



SUMMARY UNIT 5 : Chapter 2 : Visualization

One of the most important tools in achieving your goals is the control of forethought, or visualization. Unique to human beings is your ability to look into the future in your imagination, and to see the future the way you want it, before it actually is. This is how you write your goals, the way you speak to the people you are leading. This is a continuous process, because we need to make the internal image stronger than the reality that we are living in.

Remember that, when your system is out of order, you move in the direction of the strongest picture. Even though we have good thoughts about the future and what we want to do or want to be, usually the image of the old way is much stronger than that of the new. This is natural in human beings, because it keeps us pretty well stabilized emotionally and psychologically. However, if you are not careful, you don't let

yourself get out of that stability and you stay the same. Forethought is the key, not only for yourself, but to assist others in using their forethought to look into a new adventure, a new situation.

If your goal is too big, you may be intimidated, and your anxiety increases. It is okay to be intimidated as you project your forethought into the future. However, it is not okay for you to stay intimidated. You are going to grow bigger than what scares you, and the way you are going to do that is by visualizing—borrowing, going back to other successes, then taking the emotion and dropping yourself constructively into your future. You stretch on the inside so that the outside can catch up. If you can look forward two to three to five years, that gives you time to learn the skills and build the relationships that you will need. Don't let "I don't know how to do it now" interfere. If your goal is clear enough, and your affirmations correct, you will get the "how" when you need it.

So take your forethought, and whenever you speak to your people and your teams in meetings and such, every message will be: "See the future." But those





Visualization Continued

messages will be delivered in the present tense. These messages must be constructive, because highly-efficacious people look forward and see success. They look forward and don't build a scotoma to the obstacles. The obstacles are there, but they create scenarios to overcome them. People with low efficacy, on the other hand, will only see failure and obstacles. They still may proceed toward the goal at your insistence, but at the first occurrence of a challenge or an obstacle, they will quit. Everybody runs into problems, of course. However, highly-efficacious people are tremendously resilient, and they are far more successful at overcoming these problems.

This your affirmation: "I have a positive expectancy of winning big, and I take every setback as temporary." This is an essential affirmation. "I have a positive expectancy of holding my marriage together, and I take every setback as temporary." "We have a positive expectancy of moving to our desired home, and we take every setback as temporary." Setbacks are not permanent, and we are tough. Not tough in a sense of being able to beat anybody up, but tough in that we hold on tenaciously until we achieve the desired end-result.