



SUMMARY UNIT 3 : Chapter 5 : Self-Fulfilling Prophecy

Why is it that some people are really successful and some of us are not? You may have thought in the past, "He must have been born with it" or "I must have been born without it." I want you to change that view. You have enormous potential. It is belief holding back that potential that doesn't allow you to set the goals, to set the aspirations to go after the job, the career, the life that you really have the capability of having. This is true not only of yourself, but of the people around you that you care about.

What do you suppose your subconscious would do if your starting premise is, "There's no way that will ever work?" It blocks out the way. "This will be impossible." Watch your starting premises about people, about business opportunities, and about yourself. Your subconscious is constantly gathering information and allowing you to see only that information which matches what you believe. This makes growth pretty hard, because if you don't see it, you can't change your belief. And the negative goal—the one that you don't want to achieve—becomes a self-fulfilling prophecy.

