



SUMMARY UNIT 4 : Chapter 1 : Affirming Success

The next technique I am giving you is one I have used for more than 30 years. It speeds the growth inside me. You may already be using this process. However, I am unfolding for you a new approach to controlling the process.

You have always been affirming: what you are good at, what you are not good at, what you want to be. You have always been controlling your forethought, oftentimes by looking forward.

Remember, it is unique to human beings to be able to see the future before it exists, and to be able to describe it to yourself. A good mentor has always seen more in you than you ever could in yourself. They have been able to describe it, and have given sanction to it. What they have done was take your imagination and help you envision the kind of person, or the kind of vocation

or position, before you ever could. They have had credibility with you, which is a very important piece. They were directing your forethought, and your imagery, throwing your internal system out of order by helping you envision yourself being or having something before it actually happened. This is called discrepancy production.



It is natural inside of human beings to have what we call discrepancy reduction. Have you ever seen a picture on the wall that was kind of crooked, and it drove you nuts? Did you fix it? That is the way human beings are, and that is why change is so difficult. If you let go of conscious control, without changing the internal image, you always go back to "the way it is supposed to be" for you. With the affirmation and visualization process, you learn how to change "the way it is supposed to be" at a new level of excellence and a new standard. How do you change your self-image to a new level of effectiveness? Controlling self-talk is one way. The second is to learn to write out a goal, a statement of fact, which is also called a written affirmation. If you do it correctly and assimilate the process correctly, the formula, $I \times V = R$ comes into effect. Rather than have a mentor project your image into the future, you will mentor yourself.



Affirming Success Continued

You will do the same thing that a good mentor did: cause you to envision yourself into the future, as though you already are that person, have that attribute, that characteristic or quality, that attitude you choose to possess.

You are no longer dependent on the mentor. You need to take charge and not wait for a great mentor to come around and help you grow. You grow where you choose to grow, using this technique. Too often people see the way they are now and think, "That's it, I can't change." They could not be more wrong. Instead of straightening the picture, you are going to straighten the way you live inside yourself. What you are learning to do with this whole process is to create the appetite for your own learning, the appetite for your own growth. You will become passionate about your growth. This is a wonderful process, and it is the same fundamental process for change in an organization or a person.

You decide on areas where you might want to grow, where you have potential. It could be with your family, your income, or some form of your behavior that you are not pleased with. I want you to select many areas of your life, not just one. You are a whole person, not compartmentalized, and it won't do you any good just to grow in one area. I want you to grow as a full person: spiritually, emotionally, as a leader, or whatever is important to you as a whole person, the kind of person you choose to be. Select many areas where you want to grow, and do them all at the same time. You are very capable of doing so.

Most important of these are the changes inside of you, to develop your inner strength, your self-efficacy. It doesn't do any good to start goal-setting for outside stuff, like your income, if you don't grow on the inside. You are already about as good as you are, and your life is about as good as your self-image. You must change the inside in order to create a better world for yourself outside. For every goal, every area where you want to grow, I want you to write out an affirmation statement in one sentence. That one sentence statement needs to be the way you choose to be, as though you already are. So, if you have a bad temper, you would write an affirmation, "I remain calm and poised whenever the kids dump their milk on the floor." Right now, that is not true. Remember, you describe yourself as you choose to be, before you ever are.