



## Module 3: Your Mind Knows More Than You Do

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## Module 3: Your Mind Knows More Than You Do

*“From long habit, the train of thought ran so swiftly through my mind that I arrived at the conclusion without being conscious of the intermediate steps!”* –**The words of Sir Arthur Conan Doyle’s Sherlock Holmes**

All this talk about the many nifty tricks your brain can perform amounts to nothing if you can’t use the information for something practical. Believe me; I wouldn’t waste your time with all of this background material unless it was necessary for your success. That being said, there are a few more points I need to make about how your mind works before we move on to another topic. I know you’re excited about learning how to better prepare yourself to be successful in the world of dating. You may even be thinking about skipping ahead to find out how to develop the skills needed to delve into the deep wells of intuition. I only ask that you stay with me on this subject for a few more minutes and focus your attention on L and R-Mode. You’ll understand why all of this is so important a little later on.

Maybe you’re different than most, but many of the people who consult me seeking advice about dating and relationships trust me more than they trust themselves. Don’t get me wrong. I know the value a good consultant. Personally, I don’t waste time with trial and error because I know I can leverage a consultant’s knowledge to rocket my success to the next level. If you have the resources available to pay a professional to train you in their particular area of expertise, your money would be well spent. The fee would have to be outrageous before I would advise you to walk away and try to do it yourself.

Nevertheless, confidence in your own ability to size up a situation and make a good judgment call is something I highly value as well. When I work with clients, I do my best to instill confidence in them every chance I get. I do my best to pose questions and reframe situations so they are able to see the answers to their own questions, rather than passively waiting for me to fill in the blanks for them.

When you realized I could provide insight into how you can use intuition to your advantage, you took action to upgrade your knowledge and skills by purchasing this material. You recognized the importance of constructing your own internal navigation system, one that will guide you on your journey. On your quest to find paradise on Relationship Island, you will soon be able to take the helm and feel confident that you can find your own way through perilous waters. You have already demonstrated that you understand this general concept, which means we have a strong foundation to build upon. In this training module, you will develop an even greater



level of confidence so you can feel that much more secure in your own skills and abilities.

#### THE SAVANT WITHIN

Allan Snyder is an amazing man who has accomplished great things in his life. In 2001, he was awarded the highly coveted Marconi Prize. (That's Mar-con-i.... pronounced *mar-cone-ee*.....not macaroni!) You may not recognize the name, but it is a highly prestigious award given only to the most prominent figures in the field of communications. You'll probably get the picture when I mention three additional Marconi recipients –Lawrence E. Page and Sergey Brin (the founders of Google) and Tim Berners-Lee, the inventor of the World Wide Web. Snyder is one of the coolest and most likeable scientists ever invented by God. He is known for his game-changing discoveries in the fields of communications, optical physics, biology, and (most importantly for our purposes) neuroscience.

*Nature*, a well-respected journal, characterized some of Snyder's work by saying it has provided "a breakthrough that could lead to a revolution in the way we understand the functioning of the human brain." So, what's all this fuss about Snyder, you ask? Well...have you ever heard the term "savant?" Typically a savant is a person who exhibits exceptional skill in a particular field, but is otherwise mentally deficient. Statistics suggest that fifty percent of savants are autistic and fifty percent are afflicted with some other mental disorder or illness. A savant may be brilliant with numbers, computing the most complicated mathematical equations in a matter of seconds. Or, they might be able to play a symphony composed by Mozart on the piano after hearing it only once. But, they may not understand the value of a dollar or perhaps cannot relate to why a person may be sad.

The most famous example of a savant was popularized in the Oscar Award winning movie "Rain Man," starring Tom Cruise and Dustin Hoffman. Hoffman played the part of an autistic savant named Ray, a character inspired by the real-life savant Kim Peek. True to life, Hoffman demonstrated the same unique mental abilities and pattern recognition Peek possesses. For instance, Peek has reportedly read more than 12,000 books. Amazingly, he is able to simultaneously read one page with his left eye and one page with his right eye, completing both pages in less than four seconds. He remembers every word of every book he's ever read and can recite these words at will. He even knows what page number a particular sentence is on.

In spite of his ingenious mathematical abilities, however, he lacks a basic global understanding of the world around him and is unable to have "normal" relationships with the people in his life. Just like we saw in *Rain Man*, Peek is incredibly gifted in a number of areas, but is unable to properly button his own shirt or interact with others in a way that is considered socially appropriate.

So, back to Allan Snyder, who has done some very cool things in his day. For instance, Snyder discovered a way to temporarily induce savant-like abilities in people who are not autistic. How does he do it? He uses an electromagnetic device to temporarily disrupt (basically turn off) one of the main parts of the brain, which performs all of our categorizing analytical reasoning. As we process our world, Linear-Mode gets in the way of Rich-mode. Snyder found a way to turn off L-Mode, revealing the full dormant power of R-Mode.

The procedure he uses is called Transcranial Magnetic Stimulation, or TMS for short. TMS has been studied as a possible alternative to electroshock therapy for severe cases of clinical depression. We still don't understand why a shock to the brain causes someone's depression to go into remission, we just know it works. Unfortunately, there are significant side effects that inevitably accompany shock therapy like short-term memory loss, which makes the procedure somewhat controversial.

Electroshock therapy has come a long way since it was invented in the 1930s. In the past, people would convulse so violently from the shock treatments, they would break their bones during a session. Thankfully, technology has since improved tremendously and while doctors have figured out a way to deliver less powerful shock waves, the short-term memory side effects are still a problem. TMS, on the other hand, does not implement the use of electric shocks. TMS uses magnets to disrupt the brain's electrical process in very specific areas. It can also be used to stimulate other areas of the brain that do not function properly during depressive episodes. At present, I personally know a psychiatrist in Chicago who is using TMS to treat patients with severe depression and has experienced some success. .

What Snyder happened to discover in the course of his research is that super-genius abilities in areas like drawing, proofreading, and complex mathematical operations can be manually generated in human beings. All one has to do is turn off the anterior temporal lobe, which is responsible for processing words, language and conceptual ideas like labels and categories. In a normal human brain, the most dominant areas (meaning active) are the conceptual regions. These parts of the brain deal with categories and conceptual ideas, which dominate the mental processes that make sense of literal detail.

This makes sense if you think about it. Remember the autistic children we discussed in Module 2? They would get lost in a hallway because they became confused by slight changes in the angles of shadows cast upon the floor. Clearly, they must have been missing the bigger picture, unable to construct a conceptual overview of the space they were in. On the other hand, normal people may see the big picture, but they miss many of the specific details in the environment (at least consciously). If you walked down that same hallway, for example, you may not even notice the shadows because you would only be aware of the hallway as a whole. Snyder's research suggests that we are aware of, and processing, a ton of details that get ignored because of the dominance of the analytic L-Mode, which processes much of our world. Turn it off for just a few seconds and everything changes.

Just to be sure I'm driving my point home, let me offer a couple of examples. Some savants are able to perform long mathematical calculations. It may be hard to believe, but many of them can mentally compute the square root of a four digit number faster than someone can type it into a calculator! I've seen interviews where cognitive psychologists ask such individuals to explain the internal mental process by which they come to their answers. With mathematics in particular, savants have a tendency to describe visions of three-dimensional shapes which seem to fit together and rotate in their mind in ways that produce "an awareness" of an answer. They see the answer with their mind's eye in terms of octagons and polygons, which turn and ultimately connect in their mind. This kind of thinking baffles cognitive scientists because they simply do not have any computer or mathematical model that matches this kind of intuitive mental processing.

Here's another example that includes a fairly common ability among savants, one you may have heard of. A savant can take your date of birth and instantly tell you which day of the week you were born on. It's as if they have some sort of mental calendar that allows them to go back thirty years to see which day it was. In reality, the speed of their response suggests that some kind of unconscious algorithm exists, rather than a photographic memory of calendars that span the last 30 years.

Unless you are an incredibly unusual person, you are unable to perform these kinds of tasks....or can you? Allan Snyder's research suggests you can. He says you already possess the mental software necessary for running these types of mental operations. The reason you can't access this ability is because of the dominance of your linear mode of thinking. Analytic mental processes interfere with your mind's ability to focus its attention on the minute details your brain is picking up all around you all the time.

What's my point? **My point is this: intuitive knowledge should not be easily dismissed just because we cannot logically explain or understand its origin. There are scientifically validated reasons to believe that your mind has access to a lot more information than you are consciously aware of.**

When it comes to relationships, whose brain is privy to the most accurate data about you, your potential partners and your romantic relationships? That's right, the answer is... YOU do! Your brain is the ultimate repository for information about your dating life. All the books in all the libraries in the world would not come close to competing with the wealth of information available to you about your specific situation. The information is already there. Your mind has its own library, which catalogues massive amounts of personal information about you. The cool thing is, your library doesn't involve the Dewey Decimal System, library cards or late fees and you don't have to be quiet when you're in there!

In the subsequent modules, you're going to *begin a process of learning that will teach you how to access that information and gain confidence in your intuition.*

### **Interesting Side Note:**

**You may be wondering if intuition really works for complex issues like relationships.** The simple conclusion is “Yes...”

The more complex the information, the more difficult it is for the conscious mind to juggle all the variables involved. Because our conscious mind can only focus on approximately three different things simultaneously, a decision as complex as the kind we face in relationships is better tackled with intuition. If you were to feed the hundreds of variables involved in a relationship into a computer, the computer would fail to create an algorithm capable of understanding the way those variables fit together to form the big picture. There is no mathematical equation in the world able to solve the complexities involved in dating and relationships.

I once heard an interesting interview with a software developer responsible for the programs used by major music recommendation apps like Pandora. When people use these apps, they type in a song they like and the software analyzes the variables involved to predict other types of music they might like. The app then creates a type of radio station that uses a playlist based on the user’s personal preferences. The user then gives feedback with a thumbs-up or thumbs down to various songs.

The software developer being interviewed talked about the unveiling of a new software program unlike anything the world had ever seen. Based on the majority of songs found on a given computer, his software application deleted any MP3 music files that didn’t fit the algorithm’s predictions of what songs the computer’s owner was supposed to like. He built the software program as a prank to prove a point. The songs that were deleted from the computer were songs personally selected by the computer’s owner, indicating that he or she liked them. The idea that software could know what kind of music a person likes better than the actual person is ridiculous.

Even though he makes a living creating music recommendation software, he sees the gaping holes created by an algorithm that tries to predict the complex human phenomenon involved in the love of music. Here’s the reason the software doesn’t work.....it’s the same reason why intuition is more effective than focusing your analytical mind on known variables: it’s too difficult to define the outcome you’re looking for.

No computer program will ever be able to capture what it is that “works” about relationships. Surely you have heard of companies that claim their computer program or online survey can match you with the right person. You want to believe this is true because you sincerely want to find that right person. But, sorry to say, no such software exists. This type of “matching” approach is

based on an “if, then” predefined outcome used when designing the survey questions. (*If she likes men with brown hair, then this is the guy for her.*) By narrowing the end result to a set of numbers or a few simple variables, such attempts will ultimately fail. After ten failed relationships, you might be wishing someone would hurry up and find an accurate matching program that would take the guesswork out of finding Mister Right. But, realistically, I don’t think any of us would want to live in a world where a computer has the power to tame the human spirit, fold it up neatly and place it in a box

If you’re still not convinced, and you’d like to know about a research-based attempt to measure the outcomes of intuitive decisions, you’d be interested to do some reading about a man named Ap Dijksterhuis (sounds like Dike-ster-house). He’s a research psychologist from the University of Amsterdam who studies unconscious thoughts and is particularly famous for his work on “incubation.” Incubation is the term used to describe the phenomenon that occurs when unconscious thought brings a solution or clear decision to mind when we didn’t even realize we were thinking about the issue at all.

Dijksterhuis has conducted several research studies that show how our decisions improve when we give our unconscious thought process time to decipher complex information. In one study, research subjects were given a newspaper with a lot of complicated material to muddle through about a roommate or apartment they might rent. The research subjects did one of three things: they responded immediately, they studied the information intently and then responded, or they were distracted before being allowed to make a decision. The study revealed that the most satisfying decisions were made by those who were presented with the information and then distracted before giving an answer.

This is what Dijksterhuis expected to find. Being exposed to complex information, and then having a period of time when the conscious mind is distracted from that information, allows the unconscious mind to make meaningful connections between the complex variables. As a result, a few minutes of distraction allowed the R-Mode of unconscious processing to kick in and lead to a decision that ultimately turned out to be more rewarding.

Your unconscious mind really does think and it is capable of making great decisions. If you would like to see research studies that have proven this to be true, you can visit Dijksterhuis’ web page by clicking [here](#).



### Some Points For Review:

Awesome! We've made it through another module together. Allow me to review a couple of points to solidify your perspective on a few things:

1. Living a life guided by intuition is a thrilling experience. It's not some nerdy science experiment for brainiacs; it's a more holistic approach to living, one that will increase your overall quality of life. By integrating intuition more frequently, you will begin making choices that enhance your level of happiness. This happens even when you didn't consciously understand how the subsequent events would unfold when you allowed intuition to guide your choices.
2. Intuition allows you to cut through the noise of competing ideas, opinions, and experts. It acts as a surf board so you can ride natural waves that ebb and flow in a sea of energy available to us all, propelling you forward.
3. Intuition is about gaining a clear perspective of the events that surround you. This includes events you understand logically in addition to deeper forms of knowledge that often *precede* understanding.
4. When it comes to data points far too many in number to wrap your head around, and when an outcome will be judged based on emotional experience, intuition is better than logic

Now on to [Module 4: You already have SOME intuition. Let's learn how to use it.](#)