

SUMMARY UNIT 2 : Chapter 3 : Expanding Your Field of Vision

As we move towards the process of goal-setting, causing the kinds of results that we want to have in our life and in our business, we need to address the issue of thinking differently than many of the corporations, organizations or friends around you think. People get too hung up in what we call "current reality." Too often, they let the appearance of things become reality, and get stopped because seemingly impossible problems emerge. That becomes a fixed reality for a lot of people.

Current reality is our present idea of the way things are. It is just the truth as we perceive it to be. When you start creating a vision for your organization, or for yourself or family, ask yourself the question, "What do I want?" One of the problems with asking that question is that we are trapped by what it is that we have or where we are. When you start talking about what you want, one of the questions that jumps out all the time is, "How we are going to accomplish this?" "How" is a process question. "How" is a method question.



Most people and organizations will back their vision up to what they presently know how to do, or what they presently have as resources. What you need to learn to do is to stifle the "how" when you are describing the vision. When you describe the "what," do not ask the "how" question. We probably do not know "how," especially if we are going to start stretching and going after what we might call a magis goal, an outrageous goal. And we want to start thinking magisly, or outrageously. We must look at the goal past the goal, the horizons beyond the horizon, way beyond our present capability, and way beyond where we presently are.

Vision-building involves making the new vision more dominant than the way things actually are. Once you create the discrepancy between the way things are supposed to be and the way things actually are, that creates tension in your system, or anxiety.



Expanding Your Field of Vision Continued

When you create tension inside the human system or the organizational system, it stimulates creativity and energy. But remember, you as a human being or as an organization, subconsciously, do not care in which direction you resolve the problem. If your vision is very weak, if it has not been assimilated into the reality, or the image of the person or the organization, then to resolve the problem, the subconscious goes back to your old image of reality.

However, when you develop the vision through the affirmation process, where it is more dominant than current reality, you create a new and more constructive type of tension. Energy and ideas come and you take current reality and invent the way to your goal. The tension stimulates creativity. This is how to invent the "how."

One of the problems with a lot of people is they get caught up in their DayTimers. The old idea was to have a plan, and work your plan. If you do this, you will probably get there. If you have your plan when you set the goal, your goal is probably not big enough in the first place. If you lock-on to a plan and the plan is not working, what are you going to do? Keep jamming it in and trying harder?

When you set a vision, do not be surprised if you feel a little intuitive. Do not be surprised if you find yourself almost serendipitous. You must allow yourself to flow a little bit more, because you are letting yourself become inventive and creative. You are figuring out ways and seizing opportunity. With the current reality-versus-vision model, you are throwing your system out of order and not worrying about the "how," feeling confident that you will create the way to invent the end-result. You will invent the way. This is the model to be thinking about. Do not be too hung up on current reality. It is the vision or the end-result that is important.

Once you have a clear vision of what you want, the next step is inventing the "how," and that means using your Reticular Activating System to help you achieve the goal. Remember the example of the watch. You can be immersed in information all around you, and if it is of no significance, it does not get through. Once you declare something is of significance, your subconscious is open to clues. It does not need to see the goal.

An experiment that you might try is driving in a busy part of town, and setting in your mind a parking spot that you want, in front of the building where you are going. You could be talking to someone, listening to the radio, thinking about something else.



Expanding Your Field of Vision Continued

As you are driving, your subconscious is getting you to look for clues. You start to see people approaching cars that are parked, or you see heads in cars two blocks away. You see red lights flashing, or you see exhaust coming from a car. What your subconscious is doing is searching for clues that lead you to the objective.

You make yourself susceptible to clues when you set a new significance. That is what this is all about: you set the goal and then you find the resources. The idea is, the goal comes first, and then you see. Belief without evidence. You find the evidence. The evidence doesn't come first. Do not be too caught up in appearances or what is apparent. Realize that what is apparent may be blocked out by your senses. It is more important to know what you want, and have it clarified, than it is to be focusing on reality.