

I am not unmindful that some of you have come here out of great trials and tribulations. Some of you have come fresh from narrow jail cells. And some of you have come from areas where your quest — quest for freedom left you battered by the storms of persecution and staggered by the winds of police brutality. You have been the veterans of creative suffering. Continue to work with the faith that unearned suffering is redemptive. Go back to Mississippi, go back to Alabama, go back to South Carolina, go back to Georgia, go back to Louisiana, go back to the slums and ghettos of our northern cities, knowing that somehow this situation can and will be changed.

Let us not wallow in the valley of despair, I say to you today, my friends.

And so even though we face the difficulties of today and tomorrow, I still have a dream. It is a dream deeply rooted in the American dream.

I have a dream that one day this nation will rise up and live out the true meaning of its creed: “We hold these truths to be self-evident, that all men are created equal.”

I have a dream that one day on the red hills of Georgia, the sons of former slaves and the sons of former slave owners will be able to sit down together at the table of brotherhood.

I have a dream that one day even the state of Mississippi, a state sweltering with the heat of injustice, sweltering with the heat of oppression, will be transformed into an oasis of freedom and justice.

I have a dream that my four little children will one day live in a nation where they will not be judged by the color of their skin but by the content of their character.

I have a *dream* today!

I have a dream that one day, down in Alabama, with its vicious racists, with its governor having his lips dripping with the words of “interposition” and “nullification” — one day right there in Alabama little black boys and black girls will be able to join hands with little white boys and white girls as sisters and brothers.

I have a *dream* today!

I have a dream that one day every valley shall be exalted, and every hill and mountain shall be 40

made low, the rough places will be made plain, and the crooked places will be made straight; “and the glory of the Lord shall be revealed and all flesh shall see it together.”²

This is our hope, and this is the faith that I go back to the South with.

With this faith, we will be able to hew out of the mountain of despair a stone of hope. With this faith, we will be able to transform the jangling discords of our nation into a beautiful symphony of brotherhood. With this faith, we will be able to work together, to pray together, to struggle together, to go to jail together, to stand up for freedom together, knowing that we will be free one day.

And this will be the day — this will be the day when all of God’s children will be able to sing with new meaning:

*My country 'tis of thee, sweet land of liberty, of thee I sing.
Land where my fathers died, land of the Pilgrim’s pride,
From every mountainside, let freedom ring!*

And if America is to be a great nation, this must become true.
And so let freedom ring from the prodigious hilltops of New Hampshire.
Let freedom ring from the mighty mountains of New York.
Let freedom ring from the heightening Alleghenies of Pennsylvania.
Let freedom ring from the snow-capped Rockies of Colorado.
Let freedom ring from the curvaceous slopes of California.
But not only that:
Let freedom ring from Stone Mountain of Georgia.
Let freedom ring from Lookout Mountain of Tennessee.
Let freedom ring from every hill and molehill of Mississippi.
From every mountainside, let freedom ring.

And when this happens, and when we allow freedom to ring, when we let it ring from every village and every hamlet, from every state and every city, we will be able to speed up that day when *all* of God’s children, black men and white men, Jews and Gentiles, Protestants and Catholics, will be able to join hands and sing in the words of the old Negro spiritual:

*Free at last! Free at last!
Thank God Almighty, we are free at last!*³

Now it's your turn. Write your own "I Have a Dream" speech in the following space. Change it to fit your current situation — your dream.

The Victory List

In this exercise, write down everything that comes to mind that you've achieved or become, that you're proud of. It will remind your brain of the best experiences of your life. You'll be taking your highly emotionalized experiences and instead of filing them away never to be looked at again, you'll bring them to the forefront of your mental computer. When you do this, and when you take time to recall these experiences on a regular basis, your self-confidence will soar. You'll be elevating your self-image. Motivation will never be a problem again when you're continually reminding yourself of your value.

If you want to have that winning feeling you once had, you've got to see yourself at your best. You've got to relive previous experiences that were positive.

Gratitude is how you stay connected to power. Gratitude is your way of plugging into the source where all good comes from. This is why it's so important to relive your past successes and use them as fuel to launch you into the future. When you recall your previous successes, you FEEL good and you want more of it so you'll create more experiences to feel proud of. But when you disconnect from this source of appreciation, you literally start on a downward spiral. And it doesn't matter what you have on the outside. It doesn't matter what you've accomplished. You'll start feeling like a failure because you've activated your Automatic Failure Mechanism. Yet, when you think of your successes, you activate your Automatic Success Mechanism. This is why it is important to recall previous successes before you set goals for the future. When you recall and relive your victories, you enter the future with passion, power, and confidence. This is why you'll want to start your day this way. Begin with deep breathing. Then go over your successes. Replay them, snapshot by snapshot. Then look at your goals. Do things this way, and you'll feel invincible.

My Victories

The Seed of Benefit

“Every adversity carries the seed of an equivalent or greater benefit.”
—Napoleon Hill

Take everything bad that has ever happened to you, and start looking for the seed of an equivalent or greater benefit in it. Each time you find your benefit, you will experience a strange fact: The theatre of your mind is more real and more powerful than what you call “real life.”

Bad event:

Seed of Benefit:

Bad event:

Seed of Benefit:

Bad event:

Seed of Benefit:

Anger Management

All of us make mistakes. All of us have habitual emotional reactions to circumstances that we've indulged for years without questioning them or even thinking about them. We simply react when something happens. We get angry. Our brain fires a mental image of something from the past that set us off the same way, and our central nervous system responds with anger, bitterness, or frustration.

Sometimes the emotion of anger is what we need to go through in order for positive change to happen. While many people make anger a sin, the reality is that it's a very powerful emotion, and when you channel it and redirect it, it's a major catalyst for transformative change. Therefore, to feel guilty about being angry is not the way to use this emotion for your benefit. It's far better to take note of the fact that you're angry; then do something that will redirect its energy so that you can grow.

The next time something upsets you, give it a try. Get up and take a walk. And while you walk, don't simply fume. Instead, ask questions such as: Is there a different way to think about this? Is there a better way to think about this? Is there a way to think about this situation that will help me rise above it?

If you do this, your mind will go on a search-and-rescue mission. And it will find the missing pieces you need to repair your thinking.

Feeling angry is nothing to be afraid of. Anger is a super-strong emotion. The key is tapping the anger and allowing it to transform into something better, something you want. Your goal.

Breathe

To successfully utilize the Theatre of the Mind, you don't simply start visualizing your past and your future. Not so fast! The very first thing you do is relax and breathe deeply. Remember: You'll always want harmony of body, mind, and spirit. So first, you inhale and fill your lungs — as well as the rest of your body — with the bright light of a new day.

When you inhale, you make space for *more*. You go beyond your lungs. You view your entire body as one gigantic lung, and you inhale all the way to the bottoms of your feet.

Once you've done this, you hold the air for a few moments, and then you do something remarkable. No, you do not simply exhale. After all, you just brought something positive and powerful into your body to nourish you. So you want to hold onto this nourishment as you exhale what you would like to be done with. On the inhale, you've pulled in the splendid rays of heaven. Then, on the exhale, you will discard the dark, negative, cloudy energy from the past. By doing this, you no longer hold on to anything which does not work to your benefit.

As you inhale, you can picture being as brave and mighty as a lion or a Bengal tiger. You can imagine bringing into your lungs the positive qualities of confidence and courage. You can begin to see yourself moving forward in life, doing what you *want* to do. You can practice seeing yourself as a person who smiles while doing it! You can see yourself with an attitude that's so confident that others can feel it from across the room.

Hold on to this emotion.

This is what you want.

But don't keep the energy you had prior to the inhale. Let it go. Dump it out as you hold on to the good energy. As you dump the negative, depressed, sad, gloomy, and hopeless energy out, don't analyze it. (You don't rifle through your trash at home before dumping it.) The same holds true here and now. Simply dump it and delete it from your brain and body. Give your nervous system a welcome rest from the anguish of yesterday.

See your body as a big balloon, a hot-air balloon filled with helium. A balloon that can rise above the ashes, a balloon that can overcome problems — not by “solving” them but by going above them, transcending them, leapfrogging them.

Inhale deeply and fill the balloon... then exhale and let the balloon deflate. Feel all the tension and stress leaving your body and clearing a pathway, creating a vacuum within. Give yourself space to grow. Give yourself a vacuum in your mind.

Inhale deeply and exhale deeply at least six times. You can do more if you'd like, but six times is usually enough time for you to really feel a change taking place in how you feel. It's enough for you to notice your mind clearing out its cobwebs. It's enough for you to notice a positive space being cleared inside of you.

Notice that you didn't have to say or think a single positive affirmation to create this positive feeling! You simply changed the way you breathed and, voila, Eureka! — you now have a glimpse of God breathing life into a God-like being — YOU!

The Vacuum Poster

In this exercise, create a graph, chart, or poster that illustrates your desired goal with open spaces for the new to flow in. This might be a prosperity poster with a picture of yourself in the middle. Then create a series of streams that radiate toward you. At the end of each stream, draw another circle and begin placing ideas on where money will flow to you. From whom? For what?

If you don't know just yet, no problem. After all, you created the vacuum, the place for the idea with the open circle. Start asking for guidance on what you can do to create another income stream, and another, and another, and another.

Or, if your goal is to have a beautiful wardrobe — you might be surprised at how much faster you can attract it if you start giving away all the clothes you no longer wear. No garage sales. No selling it to anyone. You simply give it away. Giving is one of the fastest ways to create a vacuum in your favor.

How else might you create a vacuum for what you want?

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