



SUMMARY UNIT 5 : Chapter 5 : An Optimistic Life

By now you understand how powerful belief is. One affirmation doesn't make a belief—ask any smoker who is trying to quit. It takes repetition, after repetition, after repetition. It is the reiteration of the visualization that changes the neurons of your brain. However, under certain circumstances, one vow or one affirmation can make a significant change in your behavior.

Let's take two people who are single, unmarried, and they behave like the people they know themselves to be—single. Now they go into this "rite of passage" called a wedding ceremony. A person who has the power—it could be a rabbi, a judge, a minister, or a priest—says, "By the power vested in me, I now pronounce you husband and wife." Now these two people believe they are married. They go out and act like they are married, forever. See how powerful belief—that single affirmation—is? When you stop and examine the power of transformation of belief, and that is what the affirmation process is, you affirm to the point, "I am." That is what goal-setting is all about, "I am." "I have." "It's mine."



Now, the marriage might not be going well, so our couple goes before a judge or a magistrate, who says, "Do you choose to dissolve the relationship?" "I do." "You, too?" "I do." Well, now they are divorced and they go out and act divorced. Isn't it amazing how belief works?

Medical school graduates won't operate without a diploma in hand, even though their skills probably won't change in the time it takes to receive the piece of parchment from the dean. The potential is there, so what is the difference? It is not only the belief, but permission. Too many people keep waiting for permission to unleash the potential inside of themselves. Too many people wait for someone else to affirm them, to give them the right to do something. In contrast, the process that we have been discussing



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gives you the right to release the potential inside of yourself. By changing your belief, you will change your performance. You and your performance match your image of reality. Beliefs are so powerful that a placebo, a sugar pill, can cure. You believe the doctor, the pharmacist, the surgeon. They give you the medication and your body heals, oftentimes because of your belief. Well, if you can get well on a positive placebo, could you get sick on a negative placebo? Who are you listening to? Who are your children listening to? Who are the people in your company listening to? Who is telling them “the truth”? You must be careful to whom and to what you listen.

Nearly everyone seems to have seen the movie, “The Wizard of Oz.” Dorothy and Toto get whisked out of Kansas inside a tornado, and must find the Wizard of Oz in order to get home. Along the way, they meet the Scarecrow, the Tin Man, and the Cowardly Lion.

All of them set off to find the Wizard along the Yellow Brick Road. Each of them needs something from the Wizard. The Scarecrow wants brains, the Tin Man wants a heart, and the Cowardly Lion wants courage. And Dorothy just wants to go home. Through the apple-throwing trees and flying monkeys, the Wicked Witch of the West, all the trials and challenges of getting to the Wizard, Dorothy’s companions prove that they already have what they thought they needed. They just didn’t believe it.

It takes the Wizard, one of the biggest fakes of all time, to make them realize what each of them already had. He bestows a diploma on the Scarecrow, who, all of a sudden, realizes that he has brains; a clock on the Tin Man, so that he can hear the heart that he already has; and a medal on the Cowardly Lion, to represent the courage that he has already shown. Dorothy discovers that she, too, has possessed the ability to get home all along. She was actually wearing this ability, in the form of the ruby slippers on her feet. Dorothy and the others always had what they thought they needed. Somebody else just had to make them aware of it.

Luckily, Dorothy and the others met a positive wizard. However, you may run into too many negative wizards who try to take your heart, your brains, or your hope. They could be your teachers, coaches, parents, or spouses. Now, you can’t control what these people do. But you can control your reaction to them. Unfortunately, a great many people give sanction to the negative things that are said to them, whether these things are true or not. They affirm the bad—while often ignoring the good.



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There is a way around this. Start ignoring the bad—or, if it is true, then at least place it in the proper perspective—while emphasizing the good. Start affirming that you are okay, and that you are ready for whatever challenges confront you. You are ready to take on the responsibility. It is all right to start your own business. It is all right to have a successful marriage. It is all right to be successful in achieving whatever goal you choose. Free yourself, and teach your children, too. Watch out for the negative wizards. Don't buy into them. Beware of those who need to tell you "the truth."

One more thing: remember the song in "The Wizard of Oz"? "I'm off to see the Wizard, the wonderful Wizard of Oz." Instead of saying, "I'm off to see the Wizard," from here forward say, "I'm off to be the Wizard, the wonderful Wizard of Oz."

Now go, do, and be—all of the things you used to think were impossible.