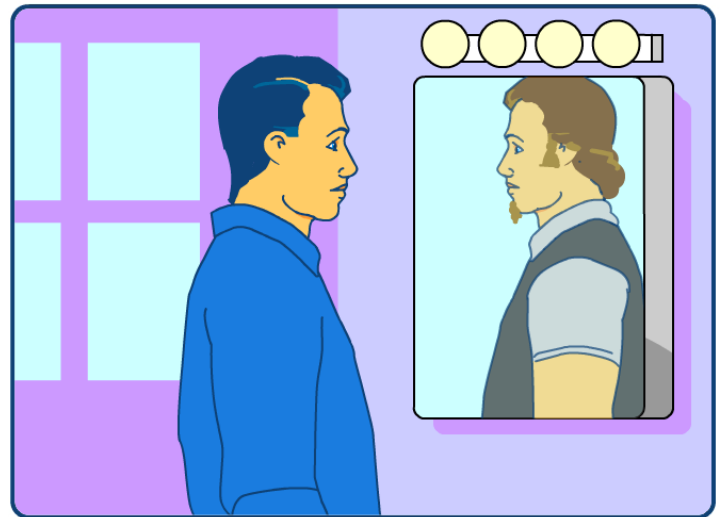




SUMMARY UNIT 3 : Chapter 2 : Mental Technology, Part 2

Once you get an idea, on the subconscious level, about the kind of person you are — that is, a “self-image” or a “self-concept” — the creative subconscious goes to work. The creative subconscious has four functions. One of those functions is to maintain sanity or what you and I call reality. This is a check-and-balance system inside each one of us that makes sure that you always act like the person you know yourself to be. You behave consistent with the idea of what is “like me.”

Suppose a person who knows they are poor, all of a sudden has a million or more dollars. What does their creative subconscious say? “This isn’t normal. This isn’t the way it’s supposed to be.” Your creative subconscious has the job of correcting for the mistake of wealth. It doesn’t just correct for mistakes when things are not good, it corrects when things are different than the way they are supposed to be. So the person who knows they are poor, when they perceive an abundance of money, blows it away. They get rid of their money to correct for the mistake of being wealthy. Sanity is more important than success.



When you have the belief about how good you are, or how you rank yourself financially, socially, or personally, your creative subconscious works to sustain or maintain the reality that you know to be true, even if it is detrimental to your happiness. For instance, people who think they don’t deserve to have a good marriage often do something unconsciously to destroy their marriage, just as it is going well. A person who feels that she shouldn’t be promoted, if she is promoted, will unconsciously come late, blow the situation, to correct for the mistake.

You self-regulate your effectiveness at your belief level. When you behave too good for you, you take corrective action. When you don’t behave well enough for you, you take corrective action. That check-and-balance system unconsciously works to sustain and maintain your behavior, your effectiveness, your life as you expect it to be.



Mental Technology, Part 2 Continued

When you hold an image—"I'll go to that meeting, but I know it won't work out well"—you unconsciously do things to cause the result. It is the inside of you that you are dealing with. Most people want the world outside of them to change so their life gets better. The key is change the inside and the world gets better. This is good news. You have control over that. It is the quality and quantity of excellence stored in your reality that is consistently reproduced in your world. You want a better world, you change on the inside.

The creative subconscious has a second, a third and a fourth function. The second is to solve or resolve conflicts. The third is to create drive, or what we call energy or momentum. The fourth is that you are teleological. The creative subconscious, when it senses a conflict between the way things are supposed to be for you and what you perceive through your senses, creates tension in your system. That tension releases creative ideas to solve a problem. It is constantly working to help you shape the environment or the people around you to match your idea of how things are supposed to be. It also gives you enough energy to fix the problem, but no more.

You are going to see later on that goal-setting is deliberately causing problems for yourself, constructive problems. It is called discrepancy production (out of order) and discrepancy reduction (into order). Your task is to throw your system out of order, and you do so by changing in your mind the way things are supposed to be—at work, at home, or elsewhere—while you are still immersed in the old environment or the old situation. You will correct the problem naturally in the direction of the most dominant picture. So, you must change the inside first to become stronger than the way things actually are at work or at home now.

You change on the inside, and then your natural process fixes the outside to match the inside.