

Chapter 3

Climbing the Lift Ladder

The path that leads to your goals will invariably contain many obstacles – there will be ruts to scrabble out of, hurdles to climb over, and chasms to clear. Following the Seven Principles of Lift is like having a ladder to serve you on your journey.

The Seven Principles of Lift

Lift stands for **life information for transcendence** and is the name of the company that I founded with my wife Sangeeta to help people evolve themselves to higher levels of success. The Seven Principles of Lift are actually seven empowerment strategies, or suggested ways of being, that represent the basis of our teaching for success in life and conscious self-evolution. Collectively the principles act as the foundations for the Goal Mapping technique, and supply an overall approach to life, with each principle building on the last, like rungs on a ladder that enable the using to overcome challenges and move on to higher levels of awareness and effectiveness.

Each of the Seven Principles is fundamental to the very process of conscious success, which makes them truly multidimensional and universal. They are therefore applicable individually or collectively to a single situation and point in time, through to a life-plan spanning many years. Together they form a cohesive philosophy for achieving successful outcomes, steering self-growth, and evaluating important life choices.

Knowledge is power

Francis Bacon

Be ye transformed by the renewal of your mind, that ye may prove what is good and acceptable and perfect, the will of God.

Romans 12.2

Principle 1: Raise Your Awareness

Whatever decision you need to make – whatever challenge you want to overcome – whatever goal you wish to achieve, raising your awareness will be the first step towards it.

Raising your awareness of your self and current situation, the likely outcomes of your intended actions, or continued in-action, is always the first step in clearing the fog of confusion, overcoming procrastination, and developing self-motivation.

The level of awareness that has led you to your current situation will not be sufficient to take you to the next level of your growth, the next stage in your journey, the next goal on your life path or purpose. – That will require a new and higher level of awareness.

Our effectiveness in life generally is very closely linked to our awareness of it and ourselves. The more aware we become of our own habits, desires and motivations, the more effective we can be in regularly choosing to be at our best and thereby produce our best results. The more aware we are of other people, their habits and desires, strengths and weaknesses, the more successful we can be in creating harmony and synergy. And the more aware we are of our environment, whether a city or jungle, the more able we are live in harmony with it, adapting aspects of it to meet our particular requirements, while maintaining its own natural balance.

How little do we know of that which we are! How less that we may be!

Byron

Each man's belief is right in his own eyes.

William Cowper

Personal Picture Paradigms

We all create internal thought pictures of understanding and then project them out onto the world about us.

Our overall awareness of our self, a situation, or the world in general, is known as a **paradigm**. A paradigm is a general viewpoint that we hold about something or someone, and acts as a guidance grid for our opinions, attitudes, and actions.

Each paradigm that we hold is like a personal picture of understanding that we project out onto the world and everything in it. It is the **map** or blueprint that our sub-conscious genie constantly reads to regulate

our actions and re-actions. When you work up this morning chances are that you didn't need to think through **who** you are as a person and **how** you deal with the world, not unless that is you had a very heavy party the night before. The reason you don't need to think about it is because you have built up **paradigm pictures** of you acting and reacting in lots of different ways to all of the various situations in your life. And it's these **paradigm pictures** that inform your sub-conscious about how to make you behave in any given situation, without the need for constant rational thought.

Likewise it is your **paradigm pictures** that allow you to drive your car, ride your bike, walk, and all manner of other routine activities that we take for granted, and again all achieved without conscious effort.

The only challenge with holding paradigms is that once you create them, they become **set** or fixed like they're written in stone, while in reality everything around us in the world is fluid, flexible, and constantly changing.

Looking at the Future from the Past

Some years ago I received a phone call out of the blue from an old client company asking me if I was available to do some training for them at short notice. And on checking that I had a space in my diary, I found myself very happily saying yes without any real thought or questioning. It was only after I had put the phone down that I got that gut feeling, that right-brain intuition, that something wasn't quite right.

Over the years I have come to trust my intuition and was pleasantly surprised when I started working with top executives to find that they did likewise – after having run all their left-brain critical analyses strategies, they will still make their final decision based on gut feel.

It was when I started listening to my right-brain feelings that I realised I had formed my opinion and said 'yes' to this organisation based on a paradigm of the past, and that maybe it didn't actually match the realities of the present. Once I began to raise my awareness by questioning my client further I quickly learnt that the nature of the work they wanted me to do this time was very different than before

There is nothing either good or bad, but thinking makes it so.

William Shakespeare

There is a road from the eye to heart that does not go through the intellect

Gilbert K. Chesterton

The first rule is to keep an untroubled spirit. The second is to look things in the face and know them for what they are

Marcus Aurelius

and not actually in alignment with my core teaching at all.

In a heartbeat my paradigm, together with my opinion, attitude and behaviour, completely changed towards the opportunity.

The same is true in all other areas of our lives – we often think that a situation is a certain way, and then something happens that causes us to suddenly realise that it's another way entirely, and our approach completely shifts.

The paradigms we form and project out onto the world determine our opinions, attitudes and behaviours, and thereby the results we create. If we are to correctly respond to the multitude of situations and choices that come our way, and steer the changes of life towards the achievement of our goals, then we must learn to gain **clarity on reality** by consciously choosing to raise our awareness through thought and questions.

Quite simply, a distorted paradigm, leads to distorted opinions, attitudes and actions, which in turn create distorted results.

Principle 2: Develop Possibility Consciousness

The past and the present do not equal the future. The future exists in infinite possibilities. By developing an open-minded approach, that we capture our highest opportunity.

Whenever I find myself stuck or unsure in any area of my life I climb the first run of the Lift ladder by asking myself the question; **have I raised my awareness sufficiently in this situation?**

Taking this first step on the ladder automatically necessitates taking the second – **develop possibility consciousness**, or, have an open mind.

If you are going to raise your awareness then that naturally means having an open mind and considering all possibilities. Too often people approach a situation with their paradigm already fixed that something is, or isn't, possible because it was that way in the past. But the past and the present do not equal the future. The future is unwritten, evolving, and always in some way different from before.

A mind that is stretched to a new idea never returns to its original dimension.

Oliver Wendell Holmes

Our task now is not to fix blame for the past, but to fix the course for the future

John F Kennedy

Do You See It

In the 1950's a pioneer named William Beebe led the world in deep-sea exploration. He was the first person to ascend to great depths in a bathysphere. But the creatures he described were so far beyond the paradigms of the established scientists of the time that his observations were rubbished. Only now with advanced submersibles are his claims being verified. But even today the life recorded at these great depths is so fantastic and beyond the common paradigm, that we often lack adequate language to describe the texture, movement, and colours of these deep sea species. So it has been throughout history that those who claim to be aware of a level of reality that others do not perceive are often ridiculed, discredited, and sometimes crucified for speaking their truths.

Man is not what he thinks he is, but what he thinks, he is!

Emerson

Selective Perception

We don't really see the reality of life as it truly is, we see life through the projection of our paradigm of it – we see life as we are.

It is estimated that we receive around 2,000,000 pieces of information or **stimuli** from our senses about our body and the world around us every single moment of the day. However, our conscious thinking mind can only process or hold about 9 digits or chunks of information at any one time.

For the parson who is good with the hammer, everything in life tends to look like a nail

Abraham Maslow

To protect our conscious mind from going into data overwhelm an area of our brain called the 'Reticular Activating System', or RAS for short, acts as a filter to screen out information it deems irrelevant and pass on only that which is considered important.

While this automatic process is always meant to serves us, it can in fact sometimes severely limit us. If you do not conscious select the paradigm filter for your RAS by choosing to have an open mind, it will automatically set itself in alignment with your dominant thoughts and opinion or beliefs.

It is this process in action that creates the common experience of buying a new car, and then noticing lots of similar cars everywhere

you go. The cars were always there, but getting one yourself created a new 'dominant thought' that programmed your RAS to pass on all information concerning that subject.

The same thing happens if you are expecting a baby – you start seeing babies everywhere, or book a holiday and constantly see reminders of your destination, or any other situation that causes you to create a dominant thought and filter for your RAS. And because your RAS is part of your sub-conscious, and your sub-conscious does not make value judgements about write or wrong, it means that a negative limiting thought, such as '**I can't**' will also become a filter for your RAS leading you to block out any valuable information to the contrary, such as maybe '**You Can**'.

We don't see things as they are, we see them as we are.

Anais Nin

Spotting Opportunities

Some years ago a friend of mind was made redundant from a job that he loved dearly. The experience hit him really hard and he sunk into depression becoming quite bitter. Anyone who asked him how he was doing got the same basic reply: '**Bloody crap. I've been made redundant. Scrap heap that's where I am. No opportunities for me out there now. Not at my age. I'm destined to be on the bloody welfare for the rest of my life.**'

Every man takes the limits of his vision, for the limits of the world.

Arthur Schopenhauer

While he said this to virtually everyone he met, the person who heard it most was himself. It soon become a dominant thought and filter for his RAS and I lost count of how many times I was out with him, and I spotted an opportunity for decent work, I heard about a good job and income. But afterwards whenever I mentioned it to him he would reply, – 'what I didn't hear that, or I didn't see that.' He had been sat at the same table as me. Spoke to the same people as me, was surrounded by the same information as me. His ears and eyes picked up on the opportunity, but he had programmed himself to see only lack, limitation and difficulty, and so that was all his RAS passed on to his conscious awareness.

When you set a goal, you are not just stating your intentions, you are setting a command for your 'Reticular Activating System' which then helps you to see beyond any preconceived limitations, and spot new visions of opportunity, potential and abundance.

Principle 3 – Find Balance

In all the world, there can be no lasting success without balance.

We live on a planet that spins in a balanced orbit, with balanced climates, that support balanced eco-systems, where a multitude of species live in balanced co-existence, and within which each individual creature must maintain balance in its physical body and surroundings to survive. In short – success is balance, and balance is success.

In the Goal Mapping workshops I run, when I ask people at the beginning of the day **‘what would you most like to achieve in your Goal Mapping session?’** the most commonly given answer is **‘greater balance between my home life and work life’**. I have even heard similar things in my sessions with children, who want more balance between study, which they mostly see as work, and play.

Balance makes life work well. You will always know when you are in balance because you will feel really good about yourself inwardly, and this will reflect in your life outwardly. Likewise you will also know when you or your life is out of balance, because everything will start falling apart.

Everyone’s balancing point will be slightly different and unique to them. What one person may need to do more of to achieve balance, another may actually need to do less of. However, as a general guide I recommend that you consider 6 key areas to achieve balance within and between.

Try this exercise: give your self a score of between 1-10 in each of the following areas. Only measure yourself again your own best, not anyone else, that way the exercise is always relevant. Be intuitive and listen for the first number that comes to mind.

Mental Emotional Physical

Financial Social Spiritual

Even a happy life cannot be without a measure of darkness, and the word happiness would lose its meaning if it were not balanced by sadness.

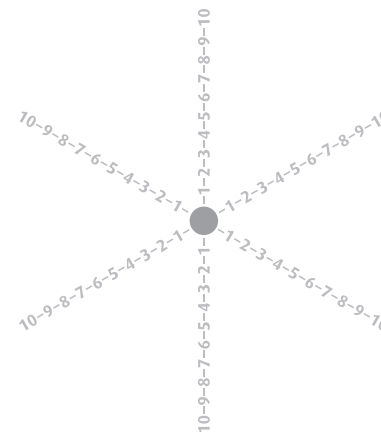
Carl Jung

What is right for one soul may not be right for another. It may mean having to stand on your own and do something strange in the eyes of others. But do not be daunted. Do whatever it is because you know within it is right for you.

Eileen Caddy

Now plot your scores onto the wheel below, starting from the top spoke (Mental) and moving round the wheel clockwise placing a score on each spoke.

Finally, link the numbers you have ringed by going around the outside, like a dot-to-dot puzzle. This will give you a ‘life-wheel’ – a picture of your current sense of balance



The aim is to have an even circle or wheel. Most people though tend to have a flat area or dip at some point. If this is also true for you, please see it as a positive result – it simply indicates where you need to put your focus and energy in order to bring your self and life into a greater level of balance and success.

By focusing on the flat point in your wheel, and setting yourself a goal to improve it, you in effect lift all the other areas automatically. For instance some time ago after going through the exercise for myself I saw that my flat area was the physical spoke. I had stopped taking exercise, my diet had been poor, and as a result my health had suffered. I set the goal to get up half an hour earlier 3 times a-week in order to take some exercise. Within a short time I had not only improved my physical wellbeing, but the new level of balance was positively affecting all the other areas of my life. Mentally I felt sharper, emotionally I felt happier, I had more energy which made a difference financially. Socially I was a much nicer person to be around, and spiritually I felt more connected. Through bringing my self and life back into balance I had produced a ‘synergy of self’.

Blessed are the flexible, for they shall not be bent out of shape

Unknown

I don’t want to get to the end of my life and find that I have just lived the length of it. I want to have lived the width of it as well.

Diane Ackerman

We cannot be happy if we expect to live all the time at the highest peak of intensity.

Happiness is not a matter of intensity, but of balance and order and rhythm and harmony.

Thomas Merto

Synergy of Self: The fruits of balance

By achieving balance between your major life areas you actually achieve 'synergy of self'. **Synergy**, meaning that together the whole is greater than the sum of its parts, is a naturally occurring dynamic. Synergy is not created through sameness. It is created through complementary or **balanced** difference. Ecosystems, when balanced become synergistic. Interdependent species are synergistic. People, when they are balanced enough to respect the differences between each other, are synergistic. And likewise each of us individually, when we are balanced in ourselves, produce 'synergy of self' and shift to a higher level of awareness, wellbeing, effectiveness and success.

While there are many balancing points that we each have, perhaps one of the most important, because it is fundamental and impacts on all other areas, is finding the mental balance between our left and right-brain thinking.

Whole-Brain Balance: Choose your destination through your right-brain, but use your left-brain to organise the journey.

Although there is still much scientific debate about the nature of true genius, it is clearly apparent that some of the greatest people throughout history were equally brilliant with both sides of their brain. For instance Leonardo De-Vincci, credited by many as the most brilliant mind ever, was not only a great artist but also a great scientist. Even his working notes are a mixture of words and pictures on the same page. Likewise Mozart, although known for his superb music, could have easily applied his mind to become one of the worlds leading mathematicians. Great people tend to have great balance within their thinking.

Everyone enters the world with their brains naturally balanced and they stay that way for about the first 5 years of our life. Scientists estimate that our ability to learn in this period of balanced brain activity is about 20-25 times greater than it is as adults. Unfortunately the majority of people become unbalanced in their brain function as they grow older. Typically, in the western world, we are left-brain dominant. While this may have been produced through a myriad of causes, such as genetic influence, childhood conditioning, schooling,

If we insist on looking at the rainbow of intelligence through a single filter, many minds will erroneously seem devoid of light.

Renee Fuller

In the power to change yourself is the power to change the world around you

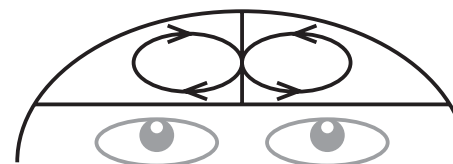
Anwar Sadat

our occupation and society in general, achieving whole-brain balance is actually something anyone can achieve simply by setting a goal to do so. It is the very act of having a goal and creating a Goal Map that helps you gain greater balance.

The brain is like a muscle, if we stop using any aspects it begins to waste, but never completely dies. And just through some thinking exercise, the same as working any other muscles at the gym, we can re-enliven our brain, re-gain our brain balance, and move our self onto another level of effectiveness. In addition to helping you achieve your desires, the seven steps of the Goal Mapping technique are designed to exercise both sides of your brain and help you create whole-brain balance, while your goal itself helps you maintain balance in your life.

Dynamic Balance: A movement with repose

Our right-brain gazes forward with the quality of imagination, while our left-brain analyses backwards through memory. Our right-brain is emotional, our left-brain logical. Our right-brain leans towards being passive, while our left-brain is active. Finding the balance between the two halves of the brain does not mean finding a static balancing point such as on a set of scales. Brain balance, like other natural checks and balances, is a dynamic process. It is **iterative**, interactive, constantly shifting the point of focus and balance from one side to the other, like a flowing figure eight on its side.



As you begin to find your balance on the inside of your head through choosing your focus, so you will start to reap the benefits on the outside by generating greater flow and harmony in your life.

This is something that I have been practising for many years, exercising my right-brain through visualising, my left-brain through strategising, and anchoring the balance through the Goal Mapping technique. In addition, whenever I need to evaluate a situation or opportunity I

Our greatest battles are that with our own minds.

Jameson Frank

Neutral is a state where you are not jumping ahead too quickly or moving too slow. Neutral does not mean being inactive, complacent or passive. It's

about a calm poise that allows for new information and new possibilities to

emerge before taking further action. When in neutral you actually increase

your sensitivity and intuitive intelligence. Neutral is fertile ground for

new possibilities to grow from.

Doc Childre

What's going on in the inside shows on the outside

Earl Nightingale

use the Lift ladder, and after climbing the first two rungs of, **'have I raised my awareness'**, and **'am I being open minded'**, I move onto the third run by asking myself, **'if I take this opportunity, follow this direction, or pursue this goal, will it help me achieve more balance in my life, or less?'**

Principle 4: Be on Purpose

Purpose is to a person what fuel is to an engine – without it we end up going nowhere.

Everyone is born with a purpose, a reason for being, something they can excel at. When you are **'on purpose'** you find your passion, your power, your flow, and it feels as if life is working with you. When you are not on purpose, or off track, your power to create is dissipated and every last chore seems to drag.

To be on purpose, you must first find or know your purpose – you must discover 'that thing that makes your heart sing' the thing that you are passionate about. This is one of the great inherent goals that each of us are born with and a truth that has been known by the wisest of society throughout the ages – everyone has a purpose and pursuing it is a life goal.

Somewhere between the 1st and 3rd century B.C Patanjali wrote:

'When you are inspired by some great purpose, some extraordinary project, all your thoughts break their bonds; Your mind transcends limitations, your consciousness expands in every direction, and you find yourself in a new, great and wonderful world.

Dormant forces, faculties and talents become alive, and you discover to be a greater person by far than you ever dreamed yourself to be.'

Seeking the True Fuel: Motivation comes from Inspiration, which is powered by Purpose

I began my career as a speaker and trainer with a personal development

It is strange that though all must tread the path of life, so few know whither they are going

Dr Pierre Schmidt

Let us follow our destiny, ebb and flow. Whatever may happen, we master fortune by accepting it

Virgil

company based in London making one-hour presentations on self-improvement. I was usually introduced at my speaking engagements as 'The Motivational Speaker.' Something about that title never felt completely right for me. And even though my presentations were generally well received, I quickly discovered why I didn't like it – it wasn't really the truth. I wasn't genuinely motivating people.

I was popular, probably because I was entertaining, but the focus of presentation on motivation was basically carrot and stick, pain and pleasure, occasionally ra-ra hype. It was using in my own life. If I needed to do something that I didn't feel motivated about I would either tell myself **'how much pain I would be in if I didn't do it' or I would focus on 'how much pleasure I would feel once it was achieved'**.

And there's no doubt about it, these strategies work, people have used them on themselves and others for countless generations. The challenge is that you need to constantly apply them, constantly put yourself or others into the threat of pain, or the hope of pleasure in order to create momentum.

In contrast I noticed that some of my friends and people I admired didn't need to do that. They seemed to have a more natural balanced motivation, and as I studied them further I saw where it came from – **inspiration.**

Inspired people do not need to get themselves motivated – it is a natural product of their inspiration. They have a different spring in their step. They are 'naturally motivated.'

So my question then became: **'where does inspiration rise from?'**

While I knew that momentary inspiration springs from our divinity, and that people in every generation have inspired others, I also knew that this type of inspiration is like receiving a spark that lights the fire, but in order for it to become a burning passion, the individual their self must feed the flames.

As I looked and questioned more closely I discovered that the fuel that keeps the fire of life burning is having a sense of meaning and purpose. That is the true root of inspiration that feeds motivation.

A man is a success if he gets up in the morning and goes to bed at night and in between does what he wants to do

Bob Dylan

Great minds have purposes, others have wishes

Washington Irving

A person without a definite purpose in life is more handicapped than the most disadvantaged or disabled.

Leslie Fieger

A Sense of Purpose: Find that thing that makes your heart sing, and then find a way to make your living your life

Purpose and goals are different. A goal is tangible, quantifiable. It has a definite achievement date. A purpose on the other hand is an ongoing endeavour, a long-term mission, or life vision. Purpose is like the direction, and goals are the significant milestones along the way.

There are as many different types of purpose. For some people their purpose will be the achievement of something physical – Winning, buying, building, or what reduces in some way to **having**. For other people their purpose will be centred on their work, project, or career, or what they are **doing**.

However, your prime or first purpose is always who you are **being**. This is the purpose that all life is born with, to **be your best**. By seeking to **be** your best person, you naturally **do** your best work, and invariably **have** your best results. Be-Do-Have is the **syntax** or sequence for success. Always **be** first as it produces the right attitudes that empower what we **do** which in turn enhances the results we **have**. In addition, as humans we have the freewill to influence our natural urge to become more, and use it as the force to carry us forward towards our heart felt desires and dreams.

Whichever level or type of purpose you choose to pursue, or are already pursuing, it will invariably mean climbing the Lift ladder in some way by **raising your awareness, developing possibility consciousness, finding balance** and on reaching this principle or run of the ladder, asking your self the question, **‘if I take this opportunity or direction, will it move me closer towards the achievement of my purpose, or will it take me subtly off track?’**

For myself this last principle and question is key. So often I find am offered opportunities that look on the surface to be attractive, but actually on closer examination show that they are not in alignment with my chosen purpose and direction. I have also discovered that it is actually much easier to say **no**, when you’re really clear about your big **yes** – your purpose.

There are a number of ways to find your purpose. Sometimes it will happen quickly, sometimes it will unfold over many years. But always it will begin with setting a goal to ‘know’ it.

You can’t wait for inspiration. You have to go after it with a club

Jack London

The least of things with a meaning is worth more in life than the greatest of things without it

Carl Gustav Jung

Principle 5: Become Fully Response-Able

Responsibility equals ‘the Ability to choose your Response’. It is the key to your greatest freedom and ultimate success.

Growing up without the ability to read or write properly I often guessed at the meaning of words depending on how they were used in a sentence. The way that I most often heard responsibility was; **‘Brian, are you going to take responsibility for this’**, which always sounded to me like **blame**, and that’s exactly what I came to believe responsibility meant – blame.

Not until about age 30 when I learnt to read well and started educating myself did I discover the true meaning of responsibility when one day I came across the following definition: responsibility means ‘the ability to **choose** your response’.

It had never dawned on me before that responsibility was **response-ability** – the power to choose. I had been seeing it as blame and trying my best to avoid it whenever possible. Now I saw it for its true power and started to positively embrace it. It completely changed my life, and the more I practised it, the more empowered I became.

One of the first things I decided to focus this newfound knowledge on, and which subsequently became a goal, was to overcome my quick and sometimes explosive temper. For as long as I can remember I have had a short fuse. I don’t know where it came from. There’s no evidence of it in my parents. Neither can I point to any early childhood experience that may be its cause. However there is no denying that it is there, and only needs the right trigger or set of circumstances to snap into existence like a barking dog.

For the first thirty years of my life I tried to ignore or justify it. **‘It’s not my fault – I can’t help it – It’s just the way I am’** were just some of my favourite excuses if ever someone mentioned it, or for that matter any of my other character flaws.

The opposite of response-ability is blame, and I had developed the habit of blaming everyone and everything for any aspect of myself, or my life, that I didn’t like.

I blamed the government for the recession and collapse of my business.

A man who is master of himself can end a sorrow as easily as he can invent a pleasure.

Oscar Wilde

If you are distressed by anything external, the pain is not due to the thing itself but to your own estimate of it; and this you have the power to revoke.

Marcus Aurelius

I blamed the banks for stopping their funding and loosing my home. I blamed my wife for going off with another person and ending our marriage. The real trouble with blame though is that it's always **'out there'** which means you have little influence to do anything about it. This usually results in you feeling like a victim, that someone is doing it to you, or making you feel a certain way, and that you are powerless to do anything about it.

However, once I raised my awareness of my self, and the fundamental success principles of life, I started exercising response-ability. The first step was to drop all those old excuse lines and replace them with the consciously chosen goal statements of **'I am patient, I am tolerant, I am response-able'**.

The hardest part was being okay with the fact that I had made a mistake, got it wrong, messed things up, and that it was alright so long as I learnt from it. However once I shifted my paradigm and stopped seeing responsibility as blame and fault, I started taking ownership of my challenges. The great power in this is that if there is something you don't like in your life, but you acknowledge you had a hand in creating it, it naturally means that you are empowered to **change it** and create something else if you please. But if you persist in blaming that, **'something out there is doing it to you,'** then you will always feel trapped and act like a victim.

Every so often I meet someone who believes what I used to: that: **'the way you are is the way you are, and there's nothing you can do about it'**. Some of them even argue for their weaknesses, rolling out all the same old reasons why they can't change. - It's their genes, their parents, or their environment that's making them the way they are. And I'll be the first to acknowledge that some seasons it feels like we are pushing against the elements and sometimes we come into being or take root in harsh conditions. But these are always **influences** not determinants and we have the natural birthright and prime purpose to make the most of our self and our lives. While we may sometimes be limited in our physical options we are always totally free to choose our mental and emotional response. We can choose to be our best.

It is learning to choose a positive response to negative situations that allows us to ultimately triumph. Hence the ancient truth; 'it's not what happens that makes the biggest difference, it's how you respond to what happens, that make the difference'.

There are two big forces at work, external and internal. We have very little control over external forces such as tornados, earthquakes, floods, disasters, illness and pain. What really matters is internal force. How do I respond to those disasters? Over that I have complete control

Leo Buscaglia

....being judgmental about your own behavior is actually another cop-out because it makes you feel as though you're doing something virtuous

Barbara Sher

The ancestor of every action is a thought.

Emerson

Response-Ability is the birthplace of inner freedom and the foundation of personal power. Like a muscle, the more you exercise it the stronger it grows. Practise choosing your response on the little things, and as you build the muscle, it will become easier to choose on the big things.

Overcoming my temper is an ongoing goal that I seek to live in the moment of every day. And while there may still be many more steps on my path to fully achieving it, when I measure myself against where I've come from I realise just how far I've travelled and how much I've grown. If I hadn't discovered the magic of response-ability and goal setting I would have never even embarked on the journey in the first place.

Self Actualisation: Change the way that you think about everything and everything about you will change.

Thought is the first creation. Everything that has ever been created in the history of the world began as someone's idea. Every great work of art, every empire, every achievement was once just a thought in somebody's head. Likewise every habit, every action, and every emotion also begins as a thought.

Thought creates emotion, and the combination of thought plus emotion begins to influence our behaviour. Repeated behaviour becomes habit. Habits shape our circumstances, which in turn trigger more thoughts of either acceptance or rejection of our circumstances, and the cycle continues again.



As human beings, our greatness lies not so much in being able to remake the world -- that is the myth of the atomic age -- as in being able to remake ourselves

Mahatma Gandhi

Every dawn, each man is offered, again, the freedom of choice...

While life remains, there is always the opportunity to remake the world.

Jim Coleman

Between stimulus and response, there is a space. In that space lies our

freedom and power to choose our response. In our response lies our growth and freedom

Victor Frankl

We all live in a self-actualisation cycle like the one on the last page. The cycle can either lift us up towards personal development, or send us spiralling down into personal decline. The choice is invariably ours regardless of circumstances, because the cycle always begins with a thought, and that we are totally free to choose.

The key with this principle and run of the Lift ladder is to ask yourself: **‘am I consciously and proactively choosing my response, or am I being re-active, unconscious, and giving away my power?’**

Principle 6: Maintain a Positive Focus

Think about what you want, not what you fear

We live in a constant state of becoming, continually changing, perpetually self-manifesting. It’s as if the Universe were a big dream machine that responds to our energy and manifests or creates in accordance with our wishes.

Our ability to **wish** and control what the dream machine creates is our ability to choose our focus. It is our ‘response-ability’ because no body else can do it for us. Each individual must **choose** the direction of their focus, which in turn steers the direction of their life, and the quality of what they create and attract through the Universe.

When you choose to focus on the positive in your life, in your self, in your situations, you generate an energy that, like radio waves, transmits your intention and attracts back the people, things and situations that are in harmony with it. The same thing happens when you focus on the negative, only this time you set up a negative attraction.

By taking response-ability for the focus of your thinking and choosing to concentrate on the positive, you cause an effect in all the areas your self actualisation cycle and create a positive chain reaction. – Your mind becomes inspired, your emotions become motivating, your behaviour has purpose, your habits are empowering, you consciously design your life. Any justification or blame turns into feedback and learning.

Hence by taking response-ability your actualisation cycle becomes **pro-active** instead of reactive, and empowering rather than self-limiting.

In the long run, we shape our lives, and we shape ourselves. The process never ends until we die. And the choices we make are ultimately our responsibility

Eleanor Roosevelt

By attempting to avoid the responsibility for our own behaviour, we are giving away our power to some other individual or organization.

In this way, millions daily attempt to escape from freedom.

M Scott Peck

The mind is its own place, And in it self, can make a Heav’n of Hell, or a Hell of Heav’n.

John Milton

At each stage of the cycle the power grows stronger and the attraction or creation energy becomes greater.

Anyone who has ever worked to end an addiction like smoking will know that it’s much easier to break the cycle at the mental level of thought, than it is once it reaches the physical level of habit and craving.

With all forms of creation, whether of a new habit, or the achievement of an external goal, the key is to ‘maintain a positive focus’ and in so doing you’ll raise your awareness, increase your energy and begin to operate from your **super conscious mind**.

Your Super Conscious: Intuition on tap, just ask.

Your super conscious is that part of your mind that is connected to your higher self and collective or Universal consciousness. Thought is energy and energy never dies it simply changes vibration and form. Each person’s individual consciousness is like a wave rising up from the ocean, at the end of its individual existence it doesn’t actually cease, it simply merges back with the whole again.

By maintaining a positive focus, you attain a state of mind where your super conscious begins to bring you insights and ideas from the ocean of collective consciousness, thoughts that you hadn’t already conceived or considered in any way. Many great people have testified to the power of the super conscious and have credited it with their highest achievements.

Thomas Edison, the greatest inventor of the 20th century declared that he never had an original idea – instead he simply plucked them from the air. Mozart stated that many of his compositions came to him **fully formed**, complete in every detail, but he was hearing them in his mind for the very first time.

This mental faculty isn’t the reserve of just great people. They have simply learnt to use what is available to all of us. While it’s your subconscious mind that deals with pattern recognition, such as spotting lots of cars like yours, it’s your super conscious mind that deals with **pre-cognition** and inspiration. Many people have experienced

I learnt that nothing is impossible when we follow our inner guidance, even when its direction may threaten us by reversing our usual logic

Gerald Jampolsky

You become what you think about

Earl Nightingale

Each time you complete an act of creation, you focus a life force. And since life begets life, this energy seeks to enlarge its expression through new creation. In the stage of completion, your being is ready for another act of creation.

Robert Fritz

receiving insights prior to an event. In its milder form pre-cognition is a hunch, when full blown it's a complete vision, of what to do, where to go, and how to proceed. To access your super conscious mind, just like your subconscious, all you need do is command it through thinking the right thoughts.

As Above So Below: Your subconscious, super conscious, and Universe are totally impartial to your wishes. They simply respond to your energetic intention.

The thoughts that you think trigger emotions and chemical messengers that together affect the very cells of your being. Thereby your physical body becomes encoded with the vibration of your mind/emotions and continues to radiate out that energy like a battery.

Every living thing has an electro magnetic field that is constantly changing, transmitting its energy and attracting back in like manner.

When I first came into contact with the philosophy of positive thinking I had been though a difficult time, had become depressed, and was blind to the fact that I was actually quite negative.

After thinking a few positive thoughts for a couple of days, I wondered why I still had negative people and situations showing up in my life, and began to think that the entire philosophy was rubbish. What I still needed to learn was that the whole body, not just the mind and emotions, transmits an energy that the Universe responds to. Only by 'maintaining a positive focus' for some time was I able to shift my vibration and create a new dominant energy and attraction, hence drawing new people, situations and experience into my life.

I only really learned this lesson of the law of attraction when 5 years into my journey of positive thinking my life completely fell apart, my relationship, my career, and my finances. Needless to say I also broke down mentally and emotionally, which actually turned out to be a great **break through** and afforded me a much clearer insight into myself. I saw that while I was entering into situations with a positive focus, this was only the surface energy, and underneath that was a negative fear energy that was actually much stronger.

Our attitudes control our lives. Attitudes are a secret power working 24 hours a day, for good or bad. It is of paramount importance that we know how to harness and control this great force

Tom Blandi

Aim for success not perfection. Remember that fear always lurks behind perfectionism. Confronting your fears and allowing yourself the right to be human can, paradoxically, make you a far happier and more productive person

Dr David Burns

Decree a thing and it shall be established unto thee.

Job 22:28

Typically it would be fear of loss, such as loss of liberty, loss of possession, loss of opportunity, that would motivate me into action, and which I would then think positively about. Acting out of fear, but thinking positively about it, set up a duel and conflicting energy within me that was attracting both negative and positive into my life.

It took a breakdown, mentally, emotionally, and physically, to see the reality of my situation and myself, and to release the trapped heavy emotional energy that I had been holding onto for so long, which then freed me to move to a higher level.

It is not necessary for you to have the same experience in order to learn the same lesson. All that is required is to ask the key question concerning this principle and run on the Lift ladder: **'what's my motivating energy? Am I coming from fear or love – is my focus on what's right or wrong, the problem or the solution?'**

Principle 7: Involve to Evolve

We live in an age of great networks, associations and freedom of information. Use it, and contribute to it.

The seventh and last run on the Lift ladder centres on considering other people when evaluating opportunities, searching for answers, and making decisions about life direction and goals. As with the other six principles that precede it, this principle has many aspects and can be applied in several ways – firstly by asking the question, **'who do I know that could help me with this decision, overcoming this challenge, or achieving this goal?'**

It has never been easier to benefit from the knowledge, experience and wisdom accumulated by someone else. More books are now available giving specialist advice, more experts offering professional services, and more people have access to the internet and its vast wealth of information than ever before. A virtual world of knowledge spanning the history of humanity is waiting at the nearest on-line computer. In addition to these channels of information, the principle, being multidimensional, also refers to **Involving** or turning within yourself, in order to **Evolve** or elevate your understanding by accessing your own inner wisdom.

I think, therefore I am.

Rene Descartes

In times of change, the learners inherit the earth, while the learned find themselves beautifully equipped to deal with a world that no longer exists.

Eric Hoffer

You can never know the answer if you don't ask the question

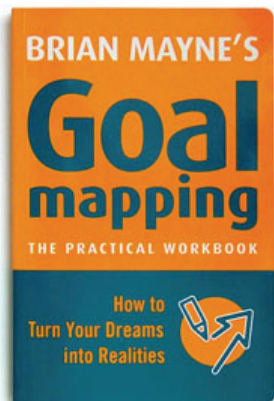
Unknown

Try this experience. Sit silently by yourself, holding your objective or challenge in mind, and maintain a positive focus. Keep an upright posture with a straight back and rhythmic breathing – in through the nose right down to the stomach, before exhaling out through your mouth. After 1 minute of breathing push the tip of your tongue up to the roof of your mouth. This will help to activate your right-brain.

In this mental state you are opening your mind to your own inner wisdom and higher guidance, and should start to receive answers, insights and ideas. In addition many people benefit from imagining that they have a team of advisers, sometimes comprising famous people from history, who help them reach decisions and find answers.

As a final point and question on this principle, ask yourself, **'if I make this decision, go down this path, take this opportunity, or pursue this goal – how will it affect those people who I am already involved with, such as family, friends, and colleagues?'**

Whether you apply these principles as a solution generator for specific situations, or as a guide to your ways of being spanning a lifetime, the Seven Principles themselves – **Raise Your Awareness, Develop Possibility Consciousness, Find Balance, Be on Purpose, Become Fully Response-Able, Maintain a Positive Focus and Involve to Evolve** stand like timeless guides, and will serve you whatever you path.



Read more by buying the book. **Goal Mapping: The Practical Workbook** by Brian Mayne is available now priced £9.99.

[+ Add To Cart](#)