

PERSONAL TRANSFORMATION IN 7 WEEKS

By:

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UNIT 1: Self Hypnosis (W E E K O N E)

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A note from the Author:

Welcome to “Personal Transformations in 7 Weeks.”

I have conducted my Self Hypnosis seminars for over two decades, and with notable success. But, there was a particular section of respondents who wanted to have readily usable tools to enhance the quality of their lives, without going into the intense technicalities of hypnosis.

Keeping this audience in mind, I decided to prepare this course. Apart from elementary hypnosis, this course will also provide you with some remarkably simple tools to reshape your life.

The key concept behind this course is that, our beliefs mould our lives. If we have encountered failures in a particular venture in the past, we might begin to believe that we could never again succeed in that particular venture. This belief can shackle us from even trying out that venture in the future. Thus, the key to a more satisfying life is to overcome these negative beliefs. But, my experience has shown that merely this knowledge is not enough. This is where hypnosis comes in, which will be used to flush out the negative beliefs from your mind, and fill it with positive, self-fulfilling beliefs.

You are advised to go through the material with a notebook and pen handy, so that you can make notes as you go along. Also, if possible, find a quiet and comfortable place for this purpose. (Preferably with some light music in the background)

In designing this course, I have drawn freely from the texts of numerous authors, and have tried to be as up-to-date as possible. I have acknowledged the source wherever appropriate.

It is important to note that this is not an academic course. Here, there are no passing or failing grades. The purpose of this course is to provide you with the tools you could employ to make your life simpler and more fruitful. So, be open-minded and do the exercises whole-heartedly.

Welcome, once again, and thank you for the trust you have shown in me by making the invaluable investment of your time and money.

Love and good wishes,

Pradeep Aggarwal

Note:

There has been a slight reshuffle in the sequence of units. Unit 6 (Self Hypnosis) has been shifted to Unit 1 so that you approach the other topics with the knowledge of hypnosis.

UNIT 1: Self Hypnosis

Part A

Introduction to Hypnosis

To the average man, 'Hypnosis' is a technique used only for mysterious purposes, by people with strange skills and special powers. Much of our perception and understanding of this science is a result of either wrong information, or absolutely no information. Today, the most common source for knowledge of this subject is stage hypnosis programs on television. One of the most highly rated television programs, their primary purpose is to entertain and thereby make money, and therefore they don't seem to care about the importance of presenting the true nature of this science. Personally, I am not against this medium, but the sad part is that a lot of people refrain from trying out hypnosis because of the fear generated by these programs.

Hypnosis is a highly scientific process to program the subconscious mind to achieve unlimited success in life. Under Hypnosis, the mind and body are deeply relaxed, and the barrier between the conscious and subconscious minds is removed, thereby facilitating a high degree of communication between the two. In such a state, the subconscious mind becomes highly receptive to positive constructive suggestions, thus assisting us in achieving greater success, happiness and satisfaction.

Hypnosis employs the immense powers of the subconscious mind to bring about the desired changes in our lives. The subconscious mind does just what it is told to do, and in the process shapes our character and influences our behavior.

Children are highly susceptible to external suggestions, because their brain functions primarily in the frequency range where the subconscious mind is exposed and unprotected.

As a result, children who are praised properly taught and encouraged to succeed, develop a much better quality of life and self-esteem.

On the other hand, children who are constantly put down told they are stupid or ugly, and criticized for everything they do, develop a poor, unhealthy self-esteem.

A subject, who has often been misunderstood because of the shroud of mystery surrounding it, hypnosis is a science, which can be of immense value to us, in the area of Human potential development. Acknowledged and approved as a legitimate therapeutic tool by the British Medical Association, the American Medical Association, and even the Vatican, hypnosis is widely used in the US, Europe, the former Soviet bloc countries and other developed nations. Practiced by Doctors, Psychiatrists, Dentists, Gynecologists, Social Workers and Business persons in their professional lives, the powers of hypnosis can also be employed by the general public for a number of purposes, from improving their health, to attaining their goals, to overcoming undesirable habits or phobias.

What is the Sub-Conscious Mind?

The human mind (and that of most other animals) is basically divided into two components: the Conscious mind and the Sub-Conscious mind. The conscious mind controls most of our deliberate actions. Those organs of the body, which we can control by the exercise of will, are under the jurisdiction of the conscious mind.

The subconscious mind, on the other hand, controls actions that are beyond our physical control. For example, any action or movement that we perform while asleep is caused by the sub-conscious mind. Dreams are also stirred by the subconscious mind. (That is why dreams are sometimes called the "inner eyes", and are said to be the route to one's inner mind.)

At any moment, “you” represent the sum total of your experiences from the time of your birth until now. If you believe in re-incarnation, that would also include all of the experiences of your past lives.

Irrespective of your belief system, it is these past experiences that represent your present life and all its characteristics. These past experiences are stored in the sub-conscious mind as programming. It is your subconscious mind that has made you what you are today. Your talents and abilities, problems and afflictions are the result of the intuitive guidance of the subconscious. It has been directing you and it will continue to direct you, and often in opposition to your conscious desires.

This is because the subconscious has little or no reasoning power. It simply takes in what is told to it, and uses its immense power to fulfill it.

Is hypnosis natural?

This is perhaps the most important question one encounters when exploring the possibility of using a tool like hypnosis, primarily because of all the mysterious associations we hold about it. It is a scarcely known fact that we have experienced the hypnotic state literally thousands of times in our lives. Consider this situation: You are driving to your office from home. You use the same route as you normally use while driving to work. During the journey, you lose consciousness of your surroundings and are busy in your own thoughts. Suddenly, you realize that you have reached your destination! You were consciously thinking of a host of other things: the people you have to meet today, the calls you have to make, the payments you have to receive or make, and so on. In spite of your mind being preoccupied, you reached office safely. You stopped when the light turned red, you applied the brakes when a pedestrian crossed the road in front of you, and you even took time to look at the hoardings that lined the road.

If your conscious mind was busy with your thoughts, who was driving your car? Through decades of research, psychologists have concluded that this “auto pilot” is nothing but a part of our mind, called the subconscious mind. Let’s now consider, how this is possible.

It is believed that all the experiences we have in our lives (and even in our previous lives!) are registered in our subconscious mind. Driving to office everyday is also one of these experiences. All the knowledge required to drive an automobile is thus already in the mind. As you begin your journey to the office, you soon move into a continuous flow of traffic and are able to maintain a consistent speed. At this point your conscious mind becomes more or less free, as it has no major role to play. It then drifts on to other thoughts. This is the moment when the subconscious takes over. It provides all the information you require to drive the car.

Driving is, however, not the only automatic activity. Other instances of automatic activities may be found while taking a shower, while dining alone, while jogging and so on. In psychological terms, while functioning in the automatic mode, one has drifted into an altered state of consciousness.

Levels of consciousness:

The levels of consciousness range from being fully alert to being deeply asleep. They are mainly distinguished from each other by their brain wave frequency. It is also important to note that there are no rigid boundaries separating them. Instead, the levels blend into each other, as is described below:

<u>Level</u>	<u>State of mind and body</u>
Beta	Full Consciousness (13-25 Cycles per second)
Alpha	Twilight period between being asleep & being awake Hypnosis & Meditation (8-12 Cycles per second)
Theta	Deep hypnosis & Meditation (4-7 Cycles per second)

Delta Full Sleep (0.5-3 Cycles per second)

Beta is the state of total consciousness-the normal state. Alpha and Theta fall into the category of altered states of consciousness.

These are the states when behavior modifications are most likely to take place. Suggestions given in these states go directly into the subconscious mind without any interference from the analytical conscious mind. The subconscious has no power of reasoning and will accept the suggestions as they are, and will act upon them.

So, where does Hypnosis fit in all this?

Hypnosis is one of the most effective tools to induce an altered state of consciousness. Suggestions can also be effective under normal consciousness (Beta level) but research has shown that they are over a hundred times more helpful under an altered state.

What are the other benefits of Hypnosis?

Almost 80% of physical and psychological problems are stress related. And, since relaxation forms the core of all hypnotic procedures, it enables us to exclude anxiety and tension from our normal thought cycles.

How does hypnosis compare with meditation & yoga?

All these processes involve physical relaxation and a narrowing of consciousness. In the case of Hypnosis, it is task or goal oriented, as we are mentally working on something (our desired goal). In meditation and yoga, on the other hand, consciousness is free-floating and it may lead to a greater sense of expanded awareness. Many mediators use hypnosis and one can slip from one state to another quite easily.

UNIT 1: Self Hypnosis

Part B

Hypnosis: Myth & Reality

Hollywood hype would have us believe that a hypnotist can control and direct our actions, and that we can be made to do all sorts of unimaginable things under hypnosis. Following is a list of some of these common myths, which must be clarified before we proceed further.

The hypnotist can make you do things against your will.

Absolutely False. The hypnotist has no powers over you at all, and cannot make you do things against your will. All Hypnosis is really self-directed and self-controlled. The hypnotist merely guides you into a hypnotic state, and feeds your mind with carefully worded suggestions. If you feel uncomfortable with these suggestions, you may reject them at will. Hypnosis is essentially a matter of cooperation between the hypnotist and his subject, not some form of power the hypnotist possesses which will compel the subject to submit to his or her will.

Once under Hypnosis, one can't come out of the state on his own.

If you are under hypnosis and the hypnotist suddenly left the room, two things may happen. You will either realize that the hypnotist is no longer talking to you, and will open your eyes, feeling fresh and alert. Or, you may drift into natural sleep, in which case you will wake up after a few minutes (or hours). So, the subject can come out of the trance on his own.

Only weak-minded people can be hypnotized.

False. Hypnosis has nothing to do with will power. People often confuse hypnotizability with gullibility. There is no connection between the two. On the contrary, the more intelligent a person is, the easier it is for him to be hypnotized. To be hypnotized, one needs the abilities of concentration, imagination and vivid visualization.

Under hypnosis, the subject is totally unconscious.

At all times during the course of a hypnotic session, you will be able to hear and to think. You are aware of what is going on around you. Although your body is very relaxed, your mind is actually more alert than usual. Many people are worried by stage hypnosis and the fact that the subjects, many of whom do ridiculous things during the session, seem to have no knowledge of anything around them. The unfortunate part of such an activity is that it often frightens away those people who could really benefit from hypnotherapy, but are afraid of losing control.

Under hypnosis, one can be made to reveal his secrets.

As mentioned above, under hypnosis, the subject is fully alert, in fact more alert than usual. The hypnotist can only guide the subject to remember forgotten memories. Whether the subject will reveal them to the hypnotist is entirely at his own discretion.

Hypnosis is dangerous.

Untrue. It is quite the opposite. Hypnosis is a safe and natural process. One fact that most people are unaware of is that we undergo Hypnosis several times in our daily lives. For example, while driving along a highway, very often, people suddenly discover that they have lost consciousness for several minutes. This is actually an example of momentary hypnotism.

However, someone with epilepsy should never be hypnotized.

One needs special powers to be hypnotized.

Any average person with the willingness and patience to learn, can master the skills of hypnosis. Like other skills such as playing the piano, or learning a foreign language, some people are “naturals”, and become accomplished with little training while others can increase their abilities through regular practice. A good, confident voice is an advantage, but not a must. Of course, children lacking an understanding and appreciation for the subject (usually below the age of 5) may not respond to hypnosis in the desired way.

The user might become dependent on hypnosis.

You cannot become dependent upon hypnosis because it has no physical effects on the body. However, many people look forward to their daily hypnosis exercises because they become totally relaxed and awaken refreshed.

UNIT 1: Self Hypnosis

Part C

A Typical Hypnotic Session

A Hypnotic session basically has three components:

Induction:

An induction involves the generation of the hypnotic trance in the subject. Through the process of relaxation, the body's metabolism and the brain wave activity levels are brought down. This is the ideal state to be in for accepting suggestions.

This is a very important part in the process because unless the mind and body relax, the conscious mind will continue to filter the suggestions into the subconscious due to its analytical nature.

Programming:

This is the part in which the actual benefit occurs. As mentioned above, the induction prepares the mind for programming by eliminating the block between the conscious and subconscious minds. The communication, thus established, allows the mind to be fed with positive programming in the form of affirmations or imagery.

Awakening:

After the subject has been fed with the desired programming, he or she is guided out of the trance, usually by counting up from one to three or five.

Methods of inducing Hypnosis

There are a number of ways of inducing hypnosis in a subject, the most common being body relaxation & imaginative relaxation (through imagery). A lot of hypnotist use a combination of many different techniques. One such induction is given below. It is important to note that whichever technique is used, it must bring about the following results:

- ◆ Relaxation of body and mind
- ◆ Narrowed focus of attention
- ◆ Reduced awareness of the external environment and everyday concerns.
- ◆ A day-dreaming like trance state

The script that follows has been divided into two parts: Induction & Awakening. Guide yourself through the induction, and follow it with the programming (given in the later units). Finally guide yourself out of the session using the Awakening. If, however, you wish to use it purely for the purpose of relaxation, you may use it without any affirmations.

If you wish, you may ask a friend (with a good voice) to guide you through any hypnosis session (using the scripts given in this course), or even record it in your own voice, and practice with it.

Induction:

“Close your eyes, roll your eyeballs upwards and take three deep breaths, and begin to relax. Just focus on relaxing every muscle in your body from the top of your head to the tips of your toes. Just begin to relax. And begin to notice how very comfortable your body is beginning to feel. You are supported so you can just let go and relax. Now, for a moment notice your slow, calm, deep

breathing. Inhale and exhale. Inhale and exhale. And, every time you exhale, you become even more relaxed and at ease.

To deepen your relaxation, count backwards from twenty to one, each time visualizing the number if desired.

Twenty	Nineteen . . .	Eighteen . . .	Seventeen . .
Sixteen	Fifteen	Fourteen . . .	Thirteen . . .
Twelve	Eleven	Ten	Nine
Eight	Seven	Six	Five
Four	Three	Two	One”

[Insert programming if desired]

Awakening:

“Now, I am going to count from 1 to 3, and at the count of 3 you will open your eyes, feeling, light, refreshed, revitalized, energetic, wonderful, happy and cheerful, feeling better than before. Now, 1, coming out slowly. 2, yes, coming out now. 3, Open your eyes feeling light refreshed and revitalized, happy and cheerful, feeling much better than before.”

Guidelines for formulating Suggestions & Programming:

Hypnotists use several mechanisms to program a subject’s mind. Following is a list of some of them: (These techniques are to be incorporated in the programming)

Affirmations:

In the relaxed state that hypnosis produces, the subconscious mind becomes very receptive to positive suggestions, which may be included in the programming in the form of carefully worded affirmations. Studies indicate that while the body and mind relax, a decrease in the brain wave activity opens direct pathway to the powerful subconscious mind, allowing faster and more effective method of subconscious programming through latent suggestions, without any interference by the analytical conscious mind.

While formulating affirmations, keep the following points in mind:

- ◆ The affirmations should be simple, direct and concise.
- ◆ They should be believable - something the subject is ready to believe.
- ◆ They may be repeated for reinforcement.
- ◆ Be positive. (For example, say “You will be punctual.”, rather than saying “You will not be late.”)
- ◆ Speak in the present tense. (“You’re improving your memory everyday.” is much better than “You will see the improvement in your memory.”)

Visualization:

During the program, you may also visualize yourself already having achieved your desired goal. Visualization is not ideal wishing or day dreaming. It is a practical method to discover and receive all you want from life. Visualization trains your mind to focus on what you truly want, and helps in

marshaling all your available resources, which may be used for the accomplishment of your objective.

Trigger Words:

You may also use trigger words for post hypnotic conditioned response. During the hypnotic session, you can provide your subconscious mind, certain words, which will be your conditioned response key to produce a particular behavior. In other words, whenever you wish to behave in a particular way (for instance, concentrate on something you wish to read), all you will have to do is close your eyes and say those words to yourself.

UNIT 1: Self Hypnosis

Part D

Preparing the ground

Hypnotists constantly hear a subject contend that he or she “was not under hypnosis because...”

To eliminate some of these rather irritating “because’s”, let us discuss some questions in order to clarify the experience.

Will I Lose Consciousness?

No matter how deep you go under hypnosis you will never lose consciousness. People who have ever awakened during the night to go to the bathroom and claimed the next morning that they did not remember doing it have (a) passed from sleep to hypnosis and (b) had themselves a slight case of amnesia without ever taking notice of it.

Hypnosis is actually a facsimile of a natural sleep, but somewhat different because under hypnosis, you may actually witness your own “sleep”. Subjects have been known to remark that “I heard myself snoring.”

So do not expect to lose consciousness, to go out of this world, or to experience some extraordinary bit of sensorial or emotional, bizarre condition.

The common perception of losing consciousness is largely perpetuated by Stage Hypnosis programs (nowadays a rage on television). But consider this: When the stage hypnotist suggests to his subject that “He is out in the Tropics, where it is 100 degrees and ...”, the subject, who everyone believes to be “asleep”, begins to perspire and proceeds to take off his coat. He must have “heard” the suggestion and, therefore was not asleep. He was hypnotized, but not asleep.

I repeat: Hypnosis is a state of consciousness in which the conscious mind is somehow bypassed and which elicits a facsimile of natural sleep, but the conscious mind still remains as a witness to the whole affair. So, do not expect to be asleep, when and as you go under hypnosis. Expect to be in a state of total relaxation, reproducing most of the outer aspects of natural sleep; but you will not be asleep.

Why did my mind keep wandering?

In hypnosis, your mind most likely will be wandering because it is natural for the mind to wander, such wandering being merely the sub-vocal association of ideas, which is commonly called Thinking. So, if you find that your mind does wander during your exercises, just let it wander.

Maybe I was trying too hard?

The answer to that question has already been given a couple of thousand years ago: “Who amongst you, can increase his stature one inch by his will?”

No amount of willing, of trying, of striving, of helping yourself toward obtaining the goal of each exercise will ever help you one iota. In fact, the more you try, the less you will succeed. The only “trying” that is expected of you is to try and keep your exercises regular.

If you want to demonstrate to yourself the futility of trying to will an effect, if you want to settle the question for yourself once and for all, the following “pencil experiment” will do it for you.

Hold a pencil between your right thumb and index finger. Hold the pencil tight, and now repeat to yourself, mentally: “I want to drop this pencil.”

You could repeat that affirmation till doomsday and still be unable to drop that pencil. In order to drop it, you must first change your thought to “I am dropping this pencil.”

UNIT 1: Self Hypnosis

Part E

Conditioning yourself for Self Hypnosis

Before we actually begin our journey, we will spend the first week for conditioning ourselves for the process of hypnosis. For this I have devised a set of four exercises, which are to be practiced in this week.

Body Postures

Two positions are herein described and illustrated for your daily practicing of the conditioning exercises, and later on for your regular hypnosis sessions. They are the body positions in which you will get the best results, because they minimize the level of external stimuli.

These exercises should be preferably be practiced in a quiet room, under subdued light, in order to eliminate the possibilities of disturbances.

All tight pieces of clothing and other hindrances to the free relaxation of the body (glasses, belt, girdle, tie, wristwatch, etc.) should be loosened or put aside.

Lying down on the bed

A couple of days of practice is sufficient for you to decide which position is suitable for you. If you choose the lying down position, lie on your back, with legs slightly parted and relaxed, so that the feet form an open 'V'. A light support under the back of your knees, such as folded a bed sheet or a pillow, will help obtain the maximum relaxation of the legs.

Heels should not touch. You can discover the most comfortable position of the head and shoulders by trying various methods of supporting them.

The arms must be stretched out alongside the body, loose and relaxed. The fingers parted and preferably should not touch the body.

Sitting down

The exercises could just as easily be done in a sitting position, on the sole condition of noting some physiological and anatomical factors.

Choose a chair with a reclining back or a straight-back chair, according to your personal preference.

The back of the reclining chair should be high enough to support the head as it rests comfortably on it. The hands and the fingers should be placed on the arms of the chair; or better still, hung loosely from the sides of the chair. You may even place your arms on your lap if you please.

The legs should be approximately parallel while the thighs make a slight angle. The feet will be placed squarely on the floor, and the edge of the chair must not apply undue pressure on the thighs or back of the knees.

The ordinary sitting chair is often the type of seat used because it permits one to practice at any time of the day and in any place.

In short, use the position in which you would be comfortable to take a nap.

You hold the key

This course will help you to acquire self hypnosis and all its ensuing benefits if you follow the recommendations given.

There is no amount of reading or re-reading you may do that will dispense you in any way from actually doing the prescribed exercises - and passing them.

In order to acquire anything, and especially a new psychological facility, the right price must be paid.

The price in this case is the conscientious and regular practicing of the conditioning exercises, for the next 5 days. One way of overcoming the inertia is setting aside a regular time (about 20-40 minutes) for the next 5 days, in which to do these exercises. Under normal conditions, you should attain a reasonable degree of self hypnosis within this time. (Some people may wish to continue their conditioning exercises for a couple of more weeks, because the better one is conditioned for the process, the better results he or she can expect.

Your Schedule

Following is a description of 4 conditioning exercises. Practice each of them for the next 5 days.

Purpose

The purpose of these exercises is to train your body to obey your thoughts. For instance, if you think the line "My hands are very heavy," your hands should indeed feel heavy. This is the basis of all hypnotic procedures, and is thus very important to be mastered at this stage.

Terminating each exercise

Each exercise in this part will be terminated by repeating three times the sentence: "Everything is normal." After each such termination of one exercise, you should walk around for about one minute. Then you are ready for the next exercise. This method of terminating the exercises has these aims:

1. Eliminate the residual effects of the previous exercise.
2. Assure yourself that, when you repeat the exercise, you are not benefiting from the momentum of the previous exercise.

EXERCISE ONE

Aim:

The immediate relaxation of the arms and neighboring muscles by using five repetitions of the sentence: "Both my arms are heavy as lead."

Method:

Mechanical repetition of the five different sentences, ten times each - with eyes closed - and of one terminal sentence: "Everything is normal."

The five sentences to be repeated are:

1. My right arm is heavy.
2. My right arm is very heavy.
3. My left arm is heavy.
4. My left arm is very heavy.
5. Both my arms are heavy as lead.

(If you find yourself preoccupied with the detail of counting the number of times you have counted the sentences, use the following strategy:

One - My right arm is heavy.

Two - My right arm is heavy.

Three - My right arm is heavy.

- - - and so on, upto ten, after which you continue to the next sentence, proceeding in the same way.)

While you repeat these sentences, you passively keep thinking about your arms, from the tips of your fingers to the shoulders. You could imagine the muscles to be your employees who take orders from your thoughts.

Procedure:

1. Set yourself in the body position of your choice.
2. Take 3 regular calm slow breaths.
3. Close your eyes.
4. Mentally repeat each of the 5 sentences ten times.
5. Mentally repeat the terminating sentence three times.
6. Get up, stretch yourself, and walk around to free yourself from the effects of the exercise.
7. Repeat steps one and two.
8. Mentally repeat the sentence: "Both my arms are heavy as lead." five times.

Repeat this procedure until you can feel the total and immediate relaxation and heaviness in the arms by repeating the above sentence five times. Under normal circumstances, it should take 3-4 repetitions.

EXERCISE TWO

Aim:

The immediate relaxation of the legs and neighboring muscles by using five repetitions of the sentence: "Both my legs are heavy as lead."

Method:

Mechanical repetition of the five different sentences, ten times each - with eyes closed - and of one terminal sentence: "Everything is normal."

The five sentences to be repeated are:

1. My right leg is heavy.
2. My right leg is very heavy.
3. My left leg is heavy.
4. My left leg is very heavy.
5. Both my legs are heavy as lead.

While you repeat these sentences, you passively keep thinking about your legs, from the tips of your toes upto the thighs. You could imagine the muscles to be your employees who take orders from your thoughts. They can only do two things: Either be taut and tense, or loose and limp.

Procedure:

1. Set yourself in the body position of your choice.
2. Take 3 regular calm slow breaths.
3. Close your eyes.
4. Mentally repeat each of the 5 sentences ten times.
5. Mentally repeat the terminating sentence three times.
6. Get up, stretch yourself, and walk around to free your self from the effects of the exercise.
7. Repeat steps one and two.
8. Mentally repeat the sentence: "Both my legs are heavy as lead." 5 times.

Repeat this procedure until you can feel the total and immediate relaxation and heaviness in the legs by repeating the above sentence five times. Under normal circumstances, it should take 3-4 repetitions.

EXERCISE THREE

Aim:

The immediate and automatic closure of the eyes by using five repetitions of the sentence: "My eyes are closed tight."

Method:

Mechanical repetition of the five different sentences, ten times each - with eyes closed - and of one terminal sentence: "Everything is normal."

The five sentences to be repeated are:

1. My eyelids are heavy.
2. My eyelids are very heavy.
3. My eyelids are heavy as lead.
4. My eyes are closing.
5. My eyes are closed tightly.

While you repeat these sentences, you passively keep thinking about your eyes, getting more and more heavy with each repetition of the above sentences. You may imagine two tiny magnets, of opposite polarity, glued to the lower and upper lids of each eye pulling each other.

Procedure:

1. Set yourself in the body position of your choice.
2. Take 3 regular calm slow breaths.
3. Close your eyes.
4. Mentally repeat each of the 5 sentences ten times.
5. Mentally repeat the terminating sentence three times.
6. Get up, stretch yourself, and walk around to free yourself from the effects of the exercise.
7. Repeat steps one and two.
8. Mentally repeat the sentence: "My eyes are closed tight." 5 times.

Repeat this procedure until you can feel the automatic and immediate closure of your eyes by repeating the above sentence five times. Under normal circumstances, it should take 3-4 repetitions.

EXERCISE FOUR

Aim:

A state of light hypnosis by using five repetitions of the sentence: "My whole body is heavier with each breath."

Method:

Mechanical repetition of the four different sentences, ten times each - with eyes closed - and of one terminal sentence: "Everything is normal."

The four sentences to be repeated are:

1. Both my legs are heavy as lead.
2. Both my legs are heavy as lead.
3. My eyes are closed tightly.
4. My whole body is heavier with each breath.

While you repeat these sentences, you passively keep thinking about your arms, legs and eyes, getting more and more heavy with each repetition of the above sentences.

Procedure:

1. Set yourself in the body position of your choice.
2. Take 3 regular calm slow breaths.
3. Close your eyes.
4. Mentally repeat each of the 4 sentences ten times.
5. Mentally repeat the terminating sentence three times.
6. Get up, stretch yourself, and walk around to free yourself from the effects of the exercise.
7. Repeat steps one and two.
8. Mentally repeat the sentence: "My whole body is heavier with each breath." five times.

Repeat this procedure until you can feel the total and immediate relaxation and heaviness in the arms and legs, and automatic closure of your eyes, by repeating the above sentence five times. Under normal circumstances, it should take 3-4 repetitions.

***** END OF UNIT 1 *****

***** UNIT 2 TO FOLLOW *****

UNIT 2: Emotions
Part A
The Five Childhood Tests of Self Confidence

This week, we are going to deal with our emotions and on how to develop our self-image and self-confidence. My interaction with various kinds of people in the course of my career, has made me come to rather sad conclusion: Everybody among us have a problem of lack of self-confidence. People come to the Institute where I work with a variety of symptoms: Some of these people are depressed, some have phobias, some can't sleep and some have marriages that have failed. But despite the differences in their problems, it often turns out that they have a basic lack of self acceptance. When my colleagues and I can help them gain a more realistic and positive self-view, many of their problems just seem to take care of themselves.

We've all have had feelings of inferiority or inadequacy at some point in our lives. Why is this the case? I believe the origins of self doubt lie in childhood and adolescence, when we venture away from our parents and begin to associate with our peers. When I conduct my seminars, I am always touched by the emotion people feel about early childhood experiences of rejection, even ones that occurred 50 years ago. Those early failures can make an indelible impression on us, and thus the key to independent living is coming to terms with our childhood. Since our culture assigns worth to adolescence in unfair ways, we've got to recognize that some of our early failures may have been misleading. Some of us begin to dislike aspects of ourselves very early on, as the result of humiliating failures at several tests. There are five tests that society commonly uses for judging individuals. They are:

1. The Attractiveness test
2. The Intelligence test
3. The Status test
4. The Popularity test
5. The Production test

In this unit, we're going to examine all these tests. You might want to read the following with a note-book to jot down your thoughts as you go on.

The Attractiveness Test

Without question the most highly valued personal attribute (at least nowadays) in our culture is physical attractiveness. Children don't have to be too old to discover whether they are good looking or not, and it can make an enormous difference in how they view themselves. Some studies show that if you are beautiful as a child, you get more attention and better treatment, not only from children, but also from teachers. This happens as early as nursery schools.

As adults, we need to look back at some of our earliest experiences with our bodies. We probably jump to negative conclusions much too soon before we realize how little our looks have to do with who we are. Even now, many of us continue to have a great deal of confusion about our body, and thus about ourselves. For one thing, we don't have a clear idea as to how our bodies look like. And this problem seems to be getting worse.

In 1985, the magazine "Psychology Today" surveyed 30,000 people about their body image. The study was designed by psychologist Thomas Kash. He made some interesting comparisons with a similar study taken 13 years earlier by the same magazine. This is what he found: In 1972, 15% of the men and 25% of the women were dissatisfied with their overall appearance. But in 1985, 34% of the men, and 38% of the women didn't like their looks. Most of the dissatisfaction seemed to center upon weight. 41% of the men wanted to weigh less, and a startling 55% of the women thought they were over-weight. While 20% of the respondents didn't like the way their faces looked, fully 50% of the men and 57% of the women were dissatisfied with their mid-torsos. Despite the fact that we are in an age of obsessive shaping up, and trying to look good, we are becoming more and more dissatisfied with ourselves. Perhaps the most important

finding by Dr. Kash was this: There is little connection between how attractive people are, and how attractive they feel they are, particularly among women. A woman who seems quite unattractive can be quite content with her body, while another who is highly attractive can be so obsessed with every little flaw in her appearance that she feels ugly.

To help overcome this major obstacle to self-confidence, the rule is this: Determine to integrate your body and your spirit. Such integration requires five steps:

1.Keep your flaws in perspective. If we have obvious physical flaws, there are two things, we are ought to do. The first is to figure out whether there is something we can do to fix the problem, and the second is to act on those findings. If exercise would help, then by all means you should exercise. If corrective surgery is reason able, then you might consider having that done. But be cautioned that surgery may not provide the solution you are looking for. Plastic surgeons have been telling us for a long time that when people are obsessed with their noses and get them fixed, it usually does little to enhance their self-images. They simply move on to an obsession with another part of their anatomy that they wish were different.

On the other hand, you might find out that there are no corrective steps possible. For example, if you think you are too short, then there is no exercise (past a certain age, that is) that can make you taller. Once you come to terms with this you can simply put the matter out of your mind, and focus on more important things.

Fill in the following chart, regarding your experiences with the attractiveness test:

(Use your journal, if necessary)

Apparent flaw in appearance	What can you do to overcome it?	Is this really all that important, or have you just magnified the effect?
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

2.Avoid needless comparisons. Part of our difficulty with body image is our tendency to compare. We are constantly comparing ourselves with those being admired or those being criticized. This habit of comparing ourselves with is others exceedingly dangerous, especially if we compare ourselves with the youthful examples of perfection found on the TV screen. But if you are walking through a crowd of people, it can be rather startling to realize how few people look at all like those who appear on television commercials. Instead, you're struck by how normal they look. As Abraham Lincoln used to say, "God must have liked average people, because he sure made a lot of us."

3.Cultivate your senses. Our bodies are indeed ourselves. And the imperfections with which we are born are inconsequential compared to the good things our bodies can do for us. We have a great deal of control over our body. We can decide, for instance, how well we pay attention to the constant sensations coming into us. And the better we pay attention, the better we are going to feel about our body. Victor Frankl, now a renowned psychologist, was one of those trapped in a Nazi concentration camp during World War 2. He attributes his ability (and those of numerous others) to survive despite the horrifying conditions to the fact that he didn't let the situations overwhelm him. He strove to find meaning in his suffering. He chose his emotion. Although he didn't have control over what was going on around him, he had full control over what went on inside him. While others perished under the circumstance, he used it as a path for spirituality. Thus, we need to be open to all the good that may be coming through our senses.

4. Use your body to give love. We feel better about ourselves the more we give ourselves away. And that principle applies to our bodies as much to the rest of us. When you share yourself with somebody through loving contact, they'll usually respond in kind. While you are affirming the worth of their body and spirit, they are doing the same for you. Much of the information people gather about themselves has to do with the physical contact they receive from others. Young children form a perception of themselves, in part, by the way their bodies are handled by those who care for them. When you were a baby, your mother and father show the way they felt about who you are and the body you own, by the ways they touched you. Their feelings were also imparted by the way they reacted when your body was cut or bruised. The affirmation of worth that's found in physical contact is so important for a child's self concept. Later in life, a lot of data about ourselves comes from our mates.

There are few experiences in life that leave you feeling so good about who you are, as the joy of physical connection with the one you love. At some level, when we touch one another, we say, "You are lovable. You are valid." This communication may also be made through loving words, or a warm embrace.

5. Keep your body finely tuned. Since physical health is a major contributor to our general happiness, it makes sense to treat our bodies well. Although we cannot say whether physical fitness leads to confidence or vice versa, people with good self images tend to eat better, and exercise more than those with low self confidence. An astonishing number of us almost abuse our bodies with almost a self-destructive bent. We eat so poorly and exercise so rarely that our bodies react with all sorts of pain and general lassitude. We can't feel very positive about ourselves with all that going on. Despite the fitness boom, a recent study by a government health agency showed that 80-90% of us don't get enough exercise. But keeping your body fit enough to make you feel good doesn't require much effort, either. Kaneth Cooper, the doctor who coined the word Aerobics, says that walking 3 miles in 45 minutes, 5 days a week is all the aerobic conditioning anybody needs. Various studies show that such a simple but regular exercising routine is good for blood sugar control, the immune system, the circulatory system, breaking down blood clots, losing weight, gaining muscle, reducing stress, & alleviating depression. Beyond the physical benefits, a smoothly functioning body will also improve the way you feel about yourself.

The Intelligence Test

Although this test can be useful to a certain extent, the negative effects of failing at this test can be tremendous. In most countries, the major part of educational funds is spent, either on gifted students - students with high IQ's, or on students with low IQ's - who are mentally handicapped but trainable. Between these two extremes are students with mid-range IQ's, students who are often called "Average." These children are made fun of by their peers and are often overlooked by their teachers. As a result, they hold an image of themselves as stupid, and this image can last long beyond their school years. The problem with IQ tests is that they are not completely accurate. They don't take into account certain factors that may be holding the student back from better performance. The factors which could lead to poor test performance include slow motor co-ordination, a lack of fluency in the language of instruction, and a restrictive family atmosphere. This is often the case with students who have recently moved in from a different city or country, or those with a history of family abuse. These students aren't stupid, they're just disadvantaged. But most people don't take their background into consideration before passing judgment. In order to come to terms with failures at the Intelligence test, you need to realize that this test doesn't necessarily tell the whole story. It does not present a comprehensive picture of who you are as an individual. According to Howard Cardner, a Harvard University psychologist, Intelligence tests focus mainly on your Verbal and Mathematical abilities. Cardner feels that represents only a portion of our intelligence. It doesn't take into account the so called our Right-Brain abilities (Music, Art, etc.), our co-ordination, our spatial perception, our physical senses, our inter-personal skills, or our ability to understand ourselves, our dreams, fears and frustrations. And, all these are important factors in our overall potential. You may not be good at Math, for instance, but you may have an aptitude for design or negotiating, or sales, or one of thousands of other careers. Rest assured that your future can never depend on the result of one test. Life presents many tests and we can't excel at everyone. That's what makes it interesting.

The Status Test

When you were growing up, if your parents had a bigger house than others, and if you had more money than others, your self esteem was elevated. If your parents were prominent in the community, and all your teachers knew they were important people, you had clout. If on the other hand, you had a parent who was known for some scandal, or if your parents were poor, it was hard to hold your head high.

But, we were misguided if we let our parents' social status cause us to feel either superior working so hard, but that was a fatal assumption, because she really preferred him home watching television, or simply sitting on the couch with her. He eventually got divorced. It was a hard lesson, but finally this man began to value himself as a person rather than as a worker.

In her book, cardiologist Ray Rosemen mentions ten signs indicating whether a person is a workaholic or a "Type A Person," as she put it: (Place a tick in the box, on the right, if you feel you fall in any of these categories)

1. He usually feels vaguely guilty when he is not doing anything for several hours or several days. []
2. Vacations are difficult. []
3. He is always in a hurry. []
4. He talks, eats, walks rapidly, and is constantly looking at his watch, and worrying about being late. []
5. He finds him dropping in on a conversation saying how late he worked last night, or how early he arrived at office this morning. []
6. Upon meeting another driven person, he feels compelled to compete. No one arouses the aggression or hostility of one Type A person than another Type A person. []
7. His frenzied long houred day has caused him symptoms of stress, such as headaches and constant fatigue. []
8. He quantifies everything, and finds himself evaluating not only his own but also the activities of others in terms of hours worked or money earned. []
9. He attempts to schedule more and more in less and less time and is unable to say 'No' to people who need his services. This chronic sense of urgency and indispensability is one of the core components of the driven person. []
10. He is no longer able to appreciate interesting or lovely objects, and he is separated from the aesthetic and spiritual things that once gave him pleasure. []

If you have workaholic tendencies, your relationships may suffer because you always put projects above people. Typical workaholics have few friends beyond their spouses. People who are addicted to work, are really not as effective as they like to think. Many studies show that such people do more but accomplish less. They give the appearance of doing a lot of work, but in the long run, they often don't accomplish as much as the slow but steady worker.

High achievers are committed to results whereas the workaholic is simply committed to activity. Driven workers usually seem to flatten out on their careers. Dr. Charles Garfield says that one can almost predict the professional trajectory of the driven person. They rise quickly on the basis of their initial effort, and then they level off when all their time is spent managing the details of their careers instead of delegating

these details to people they trust. Workaholics can never meet their own standards. No matter how much they accomplish, it's never enough.

These people are caught in a tragic bind. They can never feel a value when they are relaxing, and they can never do enough work to supply their need for confidence.

Here are 7 guidelines for curing workaholic tendencies:

1. Engage in some honest reappraisal of your work patterns. According to Rosemen, 4 out of 5 Type A people will either deny they are in that category or downplay the amount of driven behavior they display. You might want to ask your family or close friends for their opinion on your work habits. This will have a two fold benefit. First, it will give you a more objective view of yourself. And second, you'll get some indication as to whether your obsessive behavior is sabotaging your relationships.

2. Examine your ethical and spiritual priorities. Are you working at such a frenzy because the job is actually that important to you, or has it simply become a way of living - a habitual compulsion. By looking beyond your job, you may be able to find some activities that are more satisfying and enriching. When you truly experience the great works of art, music, spirituality, philosophy, history and science, you can retrieve your deeper self.

3. Spend some time outdoors. I find that nature has a calming effect on people. Too many urban people go for days without taking note of the whether, the color of the trees, the movement of the stars. I believe, we were all made to be outdoors part of everyday.

4. Become deliberate in the way you control your schedule. For example, if your work till 9 every evening, that's your choice. But, you may have forgotten why you work that late each day. See if your schedule can be modified so that you can come home at 5 three nights a week. Plan some events, such as going out for a movie, or visiting a museum, something that will enrich you and get you off the driven track.

5. Take time for people who are important. Psychologist Paul Turney wrote something very interesting in one his books: "When we open the gospel, we see that Christ, whose responsibilities were far greater than ours, seemed to be in much less of a hurry. Jesus had plenty of time. He had time to speak to a foreign woman he met at a well, time to spend holidays with his disciples, time to admire lilies or sunsets, time to wash his disciples feet, and time to answer their naive questions without impatience." We're all given the same amount of time in a day, and it's vital to devote some of this time to the people in our lives.

6. Make time for play. By play, I am not referring to the philosophy of "Work Hard, Play Hard." This is the typical attitude of a competitive driven person. Rather, I mean time to play with your child, or your dog, time to become like a little child, time to enjoy life as it is.

7. Devote yourself to regular spiritual disciplines. The people who are happy with the way life is going on, invariably turn out to be ones who regularly have a daily appointment with their spirits through regular prayers, meditations, etc.

The driven, obsessive worker needs to shift the basic criteria for self value, away from doing and having towards being. When that foundation is established for our worth, we begin to display a balance between work, play and love. There is a simple mindset that can help you avoid the traps of the production test. You need to realize that you have worth simply by existing. This might sound like an invitation to laziness, but when you feel valuable and loved by virtue of who you are, rather than what you do, the added self-confidence makes you want to accomplish even more.

Conclusion

The above discussion should help you reevaluate your self-worth in a new light. Try to reflect on the areas in which you were criticised, and try to clear your mind of these hang ups. It is important to make your mind free of all these negative thoughts from the past. To help you accomplish this I have described a few exercises later in this unit.

UNIT 2: Emotions

Part B

State Management

For several decades, now, researchers all over the world have asserted that what goes on in the mind affects the body. Negative thoughts and a negative attitude leads to us feeling low, our heads fall, our shoulders sag, and our breathing becomes shallow. In fact, it has been conclusively proved that negative moods trigger a whole chain of physio-biological reactions, which are designed to make us feel this way. On the other hand, positive thoughts and positive attitudes make us feel good, our heads face up, we tend to look up, stand taller, breathe deeper and fuller.

So, you see the body is directly affected by our mental state. But, consider this: Recent research reveals that our body also has the capability of affecting our mind. The way you carry yourself, the way you walk, the way you talk, and the way you project your physical self, to a fairly large extent, affects your attitude and mind. If you are always standing tall, chest out, breathing deeply, chances are that you are projecting a positive outlook. On the other hand, if your shoulders are dropped, and you have slumped back, you're probably passing through a rather dull phase.

An interesting, and potentially very powerful corollary of this is that we have control over our emotions through our bodily actions and postures. Hence, if we want to feel good or positive, all we have to do is change our body posture. Though it may vary slightly from person to person, the overall ingredients (of the key to a positive frame of mind) are more or less the same. Head high, shoulders back and broad, deep breathing, chest out, and of course the all important smile. As Anthony Robbins put it, "Motion creates Emotion." The way we move changes the way we think, feel and behave. From the smallest movement of a facial muscle to a rigorous workout, all affect our emotions.

Even the simple action of smiling can make enormous difference in your state. Extensive research in this area proves that the act of smiling sets off a biological reaction that has effects in all parts of our body. It stimulates the heart and the lungs. It increases the flow of blood and oxygen to the brain. The body's excretory organs function more smoothly, clearing the body of harmful toxins. Imagine such a simple act having such far-reaching consequences. In fact, many doctors are of the opinion, that fifteen minutes of light laughter, on a daily basis, can increase your life-span by about 5-10 years!

The point is that nothing happens by chance. We've all been created in a very scientific manner. Every gesture, every movement in the body has some purpose. Some cause us to feel miserable, doubt our abilities, and curse our luck. Others cause us to feel good, optimistic and positive about life. We've got to choose the ones we desire.

The Power of Questions

Another way of affecting your emotional state is by changing your focus. This can be achieved very easily through asking questions. In fact, this is something we all do, all the time. We are constantly asking questions to ourselves. However, it's the type of question that makes the difference. You may constantly ask yourself questions like, "Why do I always get late?", or "Why does it always happen to me?" or "How can I feel so horrible?", and chances are that you will indeed feel horrible. The trouble with these questions is that they focus your mind and attention on what's not good. We all have good and bad happening around us. But we can choose which among these do we pay attention to. If we pay attention to all our failures, all our embarrassments, we can't help but feel down, rejected and disappointed. And this is what the above questions do.

On the other hand, concentrate on a question like, "What's great about this?", and your mind will immediately give you the answer. It will dig into all the details of the circumstance that faces you, and provide you with something that is truly great, something that can make you feel truly great.

Asking the right questions can also help you solve minor day-to-day problems. When faced with a problem or an irritation, instead of dwelling upon questions like, "Why is life so unfair?" or "Why don't my plans ever work out?", ask yourself the following questions:

1. What's great about this problem?
2. What is not perfect yet?
3. What am I willing to do to make it the way I want it?
4. What am I no longer willing to do to make it the way I want it?
5. How can I enjoy the process while I do what is necessary to make it the way I want it?

Use these questions and you'll immediately change your outlook towards the problem you were facing.

UNIT 2: Emotions
Part C
Exercises

EXERCISE ONE

Aim

Help you begin the day on positive emotions.

Procedure

For the next 5 days, each morning ask yourself the following questions:

1. What am I happy about life right now?
2. What am I excited about in my life right now?
3. What am I proud of in my life right now?
4. What am I grateful for in my life right now?
5. Whom do I love? Who loves me?

The purpose of the above exercise is to provide you with a stock of positive and empowering emotions each day, as you get up. You may hang this list in the bathroom mirror or somewhere else. Just do this for the next 5 days, and you'll get addicted to this daily ritual. Though it sounds fairly simple, it can do wonders to increase your motivation and confidence, as you get ready to take on a new day.

EXERCISE TWO

Aim

Your aim in this exercise is to identify the deep hurts from the past that you are still holding on to and release them so that you can be free. Do this exercise daily for the next 5 days. If you do this exercise wholeheartedly, you are likely to feel lighter and emotionally open. Spend some time with this feeling before you move on.

Procedure

Allow fifteen to thirty minutes to do this exercise. You may put on some quiet music in the background (something you could do for most of the exercises in this course). Do this once a day for the next five days. Either:

1. Guide yourself through the exercise.
2. Record it and then use the recorded cassette.
3. Ask a friend with a good voice to record it.
4. Write to the institute for a copy of a similar tape. (In the meantime, use one of the above three options.) Remember to mention the unit and exercise number.

The "Overcoming the Past" programming

"Set yourself in the body position of your choice. Close your eyes, roll your eyeballs upwards and take three deep breaths, and begin to relax. Just focus on relaxing every muscle in your body from the top of

your head to the tips of your toes. Just begin to relax. And begin to notice how very comfortable your body is beginning to feel. You are supported so you can just let go and relax. Now, for a moment notice your slow, calm, deep breathing. Inhale and exhale. Inhale and exhale. And, every time you exhale, you become even more relaxed and at ease.

To deepen your relaxation, count backwards from twenty to one, each time visualizing the number if desired.

Twenty	Nineteen . . .	Eighteen . . .	Seventeen . .
Sixteen	Fifteen	Fourteen . . .	Thirteen . . .
Twelve	Eleven	Ten	Nine
Eight	Seven	Six	Five
Four	Three	Two	One”

[Pause for a moment]

Now, imagine a tunnel that represents your life. Experience this as a safe and healing tunnel. Experience yourself as a courageous person and truly ready to let go and be free of your past. Notice that the tunnel starts from the present time and goes all the way back to when you were born. Imagine the tunnel in your mind.

In your imagination start walking backwards in time, into this tunnel. In your past are there any people, toward whom you hold resentment, anger, bitterness, or guilt? In your mind’s eye, identify the people, deceased or alive, if there are any.

If there is more than one person, start with one and picture him or her in the healing tunnel with you. Gently begin to relate and communicate your thoughts and feelings to this person. Tell him or her why you felt hurt. Share as fully and honestly as you can. Close your eyes and begin your communication. Let it last as long as necessary to achieve a thorough understanding.

Now listen as this person communicates back to you. Allow yourself to fully listen and hear the truth. Take a deep breath and for a few moments consider both truths, his or hers, as well as yours. Close your eyes and listen carefully to the other person.

Gently begin to let go of the burden of your resentment toward this person. Feel your inner strength and courage. Take a deep breath and, in whatever way feels good to you, release this emotional energy. As you release any bitterness or anger you are holding, notice how freeing it is and how light it makes you feel. Close your eyes and experience the release.

Repeat this process for each person from your past, toward whom you harbor unresolved negative feelings.

[Allow appropriate time]

“Now, I am going to count from 1 to 3, and at the count of 3 you will open your eyes, feeling, light, refreshed, revitalized, energetic, wonderful, happy and cheerful, feeling better than before. Now, 1, coming out slowly. 2, yes, coming out now. 3, Open your eyes feeling light refreshed and revitalized, happy and cheerful, feeling much better than before.”

EXERCISE THREE

Aim

This self hypnosis exercise is designed to increase confidence and motivation.

Procedure

Allow fifteen to thirty minutes to do this exercise. You may put on some quite music in the background (something you could do for most of the exercises in this course). Do this once a day for the next five days. Either:

1. Guide yourself through the exercise.
2. Record it and then use the recorded cassette.
3. Ask a friend with a good voice to record it.
4. Write to the institute for a copy of a similar tape. (In the meantime, use one of the above three options.) Remember to mention the unit and exercise number.

The “Self Confidence” Programming

“Set yourself in the body position of your choice. Close your eyes, roll your eyeballs upwards and take three deep breaths, and begin to relax. Just focus on relaxing every muscle in your body from the top of your head to the tips of your toes. Just begin to relax. And begin to notice how very comfortable your body is beginning to feel. You are supported so you can just let go and relax. Now, for a moment notice your slow, calm, deep breathing. Inhale and exhale. Inhale and exhale. And, every time you exhale, you become even more relaxed and at ease.

To deepen your relaxation, count backwards from twenty to one, each time visualizing the number if desired.

Twenty	Nineteen . . .	Eighteen . . .	Seventeen . .
Sixteen	Fifteen	Fourteen . . .	Thirteen . . .
Twelve	Eleven	Ten	Nine
Eight	Seven	Six	Five
Four	Three	Two	One”

[Pause for a moment]

“Once again notice your slow and regular breathing. Inhale and exhale. Now in your mind’s eye, I want to visualize your objective as already achieved. See yourself bubbling with confidence. Choose the setting you like. Choose the people you want to have around you. Make this real. Use all your senses. Do this now in your mind’s eye as I remain silent for a while.”

[Pause for 1 minute]

“Now, I will provide you with some very powerful suggestions, which will be accepted by your subconscious mind and acted upon. At this relaxed level, your subconscious is open and receptive to positive suggestions. So relax and allow these words to flow into your subconscious mind. They will stay there and work from there for you. (Each repeated 2 times)

You think of yourself only in the most positive terms.

You have great self confidence.

You like yourself.

You feel good about yourself and your abilities.

You are an incredible being with unlimited potential.

You are a winner.

You are a good and talented person.

Your self confidence grows stronger each and everyday.

You can accomplish anything you set your mind to.

You have high self esteem.

You have a positive self image.

You use mind reprogramming techniques daily.

These powerful affirmations have been communicated to every level of your body and mind. You are open to these communications, which you will accept and act upon. They are powerful and they help you enhance your energy and enthusiasm to unimaginable levels.”

[Pause for a moment]

“Now, I am going to count from 1 to 3, and at the count of 3 you will open your eyes, feeling, light, refreshed, revitalized, energetic, wonderful, happy and cheerful, feeling better than before. Now, 1, coming out slowly. 2, yes, coming out now. 3, Open your eyes feeling light refreshed and revitalized, happy and cheerful, feeling much better than before.”

***** END OF UNIT 2 *****

***** UNIT 3 TO FOLLOW *****

Unit 3: Health & Healing

Part A

The Mind/Body Connection

“Over the last century, as modern medicine has advanced, so has our understanding of the role that the mind plays in making us sick or making us well. The mind/body connection, also known as Cyberphysiology, is the final frontier in our understanding of human anatomy. The amazing powers of your mind can help you stay healthy, ease pain, heighten energy and restore wellness.”

A renowned psychologist once pointed out, “We don’t have a mind. We are a mind.” On the surface, while this may sound a stupid statement, it has had far-reaching implications on developments in medical science. All our present experiences, including the condition of our physical health is determined by what goes on in the mind. Positive, optimistic thoughts strengthen and heal us, while negative thoughts can wear us down and make us ill. Slowly, but gradually, physicians are beginning to appreciate the role of the mind in the cause and remedy of illness. Our mental health, so to say, is found to be directly linked to our physical health. The way we think, the kind of moral, spiritual and religious factors that exist in our lives play a major role in our health.

This awareness is, however, not new. Roughly a century ago, doctors, especially in Europe, had begun to understand the role of mental and emotional circumstances in the treatment of disease. It was found that the causes of one person’s illness were rarely the same as the causes of another person’s illness. So, the doctors had to treat each patient on an individual basis. But, there was one down-side to this approach. Doctors were unable to benefit from past experiences in the treatment of any particular ailment. So, this led to a tendency among them to standardize treatments, and classify ailments. This approach, of course, didn’t take into account the individual circumstances of each patient while treating him or her. So, slowly the role of the mind was sidelined.

But, times are changing and there is a silent revolution raging at the frontiers of medical science. And, this change is aptly reflected in the following incident: Recently, in Norway, a couple was charged with willful negligence that caused the death of their 4 year old son. While the child was suffering from internal bleeding for over three days, his parents refused to take him to a medical doctor. Though the ailment was curable under medical supervision, the couple opted instead for prayer, as a way to heal their child. (Their faith prohibited the use of surgery on humans, which would have been necessary to cure the child.) The child finally died, and a case of willful negligence was registered against the couple. Now, it turned out that though the father was absolutely convinced about the power of prayer to heal his child, the mother had doubts. The jury convicted the mother and acquitted the father.

What this case shows is that the mind-body connection is being appreciated and accepted (albeit slowly) by the general public. By acquitting the father, the jury acknowledged the power of prayer to heal somebody, and the acceptability of renouncing conventional therapy for “alternative” sources of healing.

And, while this was an unfortunate case, in which the patient died, numerous cases of miraculous recoveries have been reported from all over the world. Such cases were, only recently, overlooked as nothing but a glorified sham. But, slowly, they are being accepted as genuine, and extensive study is being conducted to gain a better insight.

The Significance

In a classic study in the field of cyber-physiology, American psychologist, Dr. George Solomon, discovered that people who are genetically predisposed to arthritis but are emotionally healthy prevent the disease from happening.

Dr. Solomon focussed his attention on a blood factor present in most rheumatoid arthritis sufferers. (The “rheumatoid factor” is the auto-antibody in a person’s blood system which causes the crippling disease.)

He faced a rather interesting question: Why do some people remain perfectly healthy despite the presence of this menacing auto-antibody in their blood? The answer, says Dr. Solomon, lie in their psychological profile. Physically healthy relatives of arthritis sufferers who tested positive for the rheumatoid factor were, without exception, emotionally healthy.

“We assume from this that if you have the rheumatoid factor in your blood but stay in good condition psychologically, you won’t get arthritis,” Dr. Solomon says. “On the other hand, if you’re genetically predisposed with the disease and endure long periods of anxiety and/or depression or suffer some major emotional upset, you are at a high risk for arthritis.”

With over 5% of the general population carrying the dreaded rheumatoid factor, these words of Dr. Solomon need to be carefully studied and analysed, because while this is true in the case of arthritis, the same theory is very well applicable in other diseases.

So, what does one do?

There’s no straight forward answer. The best way to ensure a good health, or to ensure satisfying recovery from a disease is to maintain a positive outlook, something that can be accomplished through self hypnosis. This, of course, does not mean that you just give up the medical therapy prescribed by your physician. What I am trying to say is that medical therapy alone may not be very fruitful, if the psychological side of a disease is not looked after. In fact, medical therapy and hypno-therapy often work excellently in conjunction with one another.

Also, try to lighten yourself up of the burden of the past. Previous experiences of resentment, anger, jealousy, and bitterness often block the release of healing forces from within. The human body has an incredible disease fighting mechanism. Pre-historic man didn’t have cardiologists and ICU’s at his disposal to keep himself fit. And, it would be wrong to say that he didn’t face health problems. It was just that his psychological profile was a lot less complicated than ours, which enabled him to exploit his self-healing forces with great efficiency.

Test your Positive Thinking

To find out how positive you are, answer the following questions as honestly as you can, using this scoring system:

- 5: Always or Almost always
- 4: Usually
- 3: Sometimes
- 2: Rarely
- 1: Never

Put your score in the block on the right.

1. When something unexpected forces you to change your plans, are you quick to spot a hidden advantage in this new situation? []
2. Do you like most of the people you meet? []
3. When you think about next year, do you tend to think you’ll be better off than you are now? []
4. Do you often stop to admire things of beauty? []
5. When someone finds fault with you or something you’ve done, can you tell the difference between useful criticism and “sour grapes” which is better off ignored? []
6. Do you praise your spouse/best friend/lover more often than you criticise him or her? []
7. Do you believe the human race will survive well into the twenty-first century? []

- | | |
|----------------------------------------------------------------------------------------------------------------------------------|-----|
| 8. Are you surprised when a friend lets you down? | [] |
| 9. Do you think you're happy? | [] |
| 10. Do you feel comfortable making yourself the target of your own jokes? | [] |
| 11. Do you believe that, overall, your state of mind has had a positive effect on your physical health? | [] |
| 12. If you made a list of your 10 favourite people, would you be on it? | [] |
| 13. When you think back over the past few months, do you tend to remember your little success before your setbacks and failures? | [] |
| Total | [] |

Scoring

If the sum of all the scores is:

Above 55: Consider yourself a superstar - someone whose optimism is a powerful healing force.

50 to 55: Excellent. You're a genuine positive thinker.

45 to 50: Good. You're a positive thinker, sometimes.

40 to 45: Fair. Your positive side and your negative side are about evenly matched.

Below 40: Do you see any consistent negative patterns? Where could you improve?

If you scored below 50, you may practice the positive thinking exercise later in this unit.

Unit 3: Health & Healing

Part B

The Art of Breathing: Your First Key to Unlimited Energy

Yes, breathing is an art, and it is a very scientific art. The act of breathing is much more than inhaling and exhaling air. It triggers off a whole chain of physio-biological reactions, spanning each of the billions of cells that make up our bodies. Extra oxygen in the blood stream stimulates the excretory system, thereby clearing the body of harmful toxins. Extra oxygen in the brain provides additional energy and vitality. Deep meditative breathing is a kind of reminder to the body that all is fine and in control.

Breathing has always been a part of our wellness arsenal, but somehow as one grows older, breathing becomes less and less scientific. It becomes shallow, and we begin to breathe in the chest, rather than the stomach.

So, what is the correct way of breathing?

Have you ever seen a baby breathe? In and out, deep and even, slow, easy and calm. If you look closely, you'll see that it isn't the chest that is rising and falling, rather it is the stomach. To put it more precisely, it is the diaphragm, the muscle between the chest and the abdominal cavity, which moves.

Now, compare this with your own style of breathing. Chances are that you'll find that it differs. If you're like most people, your upper chest expands as you inhale and contracts as you exhale. Over the years, you've learned to hold your stomach in.

The trouble is that this has become something normal in most people's lives. Over the years, life in a crowded city, with chronic pollution problems and a lack of fresh air can result in the gradual shift from abdominal breathing (also called Belly Breathing) to chest breathing.

This shift in breathing pattern, however, isn't a natural feature of growing older. Many experts are of the opinion that this is simply a bad habit. They also believe that by breaking the habit, and returning to a style of breathing like that of an infant, we can help rid ourselves of chronic complaints headaches and fatigue. Moreover, by adopting a proper breathing technique, we may be able to ward off stress, lower our blood pressure, strengthen our hearts and much more.

"The way we breathe can have a profound effect on the way we feel," says psychologist Phil Nuernberger, author of 'Freedom From Stress.' "Many stress related ailments, whether physical, mental or emotional, may be caused by improper breathing, and fortunately, they can be easily reversed by adopting scientific breathing mechanisms."

Apart from the health benefits, deep breathing also results in a much better feeling of well-being. It encourages creativity, stimulates memory, and calms emotional extremities.

How breathing helps us keep fit

Our body is only as healthy as the cells that constitute it. And, the health of these cells depends largely on the efficiency of the mechanisms to cleanse them of toxins. In the human body, the cells are kept free of these poisonous toxins by the lymph system. This system, comprises a whitish liquid called Lymph, which surrounds every cell in the body. It neutralizes the dead cells and other malignant material in the cells and carries it to the excretory organs. The lymph system is so important in maintaining the health of our cells that if we shut it down for just 12 hours, we would die of intoxication.

Now, unlike the blood system which has a pump: the heart, the lymph system has no pump of its own. Deep breathing is the only way to activate it. In fact, research shows that proper breathing can make the lymph system over fifteen times more efficient.

To verify the importance of breathing, several studies have been conducted on the subject. An important one was headed by American scientist and doctor Harry Goldberg. In this experiment, he took a few rats and divided them in two groups. These rats belonged to a special species, which were known to be free of

malignancy. One group of rats were kept in bell jars which had a constant and regular supply of oxygen . The other group had an erratic supply of oxygen, which was completely shut off at periodic intervals. Just four weeks into the experiment, all the rats in the bell-jar with erratic air supply developed malignancy. This experiment was particularly interesting because this species of rats was thought to be immune to malignancy, as it threw new light on the role of oxygen in making cells malignant or cancerous.

Practicing Belly Breathing

Find a comfortable place to sit down. Make sure you are wearing thin and comfortable clothing. Now, place your right arm on your stomach, and breathe in the following manner.

1. Breathe in through the nose, counting two.
2. Hold, counting upto four.
3. Breathe out through the mouth, counting three.

As you breathe in, feel your stomach fill up with air and expand outwards, and as you breathe out, feel your stomach deflate.

Do this ten times, three times a day for the next 5 days.

Unit 3: Health & Healing

Part C

Eating Water Rich Foods: Your Second Key to Unlimited Energy

The second most important principle for unleashing your energy store-house is maintaining a water rich diet. In this era of fast food and junk food, we are very rapidly forgetting the importance of water as an integral part of our daily nutritional needs. In fact, by not taking in enough water, we are literally starving our body of its most important constituent: Water. 80% of the human body is nothing but water.

Nutritional experts are generally of the opinion that 70-80% of the foods we eat should be rich in water content; foods which have their natural supply of water retained in them, not something that has been artificially processed or prepared. There are broadly three categories of such foods:

1. Fruits, or their juices (freshly squeezed)
2. Vegetables
3. Sprouts

Now, let's do a little exercise. In the space provided below, list all the foods you ate or drank in the last 24 hours. Write down everything that passed your mouth, along with the quantity. Next, tick the boxes to the right of the ones which are rich in natural water. (Remember, that tea, coffee, or alcoholic drinks do not fall in the category of water rich foods.)

Food intake in the last 24 hours (along with qty.)	Water Rich?	Food intake in the last 24 hours (along with qty.)	Water Rich?
_____	[]	_____	[]
_____	[]	_____	[]
_____	[]	_____	[]
_____	[]	_____	[]
_____	[]	_____	[]
_____	[]	_____	[]
_____	[]	_____	[]

Now, make a rough estimate of the percentage of water rich foods in your diet. Ideally, it should be around 70-80%. And, anything below 30-40% is suicidal.

Percentage of Water Rich Foods: _____ %

Its important to understand that water is the universal cleanser, without which we just cannot do. Dr. Alexander Brice, in his book, "Laws of Life and Health" wrote:

"When too little fluid is supplied to the body, the blood maintains a higher specific gravity and the poisonous waste products of tissue or cell change are only cast off very imperfectly. The body is, therefore, poisoned by its own excretions, and its not too much to say that the chief reason of this is because a sufficient amount of fluid has not been supplied to carry off, in solution, the waste matter that cells manufacture."

Basically, what is happening in our bodies is that every second, billions of cells are destroyed and new ones take their place. The waste generated from the disposal of these dead cells have to be carried to the excretory organs (like the kidneys or skin) in solution of a fluid, and if water is not provided to the body in sufficient quantities, this waste will literally clog the circulatory system. This is the ideal condition for diseases and other forms of irritants to occur.

Once again, quoting Dr. Brice from his book:

“There is no fluid known to man, which can dissolve as many solid substances as water, which is indeed the best solvent in existence. If, therefore, the sufficient quantities of water are supplied to the body, the whole process of nutrition is stimulated, because the paralysing effect of toxic waste products is removed by their excretion. If, on the contrary, the toxic materials are allowed to accumulate in the body, all sorts of diseases will arise.”

Further illustrating the importance of keeping the body free of its wastes, is the following experiment, conducted by Dr. Lexus Carol of the Rockefeller Institute. In his experiment, Dr. Carol took some living chicken tissue (whose life span is normally 11 years), and kept the cells free of their toxins. The tissue was kept alive for an amazing 34 years! And, finally, it didn't die, but Dr. Carol terminated the experiment, concluding that it was possible for cells to live indefinitely if they are kept free of their toxins.

A 70% Water Rich Diet

Even while you follow your normal diet, make the following changes to enhance the proportion of water rich foods in it:

1. Drink a glass of freshly squeezed juice every morning.
2. Eat salad with every meal.
3. Eat fruits instead of snacks.

These minor alterations in your diet can go a long way to improve the quality of your life, and as a result, you'll feel much better and enjoy all the extra energy that you get out of this.

Unit 3: Health & Healing
Part D
Exercises

EXERCISE ONE

Aim

To stimulate your body's waste disposal and cleansing systems, and to enhance your energy levels.

Procedure

For each of the next 5 days:

1. Do the deep breathing exercises (10 cycles) thrice a day.
2. Make sure you eat 70% water rich foods.

EXERCISE TWO

Aim

This self hypnosis exercise is designed to increase your optimism and positivity towards life.

Procedure

Allow fifteen to thirty minutes to do this exercise. You may put on some quite music in the background. Do this once a day for the next five days. Either:

1. Guide yourself through the exercise.
2. Record it and then use the recorded cassette.
3. Ask a friend with a good voice to record it.
4. Write to the institute for a copy of a similar tape. (In the meantime, use one of the above three options.) Remember to mention the unit and exercise number.

The "Positive Thinking" Programming

"Set yourself in the body position of your choice. Close your eyes, roll your eyeballs upwards and take three deep breaths, and begin to relax. Just focus on relaxing every muscle in your body from the top of your head to the tips of your toes. Just begin to relax. And begin to notice how very comfortable your body is beginning to feel. You are supported so you can just let go and relax. Now, for a moment notice your slow, calm, deep breathing. Inhale and exhale. Inhale and exhale. And, every time you exhale, you become even more relaxed and at ease.

To deepen your relaxation, count backwards from twenty to one, each time visualizing the number if desired.

Twenty	Nineteen . . .	Eighteen . . .	Seventeen . . .
Sixteen	Fifteen	Fourteen . . .	Thirteen . . .
Twelve	Eleven	Ten	Nine
Eight	Seven	Six	Five
Four	Three	Two	One"

[Pause for a moment]

“Now, I will provide you with some very powerful suggestions, which will be accepted by your subconscious mind and acted upon. At this relaxed level, your subconscious is open and receptive to positive suggestions. So relax and allow these words to flow into your subconscious mind. They will stay there and work from there for you. (Each repeated 2 times)

You think positive. You are positive.

Life flows easily and joyfully for you.

You think of yourself only in the most positive terms.

You have total control over your life.

Your life is what you make it.

You move through life with grace and ease.

You enjoy life.

You live life to the fullest.

Your life is abundant with opportunities to contribute meaningfully to the world.

You succeed in whatever you put your mind to.

It can be done.

You'll find a way.

You love life and its challenges.

You grow with each challenge that life has to offer.

You have a positive self image.

You use mind reprogramming techniques daily.

These powerful affirmations have been communicated to every level of your body and mind. You are open to these communications, which you will accept and act upon. They are powerful and they help you enhance your energy and enthusiasm to unimaginable levels.”

[Pause for a moment]

“Now, I am going to count from 1 to 3, and at the count of 3 you will open your eyes, feeling, light, refreshed, revitalized, energetic, wonderful, happy and cheerful, feeling better than before. Now, 1, coming out slowly. 2, yes, coming out now. 3, Open your eyes feeling light refreshed and revitalized, happy and cheerful, feeling much better than before.”

EXERCISE THREE

Aim

This self hypnosis exercise is designed to increase your energy and revitalize your health.

Procedure

Allow fifteen to thirty minutes to do this exercise. You may put on some quite music in the background. Do this once a day for the next five days. Either:

1. Guide yourself through the exercise.
2. Record it and then use the recorded cassette.
3. Ask a friend with a good voice to record it.
4. Write to the institute for a copy of a similar tape. (In the meantime, use one of the above three options.) Remember to mention the unit and exercise number.

The “Vibrant Health & Energy” Programming

“Set yourself in the body position of your choice. Close your eyes, roll your eyeballs upwards and take three deep breaths, and begin to relax. Just focus on relaxing every muscle in your body from the top of your head to the tips of your toes. Just begin to relax. And begin to notice how very comfortable your body is beginning to feel. You are supported so you can just let go and relax. Now, for a moment notice your slow, calm, deep breathing. Inhale and exhale. Inhale and exhale. And, every time you exhale, you become even more relaxed and at ease.

To deepen your relaxation, count backwards from twenty to one, each time visualizing the number if desired.

Twenty	Nineteen . . .	Eighteen . . .	Seventeen . .
Sixteen	Fifteen	Fourteen . . .	Thirteen . . .
Twelve	Eleven	Ten	Nine
Eight	Seven	Six	Five
Four	Three	Two	One”

[Pause for a moment]

“Once again notice your slow and regular breathing. Inhale and exhale. Now in your mind’s eye, I want to visualize your objective as already achieved. See yourself bubbling with energy and vitality. Choose the setting you like. Choose the people you want to have around you. Make this real. Use all your senses. Do this now in your mind’s eye as I remain silent for a while.”

[Pause for 1 minute]

“Now, I will provide you with some very powerful suggestions, which will be accepted by your subconscious mind and acted upon. At this relaxed level, your subconscious is open and receptive to positive suggestions. So relax and allow these words to flow into your subconscious mind. They will stay there and work from there for you. (Each repeated 2 times)

You have a great health and unlimited energy.

You love life and you love yourself. You feel great.

You are filled with enthusiasm and anticipation for life.

Your body and mind radiates your energy.

You are a healthy and vibrant person.

You are energetic and enthusiastic about life.

You feel tremendous. You feel superb.

Every organ and cell in your body is healthy and feels energetic.

Your energy and enthusiasm increases each and every day.

You use mind reprogramming techniques daily.

These powerful affirmations have been communicated to every level of your body and mind. You are open to these communications, which you will accept and act upon. They are powerful and they help you enhance your energy and enthusiasm to unimaginable levels.”

[Pause for a moment]

“Now, I am going to count from 1 to 3, and at the count of 3 you will open your eyes, feeling, light, refreshed, revitalized, energetic, wonderful, happy and cheerful, feeling better than before. Now, 1, coming out slowly. 2, yes, coming out now. 3, Open your eyes feeling light refreshed and revitalized, happy and cheerful, feeling much better than before.”

***** END OF UNIT 3 *****

***** UNIT 4 TO FOLLOW *****

UNIT 4: Money
Part A
Aligning Money with your Personal Values

The purpose of all life is development and enrichment. Every Human Being, in fact, every living thing, has an inalienable right to all the development to which it is capable.

A Human Being's right to life implies his right to have the free and unrestricted access of all things which may be necessary to assist him realize his fullest mental, spiritual, and physical potential. In other words, every human being has the right to be rich and enjoy everything life has to offer.

There are three major motives for our lives: We live for our body. We live for our mind. And, we live for our soul. These three constituents are, at the same time, both highly distinctive of each other, as well as highly inter-dependent from each other.

In the words of author, Judith Powell, it is not only our right to achieve advancement in these three areas, but also our responsibility. We have been provided with a remarkable vehicle to play our part in the universal game, and to shirk this responsibility is not only undesirable but also unpardonable.

But, in the world we live in, this is surely easier said than done. Everything we need or want has to be purchased for a price. Life has become so complex that even the most ordinary of human beings needs a great amount of money to satisfy his need for a fuller life.

Living for the Body

Living for the body means adequate food, comfortable clothing and shelter; and freedom from undesirable or excessively strenuous work. Rest and recreation are also highly important to our physical well being.

Living for the Mind

Living for the mind implies access to good, thought-provoking books and time to read them, opportunity for travel, for intellectual activities, for observation and analysis, for appreciating works of art, music and beauty. Mental unfoldment of a human being requires freedom to think creatively and manifest his dreams into reality.

Living for the Soul

Living fully for the soul means that one must have the capacity for love and contribution. It is difficult for us to play our roles of a son, a daughter, a father, a mother, a brother, or a sister if we do not have enough money. Ingrained in the concept of love is the sense of giving. The satisfaction one desires out of a spontaneous gesture of giving is worth a fortune. Just as important is to make a meaningful contribution to others among us; to people who have not been as fortunate as we have been. It may be noted that such a contribution need not require a whole lot of money. Even a small contribution (based on one's capacity and circumstances), which makes a difference in somebody's life, can provide immense satisfaction to us.

At the same time, life cannot be treated in a piece-meal manner. Life has to progress as a whole. You cannot leave the body behind, and live merely for the mind. Similarly, you cannot leave the spirit behind, and live merely for the body. All three - Body, Mind and Spirit (or Soul) have to be carried together. As a human being, it is our responsibility to achieve this balance. And, this balance has needs to be fulfilled, for which one needs an adequate amount of money.

Hence, it is our inherent right to be rich.

UNIT 4: Money
Part B
Restructuring your Belief System

Why is it that people (especially in our culture) are uncomfortable with the idea of making money? Why does this arouse a feeling of guilt among us to want to enjoy the fruits of life? According to high performance psychologist, Anthony Robbins, this is mainly because of the associations with “Money”, we developed in our childhood. The source of most of these associations were generally our parents and other people in our immediate environment. These associations, mainly negative, sadly live on for long beyond those early formative years.

It’s hard for us to believe that we can have negative associations for money. On a superficial level, everyone knows that money can give us more freedom, allow us to be a better parent, a better son or daughter, or a better spouse. It can provide us with the opportunity for travel, for recreation, or for study. But, on a deeper subconscious level, a lot among us have very negative associations for attaining and maintaining wealth. These associations hamper our progress towards financial freedom and independence. Even if we manage to somehow attain a degree of wealth, these subconscious beliefs sabotage our success.

So, to begin with, make a list of thoughts that come to your mind when you think of money. This may include things your parents (or other authority figures) said in regard to money, or some ideas of money you developed due to certain experiences in connection with it. For example, “Money does not grow on trees,” or “I should be satisfied with what I have,” or “To make money I have to take advantage of other people,” or “There is no point in making too much money because I won’t have any time to enjoy it,” or “I won’t have any time for my family,” or “If I become rich, people will start judging me,” or “With money, I won’t be spiritual.”

A devoutly religious man once said to me that the Bible says that it is easier for a camel to pass through the eye of a needle, than a rich man to reach heaven. Such classic misinterpretations, also, often cause us to live in circumstances of lack and poverty, although no faith teaches Lack. The very purpose of religion is to make us feel happy, purposeful and abundant. Consider this: Does lack bring out the best in Human Spirits? I feel that the answer is an emphatic “NO”. Because, wherever we see lack, we see despair. Wherever we see lack, we see crime. Wherever we see lack, we see addiction to drugs and alcohol. On the contrary, abundance brings out the better side in us. If we have enough, we stop focussing on our struggle to survive, and begin to look at the bigger picture - at who we are, and what our purpose in life is.

So, it is important to get over this feeling of guilt that we sometimes associate with money, because if we don’t have the amount of money we want, it is because we associate more pain to having it than not having it.

Now, use the following space or use your journal to make a list of associations you may have for money.

OK. Now, you have a list of your associations for money. This will go a long way to clarify things in your mind, as to why you may not be attracting the amount of wealth you may have wanted to. I met this person recently, who was a classic case of failure in wealth creation because of negative associations and faulty programming. He was evidently very intelligent, capable, and skillful, and I could easily tell that he was

also very hard-working. But then, why was he still not able to manifest any degree of wealth in his life ? Talking to him, I realised that he had one major hang up: He believed that it would be unholy for him to make more money than his father. Obviously, in our culture, this could be a major obstacle in somebody's path to financial success. So, what does one do about this? I believe the answer is to restate these beliefs so that they are compatible with one's moral values. How would one do this in the above example? Try this: Ask the question: - "How can I help my parents if I had more money?", and the answers begin to come in. You can provide them a better house, you can provide them with a holiday, you can provide them all the comfort they sacrificed to bring you up. The point is to associate more pleasure to having money than not having money.

So, the next step is to change the above beliefs in such a way so that they assist you in attaining wealth rather than being an obstruction in your path to financial freedom. For example, the belief "Money does not grow on trees", may be changed into "Money grows out of my immense ability and the unlimited power of my mind." "I won't have enough time to spend with my family," may be changed to "With the freedom I get out of having abundant money, I can set my work timings in such a way, as to provide some time for my family, each and every day."

So, go ahead and do this exercise. For each of the negative beliefs you wrote above, write down a positive belief below. Try to keep your statements as brief and to-the-point as possible.

UNIT 4: Money
Part C
The Seven Wealth Wounds

My experience with other people and my study of the theories of various authors on the subject of wealth creation and wealth maintenance has caused me to conclude that there are 7 major reasons why people are not able to manifest financial success in their lives. These seven reasons have been aptly called “The 7 Wealth Wounds” by author and trainer, Anthony Robbins.

Here is a brief discussion on each of the 7 reasons that keep people from achieving financial abundance:

Wealth Wound #1:

They have negative associations for money

This is one of the most important reasons for people failing in their financial lives. It has been discussed in the previous chapter.

Wealth Wound #2:

They never make having an abundance of money an absolute must

Do you have a specific figure in your mind, as to how much money you would like to have? Chances are that you don't. It's easy to say that one can never have control over precisely how much money he or she makes. There is the stock market, the fluctuating currencies, the changing governments, the changing business environment. So, how can one decide that he or she would, at any cost, attain a certain level of financial abundance?

But I feel this is an over-simplification of the whole thing, because unless you have a specific figure in your mind, how can you go after it with all your determination. So, it's vitally important to have a clear objective, a clear goal, as to how much money you want to make. Further, just as important is to make it absolutely essential to make this target a compulsion. Most people have financial goals, but they are constantly changing and rarely serious.

So, the first thing to do in this regard is to figure out how much money do you need to be absolutely content with life. Make sure it is well beyond your immediate daily needs, and into the area of abundance. You don't want to just scrape through, you want to live life to the maximum. Now go ahead and put the figures in the space below.

Age	Monthly Income	Net Worth	Space for Estimation
—	_____	_____	
—	_____	_____	
—	_____	_____	
—	_____	_____	
—	_____	_____	

The next step in this process is to make these figures an absolute must. For this you need to associate massive pleasure to having this amount of money, and massive pain to not having it.

So, in the space below list all the ways your life will benefit when you have the amount of money you desire. Be as specific as you can.

And, in the space below list all the things you would lose if you didn't have this amount of money.

Wealth Wound #3:

They never develop an effective strategy for building wealth

Associations merely cannot assure you financial success. It is a very important first step, but you have to do more than just associate pleasure to making money, to achieve your financial goals. What you have to do is to develop effective strategies to create, manage and share money.

There are several ways to master these strategies. Earlier, the most logical way used to be to just go out and try something, and if that didn't work, just try something else. And, carry on until you have found the appropriate ways of creating wealth. But, times have changed. It's a much more fast paced world that it used to be about 60-70 years ago. You can't just try out all sorts of different strategies for half your life. So, a better alternative to this is role modeling. This technique has been put to successful use by thousands of people all over the world. Here, instead of starting from scratch, you can benefit from other people's experiences with the process of making and maintaining money. Just look around you in your life and figure out somebody who has achieved massive financial abundance in his life, somebody whom you admire and respect, and somebody who will be willing to spend some time with you. It's been seen that wealth creation is almost a pure science. Nothing happens by chance. You just have to think and do things in a certain way. People who are wealthy aren't just lucky. They have a particular way of approaching their financial lives. So, try to find a time when you could speak to this person, and try to ascertain what he or she does on a daily, regular basis that has made him so successful.

Apart from people in your life, you may also have been admiring or even idolizing some well-known personality. Try to find a book on this person, like his biography. Successful people in history can be a great source for ideas and inspiration, which you may apply in your life.

Through your interaction with these people, or through books, or through some other source, you should be able to arrive at a suitable vehicle for wealth creation. Do you want to change your vocation, or diversify in a new area of business, or intensify a particular area of your work, or do you want just a change in attitude? Get involved. Make plans. The excitement and motivation that one gets out of active involvement in the process of designing his future can alone take you a long way.

Apart from strategies for creating wealth, also make strategies for maintaining, and sharing wealth. Surveys have shown that over 90% of people who attain their financial goal, do not stay at that level for very long. So, just as important is to decide how you are going to manage the wealth you build. Try to make a clear cut plan as to how you are going to use or re-invest your wealth. The best way is to decide on a percentage basis. For example, let's say that you earn ten thousand rupees next month. You may decide on the following:

50% - Expenditure on yourself and your family.

10% - Re-invest in an interest based security for regular returns.

10% - Re-invest in a speculation based security (like shares) or in some business.

05% - Save for your child's education.

20% - Give to your parents.

05% - Contribute to a charity.

Of course, this need not be exactly the same as this. But, I suggest you keep two things in mind. Firstly, keep aside a fixed amount for interest based securities, which can take care of your basic needs in the long run. Secondly, keep aside a fixed amount for charity. This can provide a major boost in your emotional drive to create money. By this, you are not only helping a worthy cause, but are also associating pleasure to creating money - because the more you make, the more you will contribute.

Wealth Wound #4:

They fail to follow through on their financial plan

Ok, so you have a specific amount of money you want to make, and a specific, step-by-step plan at aimed at attaining this amount. What do you do next? Research has shown that a majority of people who read a particular book or attend a particular seminar, acquire really effective strategies, but end up just getting very emotional about it. And, that is it. They allow these strategies and their plans gather dust on their desks. They are so busy with struggling through each day, that they never even take the first step towards creating the future they desire.

It is such a waste. You've got to make sure you don't fall into this trap. You have plans. Now, make sure to follow through. Do something little each and every day, so that you move a step closer to your ultimate goal. Let's say you want to start a dealership for cars. It's true that this requires a lot of investment and maybe a lot of effort. So, are you going to wait till you have that amount of money? Are you going to wait till you have a lottery opened in your favour? I don't think that would be the correct approach. A better approach would be to save a particular amount of money on a regular basis, so that you can have that sum in say, a year or six months. At the same time, make other plans. Do something that will keep you involved and excited.

So, in the space below, make a list of all the things you can do today that would take you a step closer to your goal of creating or building wealth. Maybe, it's opening a bank account, or applying for a particular license, or going to see the site where you would like to have your new factory.

***Wealth Wound #5:
They rely too much on “experts”***

Consider this situation: You hire a highly qualified accountant to look after your accounts. Although this person is highly qualified, he is, after all, dealing with your money and your accounts. So, he makes a slight error in the calculation of your taxes and as a result, you end up under-evaluating your income. Who do the tax officers catch: You or your “highly qualified” accountant? Of course, you.

Now, consider this: Due to a slight negligence on his part, your “highly qualified” accountant over-states your income on your tax returns, and as a result, you end up paying more than you should have paid. Again, who loses out: You or your “highly qualified” accountant? Well again, the answer is you.

See, the trouble is, no matter how qualified or how great an expert your employee is, he is still your employee. He is not concerned with your money. All he is concerned about is his salary at the end of the month. So, it is critical for you to be knowledgeable in areas which might affect your business, especially areas like accountancy. I’m not trying to say that you manage every minor detail of your business, nor that you do not take advice from other people. I’m just trying to point out that you have to keep an eye on your business. You have to be in a position, to be at least able to scrutinize the work of your employees. It is your job to maintain this delicate balance. Be involved and at the same time, just supervise.

So, in the space below make a list of things which you think you should know about, to be in control of your business. Remember, you are not out to become an expert in these fields, just to gain an overall insight.

Area of knowledge

Possible source (person, book, etc.)

***Wealth Wound #6:
They become financially complacent***

Ok, so you have attained a fair degree of personal wealth, and are beginning to enjoy its fruits. Now, this is the stage that has to be handled very carefully. A lot of people get so comfortable with their style of living and working, that they become scared to change and innovate. But the trouble is that the world is constantly changing. That which worked today may not work tomorrow. Many successful people simply freeze in this situation. With a reasonable amount of money, they stop paying attention to the details that helped them attain this position in the first place. They start taking things for granted. You must make sure you stay clear of this complacency.

***Wealth Wound #7:
They allow financial crisis to turn into financial ruin***

No matter how talented you are, no matter how capable you are, no matter how lucky you are, you are always going to have crises in your financial life. And the ultimate secret to life-long financial success is to master these crises. After suffering a major crisis, most people just give. And this is what literally kills most people in their finances.

You have to make sure that you don't allow a crisis to be the end. One failure cannot upset your life-long success plans. The secret is to continue and bounce back. Resilience is by far the most important quality you can develop, not only for your financial success, but for success in other areas of your life as well. Remember, the past does not equal the future. Because you failed in a venture in the past, it does not mean that you'll fail in it in the future. You have to just keep on trying, and stop focussing on the failures, and instead, start focussing on the opportunities that lie ahead of you. In Chinese, the word for "crisis" also means "opportunity." You have to take your financial crisis, and turn it into a financial opportunity. Master this art, and you'll always be financially abundant.

UNIT 4: Money
Part D
Exercises

EXERCISE ONE

Aim

To identify new vehicles for wealth creation.

Procedure

For each of the next 5 days, identify 3 new ideas for making money.

EXERCISE TWO

Aim

Your aim in this exercise is to overcome the negative associations, you may have developed, to money and the process of making money. In this exercise, you will subconsciously reinforce the positive associations you had written down in Part B.

Procedure

Allow fifteen to thirty minutes to do this exercise. You may put on some quite music in the background. Do this once a day for the next five days. Either:

1. Guide yourself through the exercise.
2. Record it and then use the recorded cassette.
3. Ask a friend with a good voice to record it.

The “Associating Positive to Money” Programming

“Set yourself in the body position of your choice. Close your eyes, roll your eyeballs upwards and take three deep breaths, and begin to relax. Just focus on relaxing every muscle in your body from the top of your head to the tips of your toes. Just begin to relax. And begin to notice how very comfortable your body is beginning to feel. You are supported so you can just let go and relax. Now, for a moment notice your slow, calm, deep breathing. Inhale and exhale. Inhale and exhale. And, every time you exhale, you become even more relaxed and at ease.

To deepen your relaxation, count backwards from twenty to one, each time visualizing the number if desired.

Twenty	Nineteen . . .	Eighteen . . .	Seventeen . .
Sixteen	Fifteen	Fourteen . . .	Thirteen . . .
Twelve	Eleven	Ten	Nine
Eight	Seven	Six	Five
Four	Three	Two	One”

[Pause for a moment]

[Insert the Positive Associations to Money you had listed in Part B - Page 4 repeating each 3 times]

[Pause for a moment]

“Now, I am going to count from 1 to 3, and at the count of 3 you will open your eyes, feeling, light, refreshed, revitalized, energetic, wonderful, happy and cheerful, feeling better than before. Now, 1, coming out slowly. 2, yes, coming out now. 3, Open your eyes feeling light refreshed and revitalized, happy and cheerful, feeling much better than before.”

EXERCISE THREE

Aim

Your aim in this exercise is to associate massive pain to not following through on your financial plan, and associating massive pleasure to following through. Popularly known as the “Rocking Chair Test”, in this exercise, you will be guided to a later stage of your life, sitting in your rocking chair, and looking back on your life. There will be two parts. First, you will imagine yourself as if you have not achieved your goals, and second, as if you have achieved them.

Procedure

Allow fifteen to thirty minutes to do this exercise. You may put on some quite music in the background. Do this once a day for the next five days. Either:

1. Guide yourself through the exercise.
2. Record it and then use the recorded cassette.
3. Ask a friend with a good voice to record it.
4. Write to the institute for a copy of a similar tape. (In the meantime, use one of the above three options.) Remember to mention the unit and exercise number.

The “Rocking Chair Test” Programming

“Set yourself in the body position of your choice. Close your eyes, roll your eyeballs upwards and take three deep breaths, and begin to relax. Just focus on relaxing every muscle in your body from the top of your head to the tips of your toes. Just begin to relax. And begin to notice how very comfortable your body is beginning to feel. You are supported so you can just let go and relax. Now, for a moment notice your slow, calm, deep breathing. Inhale and exhale. Inhale and exhale. And, every time you exhale, you become even more relaxed and at ease.

To deepen your relaxation, count backwards from twenty to one, each time visualizing the number if desired.

Twenty	Nineteen . . .	Eighteen . . .	Seventeen . .
Sixteen	Fifteen	Fourteen . . .	Thirteen . . .
Twelve	Eleven	Ten	Nine
Eight	Seven	Six	Five
Four	Three	Two	One”

[Pause for a moment]

Now, imagine yourself much older from now. You are sitting in your rocking chair, and reflecting back on your life. It’s been a long and eventful life, but you haven’t made full use of the opportunities you got. You will view these impressions as a spectator. See yourself, and your life. Are you happy with the way life has passed? Your financial goals have not been fulfilled. What does this cost you? What did you miss out on? How do you feel? Were you able to experience the real joy of abundance? See, feel, hear, touch. Engage all your senses. Stay with this feeling for a while. I’ll be back shortly.

[Pause for 30 seconds]

Now, change your perspective. See yourself having achieved all your financial goals. You have been able to live fully in the body, the mind and the spirit. You have been able to play your part as a father, a mother,

a husband, or a wife with great abundance and passion. How do you now feel about your life? How much more joy is there in your life? How much more juice has there been in your life? See, feel, hear, touch. Engage all your senses. Stay with this feeling for a while. I'll be back shortly.

[Pause for 1 minute]

“Now, I am going to count from 1 to 3, and at the count of 3 you will open your eyes, feeling, light, refreshed, revitalized, energetic, wonderful, happy and cheerful, feeling better than before. Now, 1, coming out slowly. 2, yes, coming out now. 3, Open your eyes feeling light refreshed and revitalized, happy and cheerful, feeling much better than before.”

EXERCISE FOUR

Aim

This self hypnosis exercise is designed to assist you in attracting wealth.

Procedure

Allow fifteen to thirty minutes to do this exercise. You may put on some quite music in the background. Do this once a day for the next five days. Either:

1. Guide yourself through the exercise.
2. Record it and then use the recorded cassette.
3. Ask a friend with a good voice to record it.
4. Write to the institute for a copy of a similar tape. (In the meantime, use one of the above three options.) Remember to mention the unit and exercise number.

The “Attracting Wealth” Programming

“Set yourself in the body position of your choice. Close your eyes, roll your eyeballs upwards and take three deep breaths, and begin to relax. Just focus on relaxing every muscle in your body from the top of your head to the tips of your toes. Just begin to relax. And begin to notice how very comfortable your body is beginning to feel. You are supported so you can just let go and relax. Now, for a moment notice your slow, calm, deep breathing. Inhale and exhale. Inhale and exhale. And, every time you exhale, you become even more relaxed and at ease.

To deepen your relaxation, count backwards from twenty to one, each time visualizing the number if desired.

Twenty	Nineteen . . .	Eighteen . . .	Seventeen . .
Sixteen	Fifteen	Fourteen . . .	Thirteen . . .
Twelve	Eleven	Ten	Nine
Eight	Seven	Six	Five
Four	Three	Two	One”

[Pause for a moment]

“Once again notice your slow and regular breathing. Inhale and exhale. Now in your mind’s eye, I want to visualize your objective as already achieved. See yourself as a highly prosperous person, bubbling with abundance and satisfaction. Choose the setting you like. Choose the people you want to have around you. Make this real. Use all your senses. Do this now in your mind’s eye as I remain silent for a while.”

[Pause for 1 minute]

“Now, I will provide you with some very powerful suggestions, which will be accepted by your subconscious mind and acted upon. At this relaxed level, your subconscious is open and receptive to positive suggestions. So relax and allow these words to flow into your subconscious mind. They will stay there and work from there for you. (Each repeated 2 times)

You are an incredible being with unlimited potential.

You are a financial genius.

You feel like a millionaire. You act like a millionaire.

You attract situations that bring you huge amounts of money.

You are a genius at creating, managing and sharing money.

You make decisions that benefit you financially.

You are financially independent and secure.

You invest and re-invest your money wisely.

You are wealthy.

You create wealth out of your immense power and ability.

You deserve to be wealthy.

You use mind reprogramming techniques daily.

These powerful affirmations have been communicated to every level of your body and mind. You are open to these communications, which you will accept and act upon. They are powerful and they help you enhance your energy and enthusiasm to unimaginable levels.”

[Pause for a moment]

“Now, I am going to count from 1 to 3, and at the count of 3 you will open your eyes, feeling, light, refreshed, revitalized, energetic, wonderful, happy and cheerful, feeling better than before. Now, 1, coming out slowly. 2, yes, coming out now. 3, Open your eyes feeling light refreshed and revitalized, happy and cheerful, feeling much better than before.”

***** END OF UNIT 4 *****

***** UNIT 5 TO FOLLOW *****

UNIT 5: Relationships
Part A
Discovering your ideal soul mate

Everybody needs to love and be loved by someone. Any degree of success in life is worthless if one doesn't have somebody to share it with. We were all created to love and be loved. The capability of giving and receiving unconditional love was imbued from birth, but somehow over the years, as we grew older, we became entangled in all sorts of emotional and spiritual complications, which might have made us feel as if we are incapable for this. It is now time to let go of the past, and all its burdens - free ourselves of the fear based emotions that tie us down.

In this chapter, we will discuss a step-by-step process for discovering and "creating" that someone special. The trouble is that most of us want to have somebody to love but we are not very clear in our intent. (Of course, this may not be necessary for people who already have their soul mate.)

First, and foremost, decide what is it that you want in a relationship. Be as specific as you can. In the space below, write down the physical, mental, spiritual, and other qualities you would like to have in your partner.

Physical qualities you desire in your partner:

Mental qualities you desire in your partner:

Spiritual qualities you desire in your partner:

Other qualities you desire in your partner:

Now, put these qualities in a single sentence. Make sure this sentence is short, concise and to the point. We will call it your "Relationship Desire Statement." An example of this statement could be: "The man/woman I now attract into my life for a husband/wife/lover is strong, loving, honest, faithful, sincere, happy and prosperous." No go ahead, and fill in the spaces:

The _____ (man/woman) I now attract into my life for a _____
 (husband/wife/lover) is _____

Apart from knowing what you want out of a relationship, you must also ascertain all the qualities you have which would contribute to the success of your relationship.

What you can contribute to a successful relationship:

Now, put the above also in the form of a brief statement. We will refer to this as our “Relationship Contribution Statement.”

The _____ (man/woman) I now attract into my life finds love and happiness with me because I am _____

We will use the Relationship Desire & Relationship Contribution statements in the “Attracting Love” self hypnosis exercise, which follow later.

UNIT 5: Relationships
Part B
Principles for a maintaining a Successful Relationship

Why is it that so many relationships, which start off with such energy and enthusiasm, seem to lose their glitter just a few weeks down the road. Studies have shown that there are five basic principles which govern the quality of a relationship in the long run:

Principle #1:

Knowledge of the other person's preferences

How does your husband or wife like to be told that you love him or her? How would you like to be told that your lover or spouse loves you. Would you like to be touched in a certain way, or would you like to be embraced in a certain way, or would you like love to be expressed in words, or would you like to be looked in the eyes in a certain way? Love is a very delicate affair, and the surest way of sabotaging your relationship is to be aloof of the other person's preferences.

Over the months and years, most people realize, what is it that makes their lover express love. But, some don't and this can be fatal for the relationship. If you think you haven't yet discovered your partner's preferences, this is the first thing you should do. Often called the "Love Strategy," you must make a conscious effort to discover it, and meet it on a consistent basis.

Principle #2:

Relationship is a place to give, not take

Often, people approach a relationship as a place to solve their problems. While a relationship could definitely solve problems, this approach tends to disempower both the people involved in it. If you have not been cuddled or pampered as a child, and use a relationship as a place to receive such treatment, you are disempowering yourself of your ability to take any initiative, because you are constantly looking for your partner to treat you in a certain way.

Instead, what one should do in such a case is, concentrate on giving something into the relationship. Such contribution of love and affection will automatically elicit the kind of treatment you desire.

Principle #3:

Learn to communicate your problems with your partner

Dr. Barbara DeAngelis, in her best selling book, "How to Make Love All the Time," identifies four stages in a relationship that can kill it. And, by identifying it, one can immediately intervene and eliminate the problems before they become unmanageably large.

Phase 1: Resistance

This is the first phase of challenges in a relationship. It occurs when you take exception of something your partner said or did which you didn't like. Maybe, it was a joke which you didn't find very tasteful, or a statement that offended you, or something else which you wished hadn't happened. Of course, resistance is bound to happen in a relationship between two human beings, but the secret is to talk it over, and settle it before it reaches the second phase.

Phase 2: Resentment

Resistance, if not handled properly, can lead to resentment. Now, your irritation with your partner grows into anger, and a communication barrier is erected between you and him/her. In this phase, you begin to avoid your partner, and the intimacy that you both enjoyed is virtually over.

Phase 3: Rejection

If resistance is not eased, or if you and your partner don't talk the matter over, you may move into the third phase: rejection. This is the beginning of the physical separation from your partner. Coupled with emotional separation, in this phase, you begin to find everything about your partner annoying and irritating.

Phase 4: Repression

This is the most dangerous phase of the demise of your relationship. In this phase, you stop communicating with your partner altogether. There is an emotional numbness between the two of you. Slowly, you just become a room-mate of your partner, not concerned of what he or she is doing or feeling.

So, what's the way to avoid this dangerous trap? Dr. DeAngelis says, it's simple: Talk. Talking one's problems, one's concerns and one's likes and dislikes is the only way to ensure smooth sailing. Adequate and meaningful communication is an essential component of any relationship.

Principle #4:***Never threaten your relationship***

A lot of couples have the habit of saying things like, "You do that, and I am leaving you." This can be disastrous, because, although most of the time such a statement is not supposed to be taken very seriously, but what if one day, your spouse said, "Go ahead and leave. I'll do things my way." If such a case arises, one's ego may often force him or her to follow up on their threat (of leaving), and that is the end of the relationship. See, the point is that no matter what situation arises, there is no justification for threatening your relationship if you want it to last a lifetime.

Principle #5:***Strive to constantly add glitter to your relationship***

Just like any other emotion, a relationship also needs to be constantly propped up. You need to constantly excite your partner, and ignite his or her desire for you. One way to reinforce your feelings of connection and renew your feelings of intimacy and attraction, is to constantly ask questions that would make your partner express love; something like, "How did I get so lucky to have you in my life?" Try to surprise each other. Do outrageous things, like arranging an outing at a place where your partner would have never even imagined. Express love in an out-of-the-way manner, and have fun doing it.

UNIT 5: Relationships
Part C
Exercises

EXERCISE ONE

Aim

The aim of this exercise is to develop a mechanism to ease tensions between you and your partner. In this exercise, you will, in consultation with your spouse or lover, develop a “Pattern Interrupt,” which will be designed to ease out tensions between you and your partner, whenever such a situation arises.

Procedure

Discuss with your partner and find a gesture that could be made or a phrase that could be said when things get really heated up. Make sure that this is really bizarre and humorous, so that no matter how serious a confrontation becomes, it could ease out the tensions. For instance, you could decide on something like holding your nose and saying something funny. The point is to, for a moment, divert the attention of your partner away from the confrontation, and into something light and humorous. Use such pattern for a few times to reinforce it.

EXERCISE TWO

Aim

This self hypnosis exercise is designed to assist you in attracting the right person to you.

Procedure

Allow fifteen to thirty minutes to do this exercise. You may put on some quite music in the background. Do this once a day for the next five days. Either:

1. Guide yourself through the exercise.
2. Record it and then use the recorded cassette.
3. Ask a friend with a good voice to record it.
4. Write to the institute for a copy of a similar tape. (In the meantime, use one of the above three options.) Remember to mention the unit and exercise number.

The “Attract Love” Programming

“Set yourself in the body position of your choice. Close your eyes, roll your eyeballs upwards and take three deep breaths, and begin to relax. Just focus on relaxing every muscle in your body from the top of your head to the tips of your toes. Just begin to relax. And begin to notice how very comfortable your body is beginning to feel. You are supported so you can just let go and relax. Now, for a moment notice your slow, calm, deep breathing. Inhale and exhale. Inhale and exhale. And, every time you exhale, you become even more relaxed and at ease.

To deepen your relaxation, count backwards from twenty to one, each time visualizing the number if desired.

Twenty	Nineteen . . .	Eighteen . . .	Seventeen . .
Sixteen	Fifteen	Fourteen . . .	Thirteen . . .
Twelve	Eleven	Ten	Nine
Eight	Seven	Six	Five

Four Three Two One”

[Pause for a moment]

“Once again notice your slow and regular breathing. Inhale and exhale. Now in your mind, repeat after me the following words which will be imprinted into your subconscious and assist you in attracting the right person to you.

I am building into my reality the type of man/woman I desire.

[Insert “Relationship Desire” statement]

[Insert “Relationship Contribution” statement]

I know he/she wants me, and I want him/her. I have wonderful gifts to offer to him/her. I am honest, sincere, loving and kind. I have a strong will, a joyous heart, a healthy body and a vibrant mind to share with him/her. He/she offers me the same. It is mutual. I give and I receive. Divine intelligence knows where this man/woman is, and the deeper wisdom of my subconscious mind is now bringing both of us together, and we instantly recognize each other.”

[Pause for a moment]

“Now, I will provide you with some very powerful suggestions, which will be accepted by your subconscious mind and acted upon. At this relaxed level, your subconscious is open and receptive to positive suggestions. So relax and allow these words to flow into your subconscious mind. They will stay there and work from there for you. (Each repeated 2 times)

You express yourself freely and you experience acceptance from the man/woman you desire.

You are very attractive to men/women.

You are creating the ideal relationship for yourself because you are willing to love and be loved.

All the qualities you possess are attractive to men/women you desire. Your inner strength and magnetism shine forth in all that you do sending out all the right vibrations to attract a satisfying relationship for you.

All that you desire and deserve, you can attain through the inner strength that is empowering you now.

It is your birth right to enjoy life completely and share all the joys life has to offer with someone you love and someone who loves you.

You radiate the positive energies to which men/women are attracted to.

You are perfect, your body is perfect, your mind is perfect.

You use mind reprogramming techniques daily.

These powerful affirmations have been communicated to every level of your body and mind. You are open to these communications, which you will accept and act upon. They are powerful and they help you enhance your energy and enthusiasm to unimaginable levels.”

[Pause for a moment]

“Now, I am going to count from 1 to 3, and at the count of 3 you will open your eyes, feeling, light, refreshed, revitalized, energetic, wonderful, happy and cheerful, feeling better than before. Now, 1, coming out slowly. 2, yes, coming out now. 3, Open your eyes feeling light refreshed and revitalized, happy and cheerful, feeling much better than before.”

EXERCISE THREE

Aim

This self hypnosis exercise is designed to assist you in revitalizing your love life.

Procedure

Allow fifteen to thirty minutes to do this exercise. You may put on some quite music in the background. Do this once a day for the next five days. Either:

1. Guide yourself through the exercise.
2. Record it and then use the recorded cassette.
3. Ask a friend with a good voice to record it.
4. Write to the institute for a copy of a similar tape. (In the meantime, use one of the above three options.) Remember to mention the unit and exercise number.

The “Revitalize your Relationship” Programming

“Set yourself in the body position of your choice. Close your eyes, roll your eyeballs upwards and take three deep breaths, and begin to relax. Just focus on relaxing every muscle in your body from the top of your head to the tips of your toes. Just begin to relax. And begin to notice how very comfortable your body is beginning to feel. You are supported so you can just let go and relax. Now, for a moment notice your slow, calm, deep breathing. Inhale and exhale. Inhale and exhale. And, every time you exhale, you become even more relaxed and at ease.

To deepen your relaxation, count backwards from twenty to one, each time visualizing the number if desired.

Twenty	Nineteen . . .	Eighteen . . .	Seventeen . .
Sixteen	Fifteen	Fourteen . . .	Thirteen . . .
Twelve	Eleven	Ten	Nine
Eight	Seven	Six	Five
Four	Three	Two	One”

[Pause for a moment]

“Now, I will provide you with some very powerful suggestions, which will be accepted by your subconscious mind and acted upon. At this relaxed level, your subconscious is open and receptive to positive suggestions. So relax and allow these words to flow into your subconscious mind. They will stay there and work from there for you. (Each repeated 2 times)

You are ready to give and receive unconditional love with total commitment.

You are a unique and totally lovable person and deserve all the gifts of a wonderful, loving relationship.

You embrace the paradox of relationship - pain and joy. You learn from both of them.

Your partner supports your individuality and independence, and together you balance being together and being apart.

Relationships work when love and the willingness to grow are present. You create a loving, growing and totally successful relationship.

You express yourself freely and experience acceptance from your partner.

The struggles of life strengthen the basis of your relationship.

Your love is the source of your inspiration to succeed in life.

You respect your partners values and beliefs and receive the same.

You use mind reprogramming techniques daily.

These powerful affirmations have been communicated to every level of your body and mind. You are open to these communications, which you will accept and act upon. They are powerful and they help you enhance your energy and enthusiasm to unimaginable levels.”

[Pause for a moment]

“Now, I am going to count from 1 to 3, and at the count of 3 you will open your eyes, feeling, light, refreshed, revitalized, energetic, wonderful, happy and cheerful, feeling better than before. Now, 1, coming out slowly. 2, yes, coming out now. 3, Open your eyes feeling light refreshed and revitalized, happy and cheerful, feeling much better than before.”

*** * * E N D O F U N I T 5 * * ***

*** * * U N I T 6 T O F O L L O W * * ***

UNIT 6: Spirituality

Part A

Your Mission in Life

There is nothing more fulfilling or powerful, for achieving your goals in life, than waking up each morning filled with a sense of purpose and mission.

If your life isn't as passionate as you would have liked it to be, if you lack the zest and energy for living, it's probably because of a lack of an underlying principle around which one's life should be organized.

The process of discovering this underlying principle or mission may be the most powerful thing you'll ever do for yourself, because it will give your life a direction, a purpose. It will provide you the clarity and focus, that could awaken the unbelievable forces hidden somewhere deep inside you. Because, once you are clear in what you want, you don't have to waste time and energy, trying to take even the most minute decisions with anxiety and doubt.

In this chapter, we are going to discuss the concept of life mission, and help you find this underlying principle. We're going through a step by step procedure, exploring your feelings and options, and by the end of this discussion, you should have a fairly solid tool you could immediately employ in your life, to give it a meaningful direction.

Your mission in life goes much beyond your work or career. Perhaps, you'll discover that your mission has very little to do with just money making activities, and your job or career is just a support system for attaining your true higher purpose.

There are three steps to the process of discovering your life purpose:

1. Understanding the Principle of Choice.
2. Creating your Underlying Principle.
3. Align your life with the Underlying Principle.

At the completion of this process, you should have a powerful personal philosophy, and a step by step method for defining your life plan in writing.

Understanding the Principle of Choice

Norman Vincent Peale had this to say about the power of choice: "The greatest power we have, is the power of choice. It's an actual fact, that if you've been groping under unhappiness, you can choose to be joyous, instead. And, by effort, lift yourself into joy. If you tend to be fearful, you can overcome that misery by choosing to have courage. The whole trend and the quality of anyone's life is determined by the choices that are made."

Choosing is the most important activity of your mind, because by making a choice, you are proclaiming your desires to your subconscious mind. Once the subconscious gets to know your desires, it is going to do anything to manifest them in your life. The choices you make in your life become your goal. And, if you are sincere in pursuing them, there is no reason why you should not accomplish them.

Indecision, on the other hand, not only creates frustration and anxiety, but can also lead to confusing the subconscious mind about what you want.

But, it is important that the choices you make are made by you, in accordance with you true desires, purpose and aptitude. A lot of us let others make choices for us, or make our choices according to what we think is "correct," even if that meant that we go against our wishes. This is a dangerous trap, that a lot of us fall into. And, this is probably the most important reason why we struggle to find true purpose and true happiness in life. What's right for someone else may not be right for you, and the way to know this is listening to what your heart says.

UNIT 6: Spirituality

Part B

Getting your Inner Self to provide you the Answers

Till now, we have concentrated on feeding the subconscious to achieve success and peak performance in various spheres of our lives. It's now time to get something out of our inner mind.

The subconscious mind is considered to be a storehouse of all the information about our lives, even information about our previous lives. At the same time, the subconscious can serve as the key to accessing our super-conscious mind, also called the inner or the higher mind - the source of all knowledge and power, and the connecting force among all humanity.

It is widely believed among metaphysics researchers that the super-conscious mind can be a true source of guidance and help, and getting it to speak for you may be the route to greater happiness, success, and freedom. This guidance may come in the form of impressions, or perceptions (under hypnosis), or in the form of encounters with your spiritual masters and spiritual guides. You may also practice, what is called "Automatic Writing," to get answers to confusing problems from your inner mind.

The following is an account of the experiences of some of the people who have experienced such phenomenon:

Maidie Moore, Garcia, USA:

"A few years ago, I lived in Chicago. One night, while walking home from the church, I heard footsteps behind me. They crunched lightly in the frozen snow and I thought it was another woman. As I approached an alley, an inner voice said loudly, "Girl, cross the street." I didn't respond immediately. "Do it now, don't look back! Hurry, go toward the lights." This time I followed the instructions. When I got to the drugstore across the street, I looked back to see a tall man in dark clothes with white gym shoes standing at the entrance to the alley.

I later learned that an hour after my experience with the inner voice, a woman was pulled into that alley, robbed, raped, and beaten. The victim remembered that her attacker was a tall man wearing white gym shoes."

Lori L. Dingman, Perry, USA:

"One day, while I was involved in my normal activities, an internal voice said, 'Within the hearts of all men burns the flame of the Christ spirit.' I thought that what very poetic. (I'm not a poet.) So, I got a pen and paper and wrote it down. No sooner had I written it down that my hand took off and started writing without any effort from my side. The words came so fast, I could barely keep up with the dictation (from my inner self.) Since then, I have taken to using a typewriter during my Automatic Writing sessions. It is the only way I can keep up. The following are some samples of the messages I've received:

Lori: "Where have I known my mother before?"

"You have known your mother in many lifetimes. The last time you were together, you were the mother and she was the daughter. Much of that relationship has carried over from a seventh century lifetime in Greece."

Lori: "What is the message for today?"

"Today, we wish to talk about the nature of man's free will. Free will was given by the creator so that man would be able to express love to his fullest potential. This is a double-edged blade, however. As well as having free expression, man also has the ability to abuse it. When fear entered human consciousness, free will turned from a loving, joyful expression to one of ignorance and doubt. The expression of free will produced all the lower emotions. Man saw himself as separate from God and separate from all his brothers and sisters. This was the fall from grace, the figurative 'eating of the forbidden fruit.' Yes, it was a sad thing, but there was still hope, still time to return to the true self."

It saddens us greatly to see all that goes on every day on the beautiful jewel known as Earth. There is so much negativity that it looks to us like a dense black fog penetrating everything on the planet.

Now is the time for mankind's awakening, however, and a few lights are beginning to penetrate the dense fog. This is why you must unite with others of like minds and hearts. Together, you can break up the negativity. Think of these things. Meditate on them, and unite as brothers and sisters of the light. Herald the New Age by remembering your true-self, your God-self. There is no separation from God. There never has been."

Everybody is very much capable of receiving and understanding such psychic perceptions, according to prominent psychic researcher, Dick Sutphen. Sutphen compares acquiring psychic capabilities to his learning to play tennis. He says, just as tennis, any person who is willing to spend some time and energy, and follow the principles, can learn to receive impressions from "the other side." Of course, there are some "naturals," who acquire the skill more rapidly than others, but everybody can reach his desired level of proficiency by consistent practice.

Before we actually do the exercises, let us first discuss some guidelines which are helpful in speeding up the process of successfully receiving psychic impressions.

1. Learn to let go of all fear based emotions, like anger, selfishness, jealousy, greed, possessiveness, guilt, envy, anxiety, insecurity, inhibitions, blame, malice and resentment. As we let go of such feelings, we raise our level of awareness to the unlimited possibilities in our lives.
2. Learn to express unconditional love. This is the other side of letting go of fear and fear based emotions. As you become free of such negative emotions, you will learn to accept others without judgment, without prejudice, and without blame.
3. While explaining the analogy between learning Tennis, and acquiring psychic perceptions, Sutphen says that a few day into his practicing Tennis, he realized that he played best when he just let it happen. It was as if he had surrendered control to some inner force who was actually playing the game. Similarly, trying too hard is not the answer for developing psychic abilities. Let it happen. Gradually, as you become accustomed to the process, it will become more and more satisfying.
4. Don't have any pre-session expectations about what you are going to experience, because having such expectations would make it difficult for you to accept your impressions. Be open and avoid the trap of "I won't accept it unless it happens the way I expect it to."
5. In the beginning, you may feel that your mind is making up these impressions, or that these are just a fantasy. Learn to trust your perceptions even if you think you are making them up.
6. Finally, depth of hypnotic trance is not a factor in determining the accuracy of the impressions. Even under a very light trance, you can get very vivid impressions if you are open-minded.

Exercises follow in a later chapter.

UNIT 6: Spirituality
Part C
Exercises

EXERCISE ONE

Aim

The purpose of this self hypnosis exercise is to help you find your mission, with the assistance from your subconscious mind. In this exercise, you will also, subconsciously imprint your mission in your mind.

Procedure

Allow fifteen to thirty minutes to do this exercise. You may put on some quite music in the background. Do this once a day for the next 5 days. Either:

1. Guide yourself through the exercise.
2. Record it and then use the recorded cassette.
3. Ask a friend with a good voice to record it.
4. Write to the institute for a copy of a similar tape. (In the meantime, use one of the above three options.) Remember to mention the unit and exercise number.

The “Pathway to the Mission” Programming

“Set yourself in the body position of your choice. Close your eyes, roll your eyeballs upwards and take three deep breaths, and begin to relax. Just focus on relaxing every muscle in your body from the top of your head to the tips of your toes. Just begin to relax. And begin to notice how very comfortable your body is beginning to feel. You are supported so you can just let go and relax. Now, for a moment notice your slow, calm, deep breathing. Inhale and exhale. Inhale and exhale. And, every time you exhale, you become even more relaxed and at ease.

To deepen your relaxation, count backwards from twenty to one, each time visualizing the number if desired.

Twenty	Nineteen . . .	Eighteen . . .	Seventeen . .
Sixteen	Fifteen	Fourteen . . .	Thirteen . . .
Twelve	Eleven	Ten	Nine
Eight	Seven	Six	Five
Four	Three	Two	One”

[Pause for a moment]

“Now, you are very relaxed, and are ready to communicate with your subconscious. You are open to all the perceptions that come into your mind. And at the count of three, you will get some impressions. They may be in the form of some words, or in the form of pictures. These impressions will provide you the key to the mission of your life. OK, one . . . two . . . and, three . . .

[Pause for a moment]

OK, now analyse the impressions. These impressions are a communication from your subconscious mind, which wants to tell you about your purpose, about your underlying principle in life. Now, put this principle in a short, concise sentence. Do this now at the count of three. OK, one . . . two . . . and, three . . .

[Pause for a moment]

Yes, this is your mission. This is your purpose in the universal game of life. You were provided with a bodily vehicle to serve this mission. Now, for the next one minute, I want you to concentrate on a symbol of your mission. It may be somebody's face, or some written words, or any other visual reminder. For the next one minute, you will think only of this symbol. So, go ahead and concentrate on the symbol of your mission.

[Pause for one minute]

Ok, let go of that symbol. Your mission has been imprinted on your entire body and mind. From now on, you will act in accordance with your mission. All your actions will be directed towards fulfilling this mission."

[Pause for a moment]

"Now, I am going to count from 1 to 3, and at the count of 3 you will open your eyes, feeling, light, refreshed, revitalized, energetic, wonderful, happy and cheerful, feeling better than before. Now, 1, coming out slowly. 2, yes, coming out now. 3, Open your eyes feeling light refreshed and revitalized, happy and cheerful, feeling much better than before."

EXERCISE TWO

Aim

The purpose of this self hypnosis exercise is to help you to seek the guidance of your higher self to solve a problem you face in your life, or for some other information that may benefit you in some way. For this exercise, you have to sit on a chair and table, with a note-pad and pen in hand. Before starting the exercise, write a question on the note book, and during the session, allow your subconscious to provide you the answer to your question. As you progress into the exercise, your subconscious will take over the control of the pen from you, and start writing by itself.

Procedure

Allow fifteen to thirty minutes to do this exercise. You may put on some quite music in the background. Do this once a day for the next 5 days. Either:

1. Guide yourself through the exercise.
2. Record it and then use the recorded cassette.
3. Ask a friend with a good voice to record it.
4. Write to the institute for a copy of a similar tape. (In the meantime, use one of the above three options.) Remember to mention the unit and exercise number.

The "Automatic Writing" Programming

"Set yourself in the body position of your choice. Close your eyes, roll your eyeballs upwards and take three deep breaths, and begin to relax. Just focus on relaxing every muscle in your body from the top of your head to the tips of your toes. Just begin to relax. And begin to notice how very comfortable your body is beginning to feel. You are supported so you can just let go and relax. Now, for a moment notice your slow, calm, deep breathing. Inhale and exhale. Inhale and exhale. And, every time you exhale, you become even more relaxed and at ease.

To deepen your relaxation, count backwards from twenty to one, each time visualizing the number if desired.

Twenty	Nineteen . . .	Eighteen . . .	Seventeen . .
Sixteen	Fifteen	Fourteen . . .	Thirteen . . .
Twelve	Eleven	Ten	Nine

Eight Seven Six Five
 Four Three Two One”

[Pause for a moment]

“Now, you are very relaxed, and are ready to communicate with your subconscious. You are open to all the perceptions that come into your mind. Your subconscious is a vast store house of knowledge and information, which you can access as you please. It will provide you with all the answers you desire. All you have to do is be open and accept the impressions as they come. And at the count of three, you will begin to get some impressions in the form of some words. These impressions will provide you the answer to your question. OK, one . . . two . . . and, three . . . Now, begin writing down the words on the pad, as they flow out from your sub-conscious mind.

[Allow appropriate time]

Ok, let go of these impressions. Remember that you can always return to do this exercise. Your subconscious mind will always be by your side, whenever you need any guidance.”

[Pause for a moment]

“Now, I am going to count from 1 to 3, and at the count of 3 you will open your eyes, feeling, light, refreshed, revitalized, energetic, wonderful, happy and cheerful, feeling better than before. Now, 1, coming out slowly. 2, yes, coming out now. 3, Open your eyes feeling light refreshed and revitalized, happy and cheerful, feeling much better than before.”

***** END OF UNIT 6 *****

***** UNIT 7 TO FOLLOW *****

UNIT 7: Recap
Part A
The 30 day plan for unleashing the “New You”

Statistics reveal a very sad fact: Over 80% of people who buy a self-help book barely read it beyond the first chapter. What a tragic waste this is? Imagine the millions of books published each year ending up in the waste-paper basket.

In this context, you are to be congratulated for staying on for the full course. It's unreasonable for me to expect you to have absorbed every detail by now. In fact, Even if you can use 30-40% of all the wealth of information presented in the last 7 weeks, I'll consider my mission a success. Of course, you can always come back to this course if you feel you need some “recharging” at any time in your life. Make this a companion, and it will serve you well.

Anyway, we will end our journey with a plan for the next 30 days. This plan will try to cover all the areas we have covered so far. Of course, you may want to change the schedule as per your circumstances and convenience. There will be two parts of this plan. The first will be common to all people, and the second will be tailor made for each person.

A. For the next 30 days:

1. Continue with your morning questions (Unit 2).
2. Eat 70% water rich foods (Unit 3).
3. Do the deep breathing exercises (Unit 3).
4. Make a financial plan on the basis of all your research; a kind of a financial to-do list (Unit 4).
5. Plan an outing with your partner each week (Unit 5).

B. Now, go through the following list of exercises, and cross out the ones which are not of any particular interest to you at the moment. Next rank the remaining in order of their importance or need to you. (1 for most important)

	Your Rank
1. Develop Confidence (Unit 2)	_____
2. Overcome the Past (Unit 2)	_____
3. Positive Thinking (Unit 3)	_____
4. Vibrant Health & Energy (Unit 3)	_____
5. Associate Positivity to Wealth (Unit 4)	_____
6. Rocking Chair Test (Unit 4)	_____
7. Attract Wealth (Unit 4)	_____
8. Attract/Revitalise love life (Unit 5)	_____

For the next 30 days practise one of these exercises each day in order of the importance to you. (Start with 1 and rotate the exercises for 30 days.)

***** END OF UNIT 7 *****

***** SELF EVALUATION SHEET FOLLOWS

Self Evaluation Sheet

Please fill in this form and return promptly to:

The Institute of Mind Control & Development
 301, GKR Mansion, 6-1-69, Lakdikapool,
 Saifabad, Hyderabad - 500 004 (INDIA),
 Ph: 91-040-243469, 91-040-6501386,
 E-mail: imcd@satyam.net.in

===== Personal Details =====

(IN BLOCK LETTERS)

Name: _____

Address: _____

City: _____ Pin: _____

Sex: _____ Date of Birth: _____

===== Educational Details =====

(IN BLOCK LETTERS)

School/College	Year	Diploma/Certificate Recieved	Grades
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Please answer the following questions as objectively as you can. We have no ways of verifying the data you provide, so we wish you be fair with yourself and with us. Keep in mind that this is not an educational course, and the purpose of this is self-improvement.

- How would you rate your response to suggestions under hypnosis?
 (tick appropriate box)
 Very good Good Satisfactory Poor
- How would you rate the numbness in your body under hypnosis?
 Very good Good Satisfactory Poor
- Did you do all the written exercises during the course?
 All Some None
- Did you use the morning questions during the second week?
 Full Week A few days Never
- Did you continue to practise the morning questions after the 2nd week?
 Yes No
- Did you eat water rich foods & practice belly breathing during the third week?
 Full Week A few days Never
- Did you continue to do this after the 3rd week?
 Yes No

8. Do you feel an improvement in your overall feeling for life after doing this course?

Yes No, because _____

9. Do you feel you will be able to retain this improvement?

Yes No, because _____

10. At the present moment, how would you rate your life in the following areas?

* Emotions Excellent Satisfactory Poor

* Health Excellent Satisfactory Poor

* Relationships Excellent Satisfactory Poor

* Money Excellent Satisfactory Poor

* Spirituality Excellent Satisfactory Poor

Signature

Date

PLEASE RETURN PROMPTLY