

AWAKEN

THE GIANT WITHIN

BOOK SUMMARY



weGrow 

Book Summary

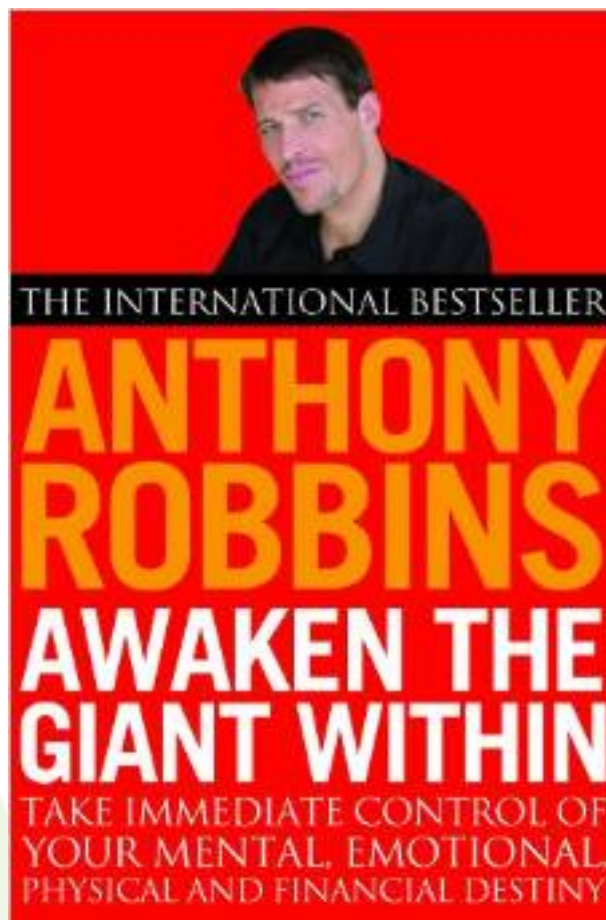
Awaken The Giant Within

(Anthony Robbins)

DISCLAIMER

All credit goes to **Anthony Robbins** and his book **Awaken The Giant Within**. All copyrights and trademarks are property of their respective owners. Our goal is only to promote the amazing books that Anthony Robbins has created. Please buy the full book below:

<http://amzn.to/1z4Yjq0>



Contents

Dreams of destiny	3
Decisions: the pathway to Power	4
The force that shapes our life	5
Belief systems: the power to create and the power to destroy	6
Can change happen in an instant?	7
How to change anything in your life: The science of Neuro-Associative Conditioning	8
How to get what you really want	9
Questions are the answer	10
The vocabulary of ultimate success	11
The power of life metaphors	11
The 10 emotions of power	12
6 steps to Emotional Mastery	13
The 10 Action Signals	14
The 10 emotions of power	15
The magnificent obsession – creating a compelling future	15
The 10 day mental challenge	16
Ultimate influence: the master system	18
Life Values: your personal compass	19
References: the fabric of life	19
Identity: the key to expansion	21
The seven days to shape your life	22
Day 1: Emotional destiny - the only true success	22
Day 2: Physical Destiny – Prison of pain or palace of pleasure	22
Day 3: relationship destiny – the place to share and care	24
Day 4: financial destiny – small steps to a small (or large) fortune	24
Day 5: Be impeccable: your code of conduct	25
Day 6: Master your time and your life	25
Day 7: Rest and Play - even God took one day off!	26

Dreams of destiny

Most people have no idea of the giant capacity we can immediately command when we focus all of our resources on mastering a single area of our lives.

For changes to be of any true value, they've got to be lasting and consistent:

Step 1: raise your standards

Step 2: change your limiting beliefs. Our beliefs are like unquestioned commands, telling us how things are, what's possible and what's impossible, what we can or can not do. They shape every action, every thought, and every feeling that we experience. We must develop a sense of certainty that we can and will meet new standards before we actually do.

Step 3: change your strategy. In order to keep your commitment, you need the best strategies for achieving results.

In life, lots of people know what to do, but few people actually do what they know. Knowing is not enough! You must take action.

The 5 areas that impact us most:

1. *Emotional Mastery*: every thing we do is to change the way we feel
2. *Physical Mastery*: health, feeling powerful and energized will make you feel in control of your life
3. *Relationships Mastery*: the greatest resource you need is relationships because it opens the doors to every other resource you need.
4. *Financial Mastery*: to forge a financial destiny of abundance, learn first how to change what causes scarcity in your life, and then how to experience on a consistent basis the values, beliefs, and emotions that are essential to experiencing wealth and holding on to it and expanding it
5. *Time Mastery*: this is not about time management, it is more about allowing your ideas, your creations, even your own potential, the time to reach full fruition. People overestimate what they can accomplish in a year, and underestimate what they can accomplish in a decade.

Decisions: the pathway to Power

How am I going to live today in order to create the tomorrow I'm committed to? What am I going to stand for from now on?

In essence, if we want to direct our lives, we must take control of our consistent actions. It's not what we do once in a while that shapes our lives, but what we do consistently. Decisions precede actions. It is in the moments of your decisions that you shape your destiny.

Decide who and what you are committed to having and being in your life. This is much more than something you would "like", this is a must, a solid commitment. If you don't set a baseline standard for what you'll accept in your life, you'll find it's easy to slip into behaviors and attitudes or a quality of life that's far below what you deserve.

You must know that you can make a new decision right now that will immediately change your life – a decision about a habit you'll change or a skill that you'll master, or how you'll treat people.

Your life changes the moment you make a new, congruent, and committed decision. Making a true decision means committing to achieving a result, and then cutting yourself off from any other possibility.

Realize that decision making, like any skill you focus on improving, gets better the more often you do it. The more often you make decisions, the more you'll realize that you truly are in control of your life.

The 3 decisions that control your destiny are:

- Your decisions about what to focus on
- Your decisions about what things mean to you
- Your decisions about what to do to create the results you desire

Your brain has constructed an internal system for making decisions, which is comprised of five components:

1. Your core beliefs and unconscious rules
2. Your life values
3. Your references
4. Your habitual questions
5. Your emotional states

The scary thing is that most people never consciously set this system up. Instead, it's been installed through the years by sources as diverse as parents, peers, teachers, television, advertisers and the culture at large.

The good news is that we can override this system by making conscious decisions at any moment in our lives.

The final impediment to really utilizing the power of decision is that we must overcome our fears of making the wrong decisions. You're going to screw up! You must commit to learning from your mistakes rather than beating yourself up, or you're destined to make the same mistakes again in the future.

"Life is either a daring adventure or nothing".

The force that shapes our life

Every thing we do is either out of our need to avoid pain or our desire to gain pleasure.

What prevents you from changing? The answer is simple. Even though you know that all these actions would benefit you – that they could definitely bring pleasure to your life – you fail to act simply because in that moment you associate more pain to doing what's necessary than missing the opportunity.

Why is it that people can experience pain yet fail to change? They haven't experienced enough pain yet; they haven't hit the "emotional threshold".

What you link pain to, and what you link pleasure to shapes your destiny.

What are some of the experiences of pain and pleasure that have shaped your life?

If we link massive pain to any behaviour or emotional pattern, we will avoid indulging in it at all costs. We can use this understanding to harness the force of pain and pleasure to change virtually anything in our lives.

Although we'd like to believe it's our intellect that really drives us, in most cases our emotions – the sensations that we link to our thoughts – are what truly drive us. We have built neuro-associations in our nervous system to define the experiences that bring us pain or pleasure. Many times we try to override the system, but in order for the change the last, we must link pain to our old behaviour and pleasure to our new behaviour.

The truth is that we can learn to condition our minds, bodies and emotions to link pain or pleasure to whatever we choose. By changing what we link pain and pleasure to, we will instantly change our behaviors.

The problem is that most of us base our decisions about what to do on what's going to create pain or pleasure in the short term instead of the long term.

Most of the things that are valuable in our lives require us to go against the basic conditioning of our nervous system and be willing to overcome our fear of rejection and vulnerability.

Belief systems: the power to create and the power to destroy

It's never the environment, it's never the events of our lives, but the meaning we attach to the events – how we interpret them – that shapes who we are today and who we'll become tomorrow.

What are our beliefs designed for? They're the guiding force to tell us what will lead to pain and what will lead to pleasure. Our beliefs are driven by our generalizations about what we've learned could lead to pain and pleasure. These generalizations guide all of our actions and thus the direction and quality of our lives.

Generalizations can be very useful, as they simplify our lives and allow us to function providing enough references to create a sense of certainty that allows us to follow through. In more complex areas of our lives, generalizations can oversimplify and sometimes create limiting beliefs.

We need to remember that most of our beliefs are generalizations about our past, based on our interpretations of painful and pleasurable experiences. The challenge is threefold:

1. Most of us do not consciously decide what we're going to believe
2. Often our beliefs are based on misinterpretation of past experiences
3. Once we adopt a belief, we forget it's merely an interpretation

If you want to create long-term and consistent changes in your behaviors, you must change the beliefs that are holding you back.

What is a belief? It is a feeling of certainty about something supported by a number of references to support the idea. With enough emotional intensity and repetition, our nervous systems experience something as real, even if it hasn't occurred yet. So the question is not which of your beliefs is true, the question is which belief is most empowering.

If you're going to make an error in life, err on the side of over-estimating your capabilities.

One of the biggest challenges in anyone's life is knowing how to interpret "failures". We need to remember that how we deal with adversity and challenges will shape our lives more than almost anything else.

So how to change a belief? The most effective way is to get your brain to associate massive pain to the old belief. Then you must associate tremendous pleasure to the idea of adopting a new, empowering belief.

Can change happen in an instant?

All changes are created in an instant, so why is it that most people think change takes so long? One reason, obviously, is that most people have tried time and time again through willpower to make changes, and failed. The assumption that they then make is that important changes must take a long time and be very difficult to make.

In reality, it's only difficult because most of us don't know how to change! We don't have an effective strategy. Willpower in itself is not enough, not if we want to achieve lasting change.

If we are going to succeed in creating long-term change, once we effect a change we should reinforce it immediately. Then, we have to condition our nervous systems to succeed not just once, but consistently. You wouldn't go to a fitness class just one time and say: "Okay, now I've got a great body and I'll be healthy for life!" The same is true of your emotions and behaviour.

The first belief we must have if we're going to create change quickly is that we can change now. After all, if you are able to create a problem in a moment, you should be able to create a solution too!

The second belief that you and I must have if we're going to create long-term change is that we are responsible for our own change, not anyone else.

Long-term change requirements:

- Something must change
- I must change it
- I can change it

Each time we experience a significant amount of pain or pleasure, our brains search for the cause and record it in our nervous systems to enable us to make better decisions about what to do in the future.

How to change anything in your life: The science of Neuro-Associative Conditioning

1. **Decide what you really want and what's preventing you from having it now**

This is about what you do want, so that you have something to move towards.

2. **Get leverage: associate massive pain to not changing now and massive pleasure to the experience of changing now!**

The only way we're going to make a change now is if we create a sense of urgency that's so intense that we're compelled to follow through. If you have tried to change and failed to do so, this simply means that the level of pain for failing to change is not intense enough. You have not reached threshold, the ultimate leverage. So why would someone not change when they feel and know that they should? They associate more pain to making the change than to not changing. To get true leverage, ask yourself pain-inducing questions: "what will it cost me if I don't change?" "Ultimately, what will I miss out on in my life if I don't make the shift?" If it does not create enough leverage, then focus on how it affects your loved ones. The second step is to use pleasure-associating questions to help you link those positive sensations to the idea of changing.

3. **Interrupt the limiting pattern**

Have you ever seen a fly that's trapped in a room? It immediately searches for the light, so it heads for the window, smacking itself against the glass again and again, sometimes for hours. Have you ever noticed people do this? They're highly motivated to change but all the motivation in the world won't help if you try to get outside through a closed window. You've got to change your approach.

4. **Create a new, empowering alternative**

The failure by most people to find an alternative way of getting out of pain and into the feelings of pleasure is the major reason most people's attempts at change are only temporary.

5. **Condition the new patter until it's consistent**

The simplest way to condition something is simply to rehearse it again and again until a neurological way is created. If you imagine doing an empowering alternative with emotional intensity it works too. Your brain won't tell the difference between vividly imagining and something you actually experience. It is important to set up a schedule to reinforce your new behaviour. How can you reward yourself for succeeding? Do it early, as soon as you take action, reward yourself to link great pleasure to change. Any pattern of emotion or behaviour that is continually reinforced will become an automatic and conditioned response. Anything we fail to reinforce will eventually dissipate. Reinforcement happens immediately after it occurs.

6. **Test it!**

Make sure it is going to work in the future with some future pacing: imagining yourself in a future situation using your change, and see how you feel. Also check the ecology of your

change: the consequences on you and on other around you, and the alignment with your values.

How to get what you really want

Whatever you want, at the root, you want it because you see it as a means to achieving a certain feeling, emotion, or state that you desire.

We can instantly change what we believe will lead to pain or pleasure by redirecting our focus and changing our mental-emotional-physiological states.

Emotion is created by motion. Everything that we feel is the result of how we use our bodies. Once you learn how you use your body when in certain emotional states, you can return to those states, or avoid them, simply by changing your physiology.

The key to life is to make you feel good when you don't, or even when you don't want to feel good.

Whatever we focus on becomes our idea of the reality. So focus on where you want to go, not on what you fear. So make sure you condition yourself to be positive and to direct your mind. How? The most powerful tool to control focus is the use of questions. For whatever you ask, your brain provides an answer; whatever you look for, you'll find.

You can use sub-modalities to change your state. The keys to live your life in a way that causes you to feel tones of pleasure and very little pain are:

1. To be able to change your state instantly
2. To be able to change your state in any environment
3. To establish a set of habitual patters of using your physiology and focus so that you consistently feel good without any conscious effort whatsoever

Do you know how to make yourself feel good? The key is to create a huge list of ways to make yourself feel good, and make you go from pain to pleasure. Then develop a plan for pleasure each day and every day. Don't just randomly hope that pleasure will somehow show up, set yourself up for ecstasy!

Questions are the answer

Thinking is nothing but the process of asking and answering questions. So if we want to change the quality of our lives, we should change our habitual questions. These questions direct our focus, and therefore how we think and how we feel. Quality questions create a quality life.

How do questions work?

1. Questions immediately change what we're focusing on and therefore how we feel
2. Questions change what we delete. If you are really feeling sad, it's because you're deleting all the reasons you could be feeling good, and vice versa. A good question for that is "What's really great in your life?" or "What's great about this?" or "How can I learn from this so that this never happens again?"
3. Questions change the resources available to us. A good question to ask in times of difficulty is "how can I turn this around?"

The problem-solving questions:

1. What is great about this problem?
2. What is not perfect yet?
3. What am I willing to do to make it the way I want it?
4. What am I willing to no longer do in order to make it the way I want it?
5. How can I enjoy the process while I do what is necessary to make it the way I want it?

The morning power questions:

1. What am I happy about in my life now?
2. What am I excited about in my life now?
3. What am I proud about in my life now?
4. What am I grateful about in my life now?
5. What am I enjoying most in my life right now?
6. What am I committed to in my life right now?
7. Who do I love? Who loves me?

The evening power questions:

1. What have I given today?
2. What did I learn today?
3. How has today added to the quality of my life?

The vocabulary of ultimate success

With Words we not only create emotions, we create actions. And from our actions flows the results of our lives. If you want focus, all you need to do is ask the right questions, using the right words.

The words you habitually choose also affect how you communicate with yourself and therefore what you experience.

People with an impoverished vocabulary live an impoverished emotional life ; people with rich vocabularies have a multihued palette of colors with which to paint their experience, not only for others, but for themselves as well. Most people are not challenged, though, by the size of the vocabulary they consciously understand, but rather by the words they choose to use. Many times, we use words as shortcuts, but often these shortcuts change us emotionally.

To consciously control our lives, we need to consciously evaluate and improve our consistent vocabulary to make sure that it is pulling us in the direction we desire instead of that which we wish to avoid.

For example, if you develop a habit of saying you “hate” things – you “hate” your hair, you “hate” mornings, you “hate” your job, you “hate to do something” – do you think this raises the intensity of your negative emotional states more than if you were to use a phrase like “I prefer something else”?

The words we attach to our experience become our experience.

Transformational Vocabulary can allow us to intensify or diminish any emotional state, positive or negative. This means it gives us the power to take the most negative feelings in our lives and lower their intensity to the point where they no longer bother us, and take the most positive experiences and move them to even greater heights of pleasure and empowerment.

You can also use modified like “just” or “a bit” or “slightly”

The power of life metaphors

Destroy the blocks, break down the wall, let go of the rope, and dance your way to success

If you are feeling really bad about something, take a quick look at the metaphors you’re using to describe how you are feeling, or why you are not progressing, or what is getting in the way. Often you’re using a metaphor that intensifies your negative feelings.

When people are experiencing difficulties, they frequently say things like “I feel like the weight of the world is on my back” or “there’s a wall in front of me, and I just can’t break through”. But disempowering metaphors can be changed just as quickly as they were created. If something can’t make progress because they keep hitting a wall, they can just stop hitting it and drill a hole through it, or climb over it or open the door and go through it.

Anytime you use the words “I feel like” or “This is like” is often a trigger for the use of a metaphor.

Do you think that the metaphors you use in representing to yourself as well as to others what your relationship is like affect the way you feel about it and how you relate to one another? You bet! You may not feel passionate for a “partner”, but you certainly would for your “lover”.

Stonecutter metaphor:

When nothing seems to help, I go and look at the stonecutter hammering away at his rock, perhaps 100 times without so much as a crack showing in it. Yet at the 101st blow it will split in two, and I know it was not that blow that did it, but all that had gone on before.

Remember the stonecutter and keep hammering away!

Limiting metaphors elicitation:

1. What is life like?
2. Make a list of all the metaphors you link to relationships or marriage
3. Pick another area of your life that impacts you most
4. Create new, more empowering metaphors for each of these areas
5. Finally, decide that you are going to live with these new, empowering metaphors for the next thirty days

Write these metaphors down and study their impact. Notice the positive and negative consequences of each of your metaphors. Exploring them can create new choices for your life.

The 10 emotions of power

There are 4 basic ways in which people deal with their emotions:

1. **Avoidance.** We all want to avoid painful emotions. As a result, most people try to avoid any situation that could lead to the emotions that they fear, or worse, some people try not to feel any emotions at all! Ultimately you can't avoid feeling. A much more powerful approach is to learn and find the hidden, positive meaning in those things you once thought were negative emotions.
2. **Denial.** People often try to disassociate from their feelings by saying, “it doesn't feel that bad”. Experiencing an emotion and trying to pretend it's not there only creates more pain. If the message your emotions are trying to deliver is ignored, the emotions simply increase their amperage; they intensify until you finally pay attention.
3. **Competition.** Rather than learn the positive message their emotion is trying to give them, many people intensify it and make it even worse than it is. They begin to pride themselves on being worse off than anyone else. It then becomes a self-fulfilling prophecy where the person ends up having an investment of feeling bad on a regular basis. A much more powerful and healthy approach to dealing with the emotions that we think are painful is to realize that they serve a purpose.

4. **Learning and Using.** Emotions, even those that seem painful in the short term, are truly like an internal compass that points you toward the actions you must take to arrive at your goals.

The only way to effectively use your emotions is to understand that they all serve you. The emotions that you once thought of as negative are merely a call to action. Rather than emotions, you can call it Action Signals.

Your past does not equal your future!

We are always waiting for the right person or the right situation to come along before we feel good. But who determines whether this is the right person or situation? When you do feel good, who's making you feel good? You are! So why creating complex rules that allow you to feel good? You don't need any special reason to feel good, you can just decide to feel good right now, simply because you want to.

What is the message of these Action Signals? They're telling you that what you're currently doing is not working, that the reason you have pain is either the way you're perceiving things or the procedures you're using: specifically the way you're communicating your needs and desires to people, or the actions you're taking.

6 steps to Emotional Mastery

These steps will help you to very quickly break your limiting patterns, to find the benefit of your painful emotion, and to set yourself up so that in the future you can get the lesson from the emotion and eliminate the pain more quickly.

STEP 1: Identify what you are really feeling

STEP 2: Acknowledge and appreciate your emotions, knowing they support you

STEP 3: Get curious about the Message this emotion is offering you

STEP 4: Get confident that you can handle this emotion immediately

STEP 5: Get certain that you can handle this not only today, but in the future as well

STEP 6: Get excited about handling this emotion, and take action!

Remember, the best time to handle an emotion is when you first begin to feel it.

The 10 Action Signals

In order to prevent yourself from even having to use the 6 steps, you may find it useful to have a conscious understanding of what positive message each of your major emotions of action signals is trying to give you.

Action Signal	The message	The solution
DISCOMFORT	Boredom, impatience, unease, distress, or mild embarrassment are all sending you a message that something is not quite right	Clarify what you want Refine your actions and try a slightly different approach
FEAR	The anticipation that something that's going to happen soon needs to be prepared for	Evaluate what you must do to prepare yourself mentally.
Hurt	We have an expectation that has not been met	Realize that in reality you may not have lost anything. Ask yourself how you might be judging this situation too soon or too harshly
Anger	An important rule or standard that you hold for your life has been violated	Realize that you may have misinterpreted the situation completely Realize that your rules may not be the right rules Interrupt the anger by asking yourself: "What can I learn from this?" How can I communicate the importance of these standards to this person?"
Frustration	Your brain believes you could be doing better than you currently are	Brainstorm new ways to get a result Find a role model Get fascinated by what you can learn
Disappointment	An expectation you have had is probably not going to happen	Immediately figure out something you can learn from this situation that could help you in the future Set a new goal, something that will be even more inspiring and something you can make immediate progress toward Realize that you may be judging too soon (God's delays are not God's denials)
Guilt	You have violated one of your own highest standards, and that you must do something immediately to ensure that you're not going to violate that standard again in the future	Acknowledge that you have violated a critical standard you hold for yourself Commit yourself to making sure this behaviour will never happen again in the future
Inadequacy	You don't presently have a skill necessary for the task at hand. It's telling you that you need more information, understanding, strategies, tools or confidence	Ask: "is this really an appropriate emotion for me to feel in this situation? Am I really inadequate or do I have to change the way I'm perceiving things?" Appreciate the encouragement to improve Find a role model and get some coaching
Overload or Overwhelm	You need to re-evaluate what's most important to you in this	Decide what is the most important thing for you to focus on

	situation	Write down all the things that are most important for you to accomplish and put them in order of priority Tackle the first thing on the list
Loneliness	You need a connection with people	Reach out and make a connection with people Identify what kind of connection you need Appreciate that it means that you really care about people and love to be with them

The 10 emotions of power

1. LOVE AND WARMTH
2. APPRECIATION AND GRATITUDE
3. CURIOSITY
4. EXCITEMENT AND PASSION
5. DETERMINATION
6. FLEXIBILITY
7. CONFIDENCE
8. CHEERFULNESS
9. VITALITY
10. CONTRIBUTION

Plan these emotions daily, and watch your whole life grow with a vitality that you've never dreamed of before.

The magnificent obsession – creating a compelling future

Many people in life know what they should do, but they never do it. The reason is that they're lacking the drive that only a compelling future can provide.

If we want to discover the unlimited possibilities within us, we must find a goal big enough and grand enough to challenge us to push beyond our limits and discover our true potential.

The most important key to goal setting is to find a goal big enough to inspire you, something that will cause you to unleash your power. In order to truly find that inspiration and achieve those impossible goals, we must suspend our belief systems about what we're capable of achieving.

All goal setting must be immediately followed by both the development of a plan, and massive and consistent action toward its fulfilment.

See the Wheel of Life compass

If we decide to be happy now, we'll automatically achieve more. While goals provide a magnificent direction and a way to focus, we must constantly strive to live each day to its fullest,

squeezing all the joy we can out of each moment. The direction we're heading is more important than the individual results.

The key to achieving a goal is to be committed. Persistence even overshadows talent as the most valued and effective resource in creating and shaping the quality of life.

Life is constantly testing us for our level of commitment, and life's greatest rewards are reserved for those who demonstrate a never-ending commitment to act until they achieve.

Once you decide that something is a priority, you give it tremendous emotional intensity, and by continually focusing on it, any resource that supports its attainment will eventually become clear. This is the power of the RAS (Reticular Activating System). Therefore, it is not crucial to exactly understand how you'll achieve your goals when you first set them. Trust that your RAS will point out what you need to know along the way.

The most important thing you can do to achieve your goals is to make sure that as soon as you set them, you immediately begin to create momentum, take immediate action.

The 3 steps for goals setting:

1. Get the list of your top goals
2. Get clear on the "why"
3. Develop the ritual of reviewing your goals and rehearsing the joy of their achievement daily
4. Surround yourself with role models

The 10 day mental challenge

The mark of a champion is consistency – and true consistency is established by our habits.

Knowing what to do is not enough, you must do what you know.

Just in a similar approach as weeding the garden, we have to be able to notice when we start to have a negative pattern – not beat ourselves up about it, and not dwell on it – but simply break the patterns as quickly as we discover them, and replace them with the new seeds of mental, emotional, physical, financial, spiritual, and professional success. How do we break these patterns when they show up? You already have the answer: simply remember the 6 steps of NAC:

1. Decide what you want
2. Get leverage on yourself: how would you feel if you finish this book and don't establish new patterns? In contrast, how will you feel as you truly use what you've learned to take immediate control of your mind, body, emotions, finances, and relationships?
3. Interrupt the limiting pattern. One idea is to go on a "mental diet": set a period of time and take conscious control of all your thoughts by eliminating negative and destructive patterns of thinking and feeling.

For the next ten days, beginning immediately, commit to take full control of all your mental and emotional faculties by deciding right now that you will not indulge in or dwell on any un-resourceful thoughts or emotions for ten consecutive days.

You could change your worried state immediately by focusing on a solution. You could ask yourself a better question, like: “What do I need to do right now to make this better?” Or you could change the vocabulary you are using to describe the sensations you are feeling: “worried” to “a little bit concerned”.



Ultimate influence: the master system

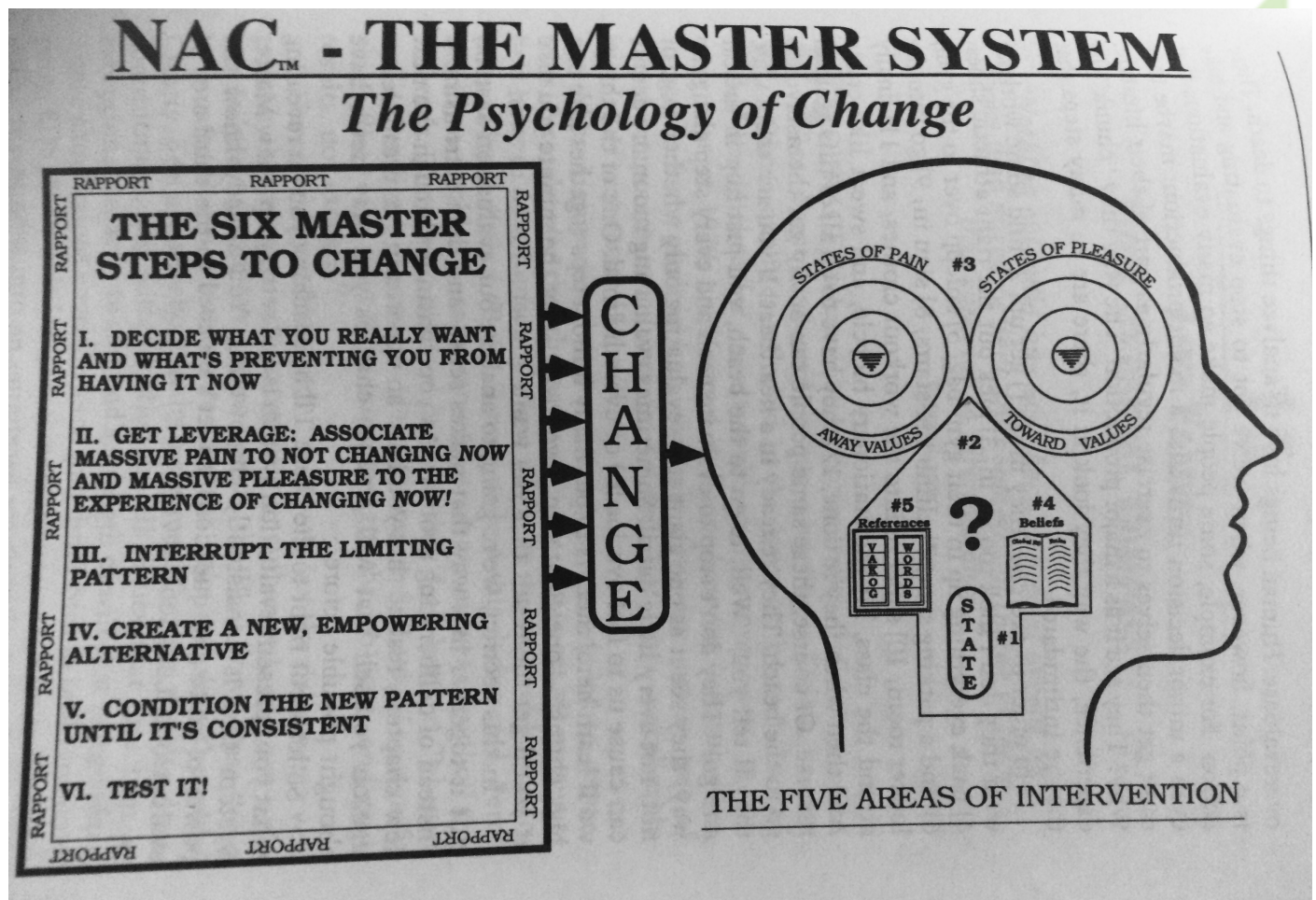
We all have a system or procedure that we go through in order to determine what things mean to us and what we need to do about them in virtually any situation in life.

The goal is to be able to evaluate everything in your life in a way that consistently guides you to make choices that produce results you desire.

The 5 key elements of our Master System of evaluation:

1. Your State
2. The Questions you ask
3. Your Values hierarchy
4. Your beliefs
5. Your reference experiences

Any change you want to do is either driven by the will to change how you feel or how you behave.



Life Values: your personal compass

“When you know what’s most important to you, decisions are quite simple”

See here: <http://wegrowcoaching.com/identify-your-values-in-order-of-priority-and-direct-your-decisions-in-life/>

References: the fabric of life

The larger the number and greater the quality of our references, the greater our potential level of choices. A larger number and greater quality of references enables us to more effectively evaluate what things means and what we can do.

References are all the experiences of your life that you’ve recorded within your nervous system – everything you’ve ever seen, heard, touched, tasted or smelled – stored away in the giant file cabinet of your brain. You also have references for things that have never happened – anything you’ve ever imagined in your mind is also stored in your brain as a memory.

Many of those references are organized to support beliefs. A belief is a feeling of certainty about what something means.

The key is to expand the references that are available within your life. Consciously seek out experiences that expand your sense of who you are and what you’re capable of, as well as organize your references in empowering ways.

The way we use our references will determine how we feel, because whether something is good or bad is all based on what you’re comparing it to.

You can borrow references from other people, for example by listening to stories or reading biographies.

Could it be possible that what seem like the worst days in our lives are actually the most powerful in terms of the lessons we can choose to learn from them?

If you want to expand your life, go for it! Pursue some experiences that you’ve never had before.

Take a moment and write down five of the most powerful experiences that have shaped who you’ve become as a person. Give not only a description of the experience, but how that experience impacted you. If you write down anything that impacted negatively, come up with another meaning, no matter what it takes. This may require some faith, it may require a new perspective you never would have considered before.

Now think about new experiences that would be very valuable for you to pursue.

“In order to really succeed at the highest level, to achieve what I really want for my life, what are some references I need?” Also think about fun references to have. Now decide when you are going to do these things, put a time line and a date on each.

What new experience could you pursue today that would expand your life? What kind of person will you become? Take action and enjoy exploring the possibilities.



Identity: the key to expansion

What we can or cannot do, what we consider possible or impossible, is rarely a function of our true capability. It is more likely a function of our beliefs about who we are.

If you've ever found yourself unable to even consider doing something, where your response to someone is "I could never do that" or "I'm just not that kind of person", then you've run up against the barriers of a limited identity.

Identity is the beliefs that we use to define our own individuality, what makes us unique. And our sense of certainty about who we are creates the boundaries and limits within which we live.

As we develop new beliefs about who we are, our behaviour will change to support the new identity.

If you have repeatedly attempted to make a particular change in your life, only to continually fall short, invariably the challenge is that you were trying to create a behavioural or emotional shift that was inconsistent with your belief about who you are.

How is identity formed? We look at what we do to determine who we are. Once we start acting in a certain way, we will continue to do so for consistency reasons and then progressively our identity will be formed.

So take a moment to define who you are. Who are you?

How do you define yourself? What is the essence of who you are? What metaphors do you use to describe yourself? What roles do you play? If you were looking in the dictionary under your name, what would it say?

You can always decide to redefine yourself. If your identity isn't everything you want it to be, then make it that way. Start by taking the following four steps to reinvent yourself:

1. Make a list right now of all the elements of your identity you want to have
2. If you'd truly like to expand your identity and your life, then right now, consciously decide who you want to be. Get excited, be like a kid again, and describe in detail who you've decided you are today. Take a moment to write down your expanding list.
3. Now develop a plan of actions you could take that would cause you to know that you're truly living consistently with your new identity. Pay special attention to the friends you're choosing to spend time with. Will they reinforce or destroy the identity you're creating?
4. The final step is to commit to your new identity by broadcasting it to everyone around you.

You are now at a crossroads. This is your opportunity to make the most important decision you will ever make: forget your past, who are you now?

The seven days to shape your life

Day 1: Emotional destiny - the only true success

Your outcome: take control of your consistent emotions and begin to consciously and deliberately reshape your daily experience of life.

Throughout this book, you have learnt that changing how you feel is the motivation behind virtually all of your behaviors. Thus, it's time that you develop a pro-active plan for dealing with the negative emotional patterns that you habitually experience. It's equally important that you give yourself the gift of expanding the amount and quality of time that you spend in a positive emotional state.

The arsenal of skills that you have for changing your emotional states is:

- Physiology
- Focus
- Questions
- Sub modalities
- Transformational Vocabulary
- Metaphors
- Nero-Associative conditioning
- Beliefs
- Compelling future
- Values
- Rules
- References
- Identity

The purpose of Day 1's exercise is simply to make you aware of your present emotional patterns and get you to utilize as many of the above-listed skills as necessary to guarantee that you shape your own emotional destiny daily.

1. Write down all the emotions that you experience in an average week
2. List the events or situations you use to trigger these emotions
3. Come up with an antidote for each negative emotion, and employ one of the appropriate tools for responding to the Action Signal. Be consistently focused on solutions instead of problems. Commit throughout this day to replacing the old, limiting emotion with a new, empowering emotion, and condition this new pattern until it's consistent.

Day 2: Physical Destiny – Prison of pain or palace of pleasure

Your outcome: just as you've learned to condition your nervous system to produce the behaviors that will give you the results you want, the physical destiny you experience depends on how you condition your metabolism and muscles to produce the levels of energy and fitness you desire.

Most people think that fitness implies health, but the truth is that they don't necessarily go hand in hand. If you achieve fitness at the expense of your health, you may not live long enough to enjoy your spectacular physique.

The optimum balance of health and fitness is achieved by training your metabolism.

All exercise programs require that you begin by building an aerobic base – a period of time during which your entire exercise program is exclusively based upon aerobic activity without any anaerobic exercise at all.

Aerobic means, literally, “with oxygen”, and refers to moderate exercise sustained over a period of time. Your aerobic system is your system for endurance and uses fat as your primary fuel.

On the other hand, anaerobic refers to exercises that produce short bursts of power. Anaerobic burns glycogen as its primary fuel, while causing the body to store fat.

The level of intensity determines whether you are using your aerobic or anaerobic system. Lower heart rates make your activities aerobic, and higher heart rates make them anaerobic.

The problem is that most people try to push themselves beyond their ideal heart rates, and they spend all their time exercising in an anaerobic state. What happens then is that in order to supply the immediate demand for blood that anaerobic exercise requires for the muscles that need it most, your body shunts blood from critical organs like your liver and kidneys. As a result these organs lose a large amount of oxygen, which significantly impairs their vitality and health.

The key is to train your metabolism to consistently operate in aerobic fashion. Your body won't burn fat unless you specifically train it to do so.

1. Warm up gradually to reach your optimum aerobic training zone. ($180 - \text{your age} = \text{ideal heart rate}$) during about 15 minutes.
2. Exercise within your aerobic training zone for at least twenty minutes, ideally working up to 30 to 45 minutes.
3. Take 12 to 15 minutes to cool down appropriately by walking or some other form of mild movement

People are often reluctant to commit to a workout because they link too much pain to it, either too much pain or the pain of not having enough time. But if you give this a try, you'll make two pleasant discoveries:

- You'll love working out this way because it produces pleasure and no pain
- You'll experience a level of physical vitality you've never felt before

If you are concerned about the amount of time it takes, think of ways in which you can maximize your time. Listen to tapes, read, watch the news, and make other productive uses of your time.

Start out with 3 sessions a week, with 15 minutes of warm up, 20 minutes at aerobic training zone and 15 minutes of cool down.

As you begin to develop your aerobic capacity, you can build power by adding anaerobic exercise to your regimen; such as fast repetitions with weights.

Action: develop a plan. Condition your metabolism to burn fat and produce consistent levels of energy by beginning a 10-day programme of aerobic exercise. Begin immediately!

Day 3: relationship destiny – the place to share and care

Your outcome: measurable enhance the quality of your personal relationships, and deepen your emotional connection with the people you care about most by reviewing the 6 fundamentals of successful relationships

Success is worthless if we don't have someone to share it with.

1. If you don't know the values and rules of the people with whom you share a relationship, you should prepare for pain
2. The only way a relationship will last is if you see your relationship as a place you go to give, and not a place you go to take
3. Identify the warning signals within your relationship that can flag you that you need to tackle a problem immediately before it gets out of hand
4. Make your relationships one of the highest priorities in your life
5. Focus each day on making the relationship better, rather than focusing on what might happen if it ended. Remember that whatever we focus on we'll experience. Never threaten the relationship to end.
6. Each day, re-associate to what you love about this person you're in a relationship with. Reinforce your feelings of connection and renew your feelings of intimacy and attraction. Engage in a never-ending quest to find new ways to surprise each other.

Actions:

1. Take the time today to talk with your significant other and find out what's most important to each of you in your relationships. What are your highest values in a relationship, and what has to happen for you to feel like those values are being fulfilled?

Check my blog [here](#) for more details on the Couple Compass

2. Decide that it is more important for you to be in live than to be right
3. Develop a pattern interrupt that you both agree to use when things become heated
4. When you feel resistance, communicate it with softeners
5. Plan regular date nights together, preferably once a week
6. Make sure you get a good, 180-second wet kiss every day!

Day 4: financial destiny – small steps to a small (or large) fortune

Outcome: take control of your financial future by learning the five fundamental elements for establishing wealth

Many people make the mistake of thinking that all the challenges in their lives would dissipate if they just had enough money. Earning more money, in and of itself, rarely frees people. It's equally ridiculous to tell yourself that greater financial freedom and mastery of your finances would not offer you greater opportunities to expand, share, and create value for yourself and others.

The most common reason most people do not become financially successful is that they have mixed associations to what it would take to have more money, as well as what it would mean to

have excess money. You are subconsciously teaching your mind that for you to do well would make you a “bad” person.

The second reason is that people think it’s too complex. They want an expert to handle it for them.

The third major belief that keeps people from succeeding financially and creates tremendous stress is the concept of scarcity. Most people live in a world where everything is limited. With this philosophy of life, in order for you to win, somebody else has to lose. True wealth, comes from the ability to take something that has very little value and convert it into something of significantly greater value.

The 5 fundamental lessons to create lasting wealth:

1. The ability to earn more income than ever before, the ability create wealth

The key to wealth is to be more valuable. How can you add 10 or 15 times more value in your organization right now? Devise a way to consistently add real value to people’s lives and you will prosper

2. Maintain your wealth

There is only one way: spend less than you earn, and invest the difference. Don’t develop a budget, develop a spending plan. Decide in advance what you want to spend rather than getting caught up in the moment

3. Increase your wealth

Spend less than you earn, invest the difference, and reinvest your returned for compounded growth. Make sure to develop your investment plan

4. Protect your wealth

Your net to protect your assets from frivolous attacks

5. Enjoy your wealth

Money is not the end; it’s only a means. Make sure to find a way to share its positive impact with people you care about, or the money will have no value. True wealth is an emotion: it is a sense of absolute abundance.

Day 5: Be impeccable: your code of conduct

Outcome: we need a clear-cut way to ensure that we consistently live the values to which we’ve committed ourselves, and a way of measuring whether or not we’re actually achieving that value on a daily basis.

1. Make a list of the states you are committed to experiencing every day in order to live in accordance with your highest principles and values (7 to 10 states).
2. Write a sentence next to each one describing how you will know you are doing it – in other words your rules for this state.
3. Make the commitment to yourself to genuinely experience each of these states at least once a day.

Day 6: Master your time and your life

Outcome: learn how to use time to your advantage rather than allowing it to rule your levels of satisfaction and stress.

Take control of the time frame you're focusing upon.

Manage your priorities according to importance rather than urgency.

Day 7: Rest and Play - even God took one day off!

You have worked hard, take a day off and have some fun! Be spontaneous, be outrageous, do something that takes you outside of yourself. What would create the most excitement for you?

How do you want to be remembered? Why wait to be memorable? Live each day as if it was one of the most important days of your life, and you'll experience joy at a whole new level. Know that you are guided along a path of never-ending growth and learning, and with it, the path of everlasting love.

