

MINDFRICK

HOW TO OVERCOME THE FEAR-BASED VOICE IN YOUR HEAD
AND SUCCEED AT ANYTHING
YOU CHOOSE



T. HARV EKER

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DEDICATION

This book is dedicated to my children, Maddi and Jesse, and my parents, Sam and Sara, without whom this book and my incredibly wonderful life would not be possible.

Special thanks to my entire team at Harv Eker International for all of their love, help and support.

And to all the people who have read my books, listened to my CD's and attended my workshops. Thank you for “showing up.” Without you, I could not fulfill my life purpose.

All my love,
T. Harv Eker



MEET THE AUTHOR

T. HARV EKER

Financial Philosophy: *“If you’re going to work hard anyway, you might as well get rich ...and the quicker the better!”*

“Forget theoretical advice!” T. Harv Eker’s message comes direct from the firing lines of the “real” world. Described as a unique blend of “street-smarts with heart,” Eker is one of the world’s foremost business and personal success coaches. Having owned 17 businesses by the time he was 30, he uses hard-hitting, straight talk to pinpoint the critical elements that make the difference between success and failure.



Eker specializes in using the “Rags to Riches” approach. He has a knack for starting with little and earning large amounts of money, quickly. His passion is teaching others to do the same!

Starting with an initial investment of just \$2,000, he opened one of the first retail fitness stores in all of North America. In only 2 1/2 years, he expanded to 10 locations and then sold half the company shares to the H.J. Heinz Corporation (the ketchup people) for \$1.6 million.

Eker is president of Harv Eker International, an online personal success training company. Eker is also author of the book, *Secrets of The Millionaire Mind*, and the creator of several highly acclaimed seminars and camps. T. Harv Eker has over 1.5 million students worldwide.

A graduate from the “school of hard knocks,” Eker shares the “ups and downs” of his own journey toward the ultimate combination of money, meaning and happiness. His students put it best, “T. Harv Eker makes success simple!”

You can attend his newest web class, “*Don’t Believe A Thought You Think*” for free.

[Click here](#) to reserve your spot.

Enjoy and prosper!

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INTRODUCTION

For those of you who don't know me, my name is T. Harv Eker.

I want to thank you first of all for your time, and secondly for your commitment. Simply by getting your hands on this ebook, you've taken the first step toward success.

You know, there are a lot of people who say that they're committed, but they're not willing to spend the time, energy and effort to continue their ongoing learning.

And that's why they generally don't produce success.

Instead, this ebook is an introduction to the material I'll be covering in my upcoming web class, “*Don't Believe A Thought You Think*,” so you can start taking action today.

In this ebook, you'll learn simple habits and behaviors that have helped me achieve the success that I now have.

Most importantly, you'll begin to learn how the key to success lies within you.

The truth is, success can be very simple — if you master a few crucial elements.

In fact, one of my favorite sayings, in business and in life, is simply this:

How you do anything is how you do everything.

This ebook will give you an introduction to my favorite success principles, which will be covered in far greater detail in my free web class, “*Don't Believe A Thought You Think*.”

Once you've finished this ebook and you're ready to take action, I highly recommend you go ahead and confirm your spot for the web class straightaway — so you don't lose an inch of momentum.

By the way, how much are you going to get out of this ebook and the web class?

It's simple: you get out exactly what you put into it.

And with that in mind, let's get started.

THE MYSTIC PATH

Who is the mystic path for?

It's for men and women who are dissatisfied with things as they are — for those who hear a faint whisper that things can be entirely different.

It is for anyone weary of the anxious ride on the Ferris Wheel Of Life that carries you to dizzying heights of elation — and then drops you off right back to where you started.

Most of all, the mystic path is for those who are willing to challenge their present ideas about life and change them as necessary.

People don't live the way they do because they like it. They live the way they do because they don't know what else to do.

The mystic path awakens that first faint hint of another way to live. It exists.

Anyone who wants this new life badly enough will find it. Then everything alters itself dramatically. Just as a frozen river thaws with the warmth of spring, so does the new life flow freely and smoothly.

The individual who patiently and persistently walks the mystic path eventually rejoins their true self, where daily life becomes amazingly easy.

While one part of him or her may actively engage in the hurried world of commerce and society, another part stands serenely aside, bothered by nothing and enjoying everything.

So would you like to be a lot happier and have a lot more inner peace?

Would you like to have a lot more inner power?

Would you like to have a lot more fun in your life?

Well, you've come to the right place.

THE POWER OF PRESENCE

One of the key elements of my “*Don’t Believe A Thought You Think*” free web class is being able to come from — and live in — your true essence. That would be pretty nice, right?

Well, one of the most important parts of living as your true self is being able to stay present.

And we want to help you become the person you want to be.

We want to help you develop a character that you can feel really great about, become a person you can truly respect and a person you can truly love.

Unfortunately, most people don’t really love themselves. There’s an old saying that goes, “You can’t give what you don’t got.” How many people do you know are like this?

You should be feeling fantastic about yourself, because when you feel fantastic about yourself, there is an energy that’s within you. That energy is an energy that is transmitted outside of you to everyone and everything that comes in contact with you. Yes, or yes?

In that case, one of the ways to create success is through your energy, isn’t it?
But first you’ve got to have the energy.

That’s why certain people are magnetic personalities. You want to buy from them. You want to do business with them. You feel comfortable around them. When you’re around them, they make you feel secure about yourself.

Why? Because they’re secure. Most people don’t have that. Have you ever been around certain people, and you just feel like they don’t have it together?

There’s no way you’re going to do much business with them, and there’s no way you’re going to do much socializing with them. You don’t want to waste your time.

You’ve got to become the type of person you’ve always wanted to be — and that’s what I’m going to help you with.



LOCATING THE SOURCE OF HAPPINESS

My dad passed away a couple years ago. My mom, who is still around, is in her mid-80s. (Can you see how I’m trained to not tell her age? :-)

I really love my parents. They gave me so much and they went through so many hardships in order to give me what I wanted at the time.

As I see my mom getting on, it bothers me... I look at myself and wonder, *“Why do I feel so sad when I’m leaving her?”*

She’s in Toronto right now. When I wrote this ebook, I was just with her and I said goodbye. You always pray that you’re going to see them again, right? And so I ask myself, *“Why do I feel so sad?”* then I realize I’m just projecting, but I’m projecting from me and what’s important to me.

I realized that when I leave this planet, I don’t want to have any real regrets.

I don’t want to leave a lot of things undone that I know I want for my life and that I feel is appropriate for my life. Can you relate?

That’s one of the things that is really in the back of my mind with a lot of the work that we’re doing. It’s helping you live your life to the fullest so that when that time comes for you, you’ll have had your priorities straight.

You’ll be the person that you wanted to be, and you’ll be able to leave here with a clean slate.

How do we do this? How do we accomplish this?

Well, if we’re going to do this in a real way versus a superficial way — which is what really is out there a lot these days — we have to work on the true source of happiness and success.

Where is that source?

It’s inside of us. It’s you.

Yes, it has to start with you... all the parts of you.

If you take a look at the masses out there, most people have a life philosophy, and it pretty much looks like this:

It basically says, *“Have this... Do this... Be this...”*

“When I HAVE or get this in my life, then I’ll be able to DO that, and then I’ll BE this.”

“When I have this one particular degree, then I’ll be able to earn enough money, so that I can buy that car I really want.”

Most people are looking for a feeling, aren’t they? They want to feel good. True, or true?

That’s what they’re looking for in the end.

This is the process by which they’re looking for it, but this is not the way enlightened people look at life.

Enlightened people look at it exactly the opposite: *“Be this... Do this... Have this...”*.

“I first BEcome the person that I need to be, so I can be able to DO whatever it takes to HAVE whatever I want.”

The having comes after the doing.

True, or true?

You usually have to do before you get to have — and before you can do, you have to be a certain type of individual, don’t you?

* * *

I’ll give you a quick example. About six months ago, a friend of mine called me from San Diego. He’s a very close friend and he’s got something pretty good on the go.

He called me to ask if I’d do some training for him, and if I would spend a day with him so I could help him understand and utilize television presentation techniques.

He wanted to be on television. He thought he’d be good on *Oprah*, and all these types of shows to

promote his business and, in fact, a new ebook.

I spent six hours with him. We had lunch during that time, but he was good. He’s got quite a bit of charisma — if he wants to, he’d be a star.

I called him very recently to check in and ask him how things were going. He said, *“Well, they’re going okay.”* I asked him how the ebook was coming. It was all done and it’s out there.

Then I popped the question, *“How’s the TV stuff going?”*

Guess what he said? He said he hadn’t made a single call yet.

After all the “BS” that he gave me, we got down to the brass tacks of it — he’s just scared.

Everything he talked about as to why he didn’t or wouldn’t do the things he set out to do had to do with a lack of courage.

It was all about, *“What if they don’t like me? What if I can’t get on? What if I’m rejected? What if I get on, and then people hate it, or people then buy the ebook and then I can’t handle the pressure?”*

It was all of this “What if?” stuff. Do you know what I’m saying?

What was it that he lacked? He has the ability, for sure.

He *knew* what to do and he *knew* what he wanted to have... But he didn’t have the courage and commitment to just *do it*.

True, or true?

Even though it’s easy for part of our mind to say that it’s out there, that the answers are out there, I can guarantee you, from the bottom of my heart, that, that’s not true.

The answers can only be in one place and that’s where? Inside YOU!



THE INNER GAME OF SUCCESS

By the way — you may or may not know this — but I started off having owned 17 businesses with several of them doing extremely well.

Some of you may know that I opened one of the first retail fitness stores in North America. I borrowed \$2,000 on a credit card in order to do that, and was able to open 10 stores in two-and-a-half years. I sold half of my shares to the H. J. Heinz Company for \$1.6 million. So I went down to San Diego and I started teaching pretty hardcore, street-smart business.

The interesting thing was that, by teaching these tools to people, I noticed that some people would flourish.

Some people — although he/she was in a similar type of business — wasn't really “getting” these tools, they wouldn't do anything and wouldn't flourish.

Instead, they'd be stuck in the same place they always were.

I've got to be right up front with you. Here's the reason that I changed over from only being a businessman to teaching about mindset. Read on — it's kind of a cute story.

* * *

What happened was I had a close friend who was working with *Entrepreneur magazine*, and they were just coming out with their “Be Your Own Boss” tape series that was being sold by Guthy/Renker as an infomercial on television.

Do you remember this at all? It was a be-your-own-boss type of thing.

This friend of mine who worked with Guthy/Renker called me up because he felt that our material was also very good, so he wanted me to put this infomercial together and sell our tapes.

He said to me, *“You need a ton of testimonials. You need people with hardcore results to get on television, and to be able to speak about what happened for them.”*

We started doing surveys of our people, and that’s when we started finding out that some would be doing great, and some wouldn’t be doing great — and we started recognizing what the problem was.

The problem was that we noticed you could have the best tools in the world, but if you got a little leak in the toolbox, there would be BIG issues.

For our own purposes — to get people to be more successful so that we could get on television more quickly — we realized we had to work on the inner game of their success. That’s what we did — and that’s when things started to really skyrocket for them... and for us.

* * *

Again, don’t believe a word I say.

I can only come from my experience, but I can tell you — after having taught business for 20 plus years, and teaching almost 2 million students around the world — that I have a strong suspicion of what works in the business world.

What works in the business world is the same as in every other facet of your life — and it all stems from inside you.

I have met very few business people who are successful and remain successful, who didn’t have the strength in themselves first.

Do you follow that at all? You see it all around you, don’t you? You see people like that every day. So that’s our objective here: to work on you first.

The next thing I say that you might want to take note of is this:

“My inner world creates my outer world.”

You might have some temporary feelings of relief and pleasure from the outer world, but you cannot find true happiness, inner peace, or true power in the outer world.

It is produced from within — and only then will you see the results, the fruits, on the outside.

SILENCING YOUR MENTAL CHATTER



I want to take this section to tell you about the real secret to both happiness and success.

This is something I get into on my web class, “[*Don't Believe A Thought You Think.*](#)”

So are you interested in learning the real secret to both happiness and success?

I hope you said “Yes!”

Now as far as I'm concerned, you cannot hear this information too often. If you could hear it every single day, I think we'd all be a lot better off for it and so would the world — so let's see how it goes.

Now, I'm going to present you with a challenge.

In a minute I'd like you to start to write a 3-minute speech that I'd like you to imagine you'll be presenting to a room of hundreds of people.

The topic is going to be on the importance of honesty, and how honest you are in your life or not. Now I'm only going to give you four minutes to prepare. And... GO!

Ah, just joking. Don't write this speech but please read on.

Even though that challenge wasn't real, how did it make you feel?

Well in all honesty, this exercise has nothing to do with the speech you were going to write or pretend to present.

No, no, no. **This exercise is about what went on in your head right when I gave you the instructions — and what kind of mind chatter was happening as you were reading.**

Be honest: did your mind do a little bit of complaining, questioning or worrying as you were reading? What did it say?

Perhaps your mind chatter sounded something like this:

- *“I can’t get up in front of a bunch of people.”*
- *“Others do not know where I’m coming from.”*
- *“They will think I’m stupid.”*
- *“They will think I don’t know what I’m talking about.”*
- *“I’m not good at giving or writing speeches.”*
- *“How do I avoid repeating myself?”*
- *“What are people going to think of me?”*
- *“How can I do it 100% truthfully?”*

Of course, if you love making speeches, imagine if I asked you to spend tonight up in the mountains, by yourself, alone in the snow.

Do you think you might have any mind chatter about that?

Did you find that the chatter you were experiencing really had very little to do with helping you write a great speech, and instead was mostly negative — as opposed to supporting you in taking the action you needed to take?

Did you find that it was very supportive? Did you think, “Oh, I can do this. This is going to be great,” and no other questioning, no confusion, no nothing?

Now imagine that I asked you to spend tonight outside in the snow with the grizzly bears instead?

What I’m looking for is a certain amount of chatter when certain things come up for you.

Who is this non-supportive entity that is screaming in your head?

It’s obviously you, so the question becomes: If that’s you, then who is the one that is listening?

I guess if that’s you also, it seems like there might be two of you. Yes, or yes? Of course there are.

FALSE SELF VS. TRUE SELF

Who are the two of you? Let’s go back and talk about this.

The true self, or higher self.

The true self or higher self sits in stark contrast to what we will call our false self.

Another term for the false self is the “conditioned mind.”

One of the most important things in your entire life that you could ever learn and really get, down inside your gut, is the difference between your true self and your false self.

The true self is your original self —who you came into the world as. The false self is basically the person you learned to be.

Remember, we came into the world basically as an empty cup, but then what happened? As we learn or get conditioned, we become very what?

Full. Very full.

We come in open, spontaneous, accepting, peaceful and joyous... and then we begin the learning process of how to live and survive in the world, and we learn in several ways.

* * *

Most of what we learn is based on our personal experience.

Think of when we were just babies. We just got home, we’re in our little crib, we get our first feeling of hunger and we feel a little bit uncomfortable.

We’re not sure what to do. We’re still at the “*goo-goo, gaa-gaa*” stage and not much is happening. We’re goo-goo-ing, but nothing is happening.

We’re getting hungrier and hungrier and more uncomfortable, so we start maybe the next stage

with a little whimper. “*Ooh, ooh.*” Still, not much is going on.

Finally we have to go to desperate measures and “WAA!” We let out a big, bellowing cry.

Mom and dad come running in, they pick us up, they give us food and they give us all the love we can handle!

Then what do we do next?

Well, of course what we do is, we get our pen and paper out, and in our minds we write this down in our operations manual of life:

“The louder I cry when I want attention, the faster they come.”

True, or true?

We write it down of course in our little mental manual, as I said. We write it down so we can refer to it in the future.

Now do you know people who are still using the same strategy 30 or 40 years later — even though they’re five feet taller now?

Now this operations manual becomes our blueprint.

Your blueprint for how to think and behave and basically survive in the world. This way of being that we learned or created is called our personality or our false or ego self.

Our personality, or our false or ego self, is simply an idea.

An idea that you made up when you were very little as to who you were supposed to be, act and think like, in order to get what you need.

That is the base of it. Does that make sense at all?

UNDOING CHILDHOOD CONDITIONING

There are a few very critical things we need to remember.

Firstly, your personality or your way of being is based on your need to survive.

It's simply created in order for you to survive. It is not necessarily created for you to enjoy or to thrive in the world.

It was just created to survive.

The second thing, is that our way of thinking and being is based on conclusions and the assumptions, generally, of a child?

As they say in research, 90% of who you are, was picked up before you were 10 years old. As a child, we made certain “assumptions” based on what we “learned.”

In addition to what we learned on our own, we also got some conditioning.

Some conditioning, from who? Parents.

Who else? Teachers, media, religious leaders, peers, family, friends, TV and all that stuff.

Here's the bottom line:

The most important thing to recognize is that all of this stuff, all of this personality, all this way of being that's in our operations manual, all of this blueprint, false or ego self, and all this programming... is not the real **you**.

It's only a recording of information that you learned, primarily, as a child and are now continuing to play unconsciously and automatically.

True, or true?

As a demo again for those of you who are new and to reiterate:

You are not the recording. You are not the tape. You are the one playing the recording. You are the tape recorder.

You are not the program. You are the hardware playing that program. You, in this case, would be the computer.

You are not what’s in the glass. You are the glass. You are the one holding the glass.

Is that clear?

Okay. Listen very closely:

You are not your mind, your conditioned mind. Your mind is part of you, but you are much bigger and much greater than that.

You are what holds your mind — and the key to freedom is to be able to dis-identify from your conditioned mind and your conditioned personality, and be able to separate yourself from your conditioned mind.

When you do this, this offers you the opportunity of — what? Choice.

Choice — because you can then observe your thoughts separately from yourself, and choose whether you want to listen and act on them or not. Especially when they’re non-supportive.

Does that make sense at all?

Most people don’t know this. They make the big mistake of believing that their conditioning, or who they learned to be, is who they are — and therefore they are on automatic and they are constantly run by their false self.

Basically, we think that this way of being is natural, but I’m here to say to you today that it is *not* natural.

It’s absolutely normal compared to the rest of the people on the planet, but natural... no.

I want to tell you a little story that might bring this point home to you. It’s a story about a king who everyone loved.

THE CAUTIONARY TALE OF THE KING



I'd like to share with you a story about a king. This king was kind and generous and renowned for his wisdom. The whole town loved him.

One day, tragedy struck the town. The water supply was polluted and every single person went insane. Only the king, who had his own private spring, was spared.

Soon, the mad townspeople began talking about how strangely the king was acting and how he had become mean, greedy, and stupid. They said he had gone crazy because he wasn't acting like them.

Eventually, the king was the most hated man in town. The townspeople resented that he was so different — but of course, they didn't realize *they* had gone insane.

The king became very lonely because he loved people, but nobody came to visit him anymore. One day, he decided to come down from his castle and visit the town.

It was very hot outside, so he drank from the town's fountain. That night, the townspeople had a huge celebration because their beloved king had finally come back to “normal.” He finally fit in with the crowd again and was behaving the same as everyone else.

What I'm getting at with this story is that even though the way we are is “normal, it isn't necessarily natural, nor does it reflect our true selves.

All too often, we drink from the metaphorical fountain, fitting in with the ideas and opinions of those around us — when instead we only need to tune in to our true selves.

So why isn't this obvious to everybody? Well, it's simply because we are like fish in water. The fish doesn't know it's in water — until it is taken out.

Similarly, we can't know that we are living in our false self until we step out of it and question the “reality” we wrongly believed to be true.



PIERCING THE VIEL OF THE CONDITIONED MIND

First of all, you have two choices. You can recondition the mind, slowly taping over the old tapes with newer, more supportive beliefs and habits for yourself.

Or you can bypass the entire fear-based, problem-based system and live from your higher or true self, who is the real captain of the ship.

Where do we find our true self?

Well, there is some good news here. You don't have to go anywhere. You're already there.

In fact, you don't have to do anything. You only have to *undo*.

* * *

At my seminars, we do a little experiment that I would like to share with you. Here's how it works:

I split the room in half and ask one side to hum quietly, softly, in a nice, calm tone.

While they're humming, I ask the other side to scream, yell, babble and chatter, as loud as they can. All of a sudden, we have two battling sides next to one another: one humming at a low, steady, calm pace... and the other yelling at the top of their lungs.

Then all of sudden I tell the yelling side to **STOP**. They go silent and all you can hear is the hum and the calm tone.

Now can you guess which side is the conditioned mind, and which side is the true self?

If you didn't guess yet, the conditioned mind is the yelling side and the humming and calm side is your true self.

Here's what's really important, though.

It's important to realize that **both are always there and always with you.**

And that you can access, live and be in your true self, as soon as you do one thing — and that is what?

Quiet your (loud) conditioned mind.

That is the fastest way to connect with your true and higher self.

If you can just quiet your mind, what's left?

Your true self... automatically. You don't have to do anything. You don't have to go anywhere.

Isn't that good? Now, all you have to do is quiet your mind.

That's a whole other matter now, isn't it?

If you can quiet your mind, you will naturally be peaceful, powerful, joyous, and you will tap into your inner wisdom.

Now, do you think this simple act could help you be massively successful in the real world?

I'm sure you are shaking your head up and down saying, *“Heck yes it would!”*



THE POWER OF A QUIET MIND

Now, quieting the mind seems like an obvious way to inner peace and contentment, but how is it the obvious way towards power?

Well, let me ask you... what would you say is the greatest power in the universe?

The answer, is nature.

Well, what creates nature? Some people call it God. Some people call it the Universe, or a universal force or a higher energy. The truth is, it doesn't matter what you want to call it.

This is not a religious text in any way, shape or form, what I'm saying — again, you don't have to believe anything I say — is that there's an entity, a force... an intelligence that is far superior to our intelligence, as far as I can think.

When you simply consider the way that our circulatory system works, or even the incredible complexity in just one tree, it's hard to assume that we know everything.

The miracle of nature has to take some type of intelligence that is quite unexplainable.

Would you agree with that? It's quite supreme.

I want you to think of this higher intelligence — I happen to call it the Great Spirit or universal intelligence, but you can call it whatever you want — as the ocean.

Then I want you to think of your true self as simply a cup of that ocean.

What I mean by this is, we are all a part of this higher force, and we carry it with us — no matter where you are, and no matter who you are.

Let me give you an example to illustrate this: Imagine you're in California. You go out to the ocean and scoop a cup of water from the ocean — and then you take it to Nebraska.

When you get there and look in that cup, what kind of water would you have?

Ocean water. True?

It would still be ocean water, no matter where you’ve taken it. You still have ocean water within that cup.

Similarly, this higher intelligence is always part of you — and you are part of it. No matter where you go, this infinitely complex force runs through our lives, quietly yet powerfully affecting our reality.

It’s equally unexplainable and inextricable from who we all are.

As the great poet and mystic Rumi said, *“You are not a drop in the ocean. You are the entire ocean, in a drop.”*

* * *

Now I’m going to explain something.

Let me be clear: This is a very simple concept but it can’t completely explain everything we’re talking about.

It can only be a very basic understanding that you might pick up on. This explanation doesn’t hold all the answers. Okay?

So we have the Great Spirit, this higher energy. This is the energy that flows through everything. We’re all affected and touched by this higher energy. It’s all connected, all of it. Everything is all connected through it.

When a new baby or something is born we come into this world and we begin to learn, and we formulate this thing called the conditioned mind.

The conditioned mind, otherwise known as the false self.

The thing is, as the false self forms, it begins to block the flow between us and our true self (the higher connection).

So the primary reason most people are not as powerful and peaceful as they'd like to be — and they feel like they're missing something — is because they're lacking this connection.

People need to recognize this.

My job is help you recognize this and then to pierce the veil of the conditioned mind.

When we do that, we are automatically tapping back into our true self.

I don't care what religious or spiritual background you come from, but all religions and spiritual ways of thinking, will pretty well say that there is some entity here, a higher force, and they'll all say that somehow you need to tap into it.

What I want to suggest is that it is not as difficult as we make it out to be — and that you don't have to do anything... because you're already it.

Isn't that good to know?

The only question is there's something blocking your channel right now, and what is that?

It's your conditioned mind, your false self. That's what it is.



MOVING TOWARDS YOUR HIGHER SELF

Once we've pierced the veil of the conditioned mind, we not only find our true self, but we also tap into the Great Spirit or universal intelligence.

The True Self is the portal towards the Higher Self.

My Zen teacher put it this way, she said: *“If what you've been looking for was where you've been looking, chances are you'd have already found it by now.”*

I think what most of us are looking for is our True Self.

We just need some guidance and practical strategies to access it, which is what a good portion of my web class, *“[Don't Believe A Thought You Think](#)”* will cover.

If you're looking for true happiness and true success, you're going to have to utilize the greatest energies, the greatest knowledge and the greatest wisdom that you have access to.

End of story.

* * *

Think about the people you know, or have heard of, who are the most successful... people who have really got it together.

Even from the money standpoint, what do they all seem to have in common?

Didn't these people seem to have the same knowledge base?

Didn't they also seem to have similar characteristics?

Didn't these people also seem to have what we might call, a little bit of luck sometimes going their way?

Did things just seem to fall into place for them, or perhaps they made some really good choices?

Maybe they happened to buy some real estate in a really good spot?

Is that all intelligence? Is it all knowledge?

Or is there a little bit of “gut feeling” that goes along with this?

Or is there *a lot* of gut feeling?

These people just know what to do next. It flows for them.

They don’t have to really think about it too much. In fact, as some people say, “*Thinking can be hazardous to your health.*”

Have you noticed that?

What do you think stress is all about? Where do you think stress comes from?

When you say something is “stressful,” what is *really* happening?

The truth is, stress simply comes from your mind yapping about you.

That’s it. Stress is created from your mind.

And the good news is, this is something you can change — starting today.

OVERCOMING OVERWHELM

Let's give an example of stress. Have you ever felt overwhelmed before?

Like there's just too much on your plate and you can't handle it?

Well, what is overwhelm? Think about it. What is overwhelm? What's happening there? You're getting a feeling of overwhelm.

Let's look at the formula for manifestation.

$$\mathbf{T > F > A = R}$$

Thoughts lead to feelings, feelings lead to actions, actions lead to results.

You're feeling overwhelmed. Where is it coming from? Your what?

Your thoughts.

When I'm at the computer and I'm starting to feel anxious, like there's not enough time and I'm not going to get it done... where is that coming from?

My mind is saying, *“There's not enough time. You're not going to get it done.” It isn't true.*

My mind is saying that, and that's what's producing that overwhelmed feeling.

Would you like a secret of getting out of overwhelm?

Just connect to where it comes from.

You simply say, *“If I'm feeling overwhelmed, what must I be thinking right now?”* What you'll be thinking is worrisome, doubt, and fearful thoughts.

True, or true?

What’s the process here? You’re thinking, *“If I don’t get this done, something bad, is going to happen to me.”*

Right?

Again, who is talking there? It’s the conditioned mind, who by the way is like an over-worried mother. It has the best intentions but it will drive you crazy if you listen to it.

Is this true? Probably not. Just stop thinking... and start trusting. You’re still breathing, right?

Stuart Wilde, one of my favorite authors, says it like this: *“You were okay yesterday, you’re okay today, and chances are good you’ll be okay tomorrow.”*

Trust a little bit. It’s the mind that does this to us and it’s just doing its job.

You do not have to take what the mind is saying as gospel.

You are not your mind — your mind is only a part of you. Similar to other body parts like your arm or your leg. You’re not your arm or your leg, are you?

No, of course not.

So you make the final decision on what you want to believe.

A quick side note, there will be more on this in my *“[Don’t Believe A Thought You Think](#)”* free web class — this is just a taste of what’s to come.

AWARENESS: THE KEY TO ALL CHANGE

I always say, *“All change is awareness.”*

So I have an exercise for you for the next 7 days. Are you willing to participate?

It’s a very simple exercise. Before we can quiet the mind, you have to get to *know* the mind, don’t you?

So for the next 7 days, what I’d like you to do is to simply observe your mind, and watch your thoughts.

As Marcus Aurelius says, *“The quality of your life depends on the quality of your thoughts.”*

So I want you to notice the quality of your thoughts.

For the most part, when the mind chatter comes up there, are your thoughts positive, are they cheerful, are they joyous?

Or are they negative, fear-based, critical or judgmental about yourself or anyone else?

How often do you have no thoughts going on? Do you think that having no thoughts could be a problem?

It might be a problem if you’re walking across the street, but guess what? For the most part, having “no thoughts” is where you want to be.

As I said, thinking can be both hazardous to your health and your wealth.

My intention is to have you begin to access a different part of you, a higher self that doesn’t operate based on thinking.

Your mind is still the vehicle that your thoughts comes through for the actions, but it is not coming from the same place.

Do you follow me on this?

It is a little bit unusual, but we are attempting to bypass the system.

So that's that's what I want you to do for the next 7 days. Just observe your thoughts.

I also want you to not only notice the quality of your thoughts, but pay attention to your predominant thoughts. What do you mostly think about?

Do you mostly think about business? Do you mostly think about money? Do you mostly think about relationships? Do you mostly think about your looks?

What do you mostly think about? What's the subject?

We can only improve what we understand — so take these 7 days to begin to understand your mind.

THE NEXT STEPS

At this point, it's very important that you acknowledge yourself for simply observing your mind.

This entails that you come from your higher self — which you basically have to do in order to see what your mind is doing.

Don't beat yourself up if this doesn't come straightaway, because if you criticize yourself for what you're doing and seeing, then what will you train yourself to do?

Not look anymore. True, or true?

Instead, all you need to do is ask yourself: “*What am I thinking?*”

Every few minutes, ask, “*What am I thinking right now?*” and watch your mind in action.

I want you to know that if you really get what we just talked about here, lasting success and true happiness is definitely yours... but I also want you to know the downfall of this.

Is it okay if I'm totally upfront with you?

You're opening a can of worms.

When you begin to work with the mind, your mind will very often resist, and it will tell you, “You're full of it, I don't want to go back to this guy anymore,” “I don't want to do this thing here anymore.”

It will do all kinds of things, because **it doesn't want to lose control.**

Your mind is incredibly slick, and it can do amazing things. I don't want to negate the mind in any way.

There's only one part of us that doesn't support us — and that is our habitual way of thinking.

That part of us is the part that we want to take a look at. The mind is a very powerful tool.

My job in the “*Don’t Believe A Thought You Think*” web class, that I’ve mentioned a few times now is to show you what part of the mind is supportive and can therefore be used as a tool — and what part of our mind works against us.

* * *

We have a very specific intention for this training: I want you to live your life based in Joy and Purpose instead of fear and obligation.

Do you find yourself doing things almost on a daily basis out of obligation?

You know what? It’s normal, but it sucks and it drains the life out of you.

Our intention here is to get you to do much more of what you enjoy, what’s aligned with your purpose, and much less of being based in fear and obligation. How does that sound?

I don’t know you personally, but I can tell you that if you’re a human being like myself, you have no idea how much of your life is based on fear.

You have no idea how many of your thoughts, feelings and actions are based on some form of fear, including the two biggies, approval and control.

When we get into that, you’ll be ecstatic, but for right now just look toward the joy, happiness, success and purpose.

* * *

Now, this ebook is a great start to the basics of your inner game — but this is just the beginning.

If you’ve enjoyed these lessons and principles, then I highly encourage you to join me on my free web class, “*Don’t Believe A Thought You Think: The Greatest Secret To Life.*” You can [click here](#) to reserve your spot.

Be warned though, this is a training that will force you to level up your current way of thinking, challenge your beliefs and behaviors — and put you in a position to succeed in spite of anything.

MINDFRICK: “Master Your Inner World To Succeed In The Outer World”

In this web class, I’m going to share a lot more advanced information and tools that you can use to master your mind and master your life — and achieve the success you’re capable of.

Of course, it’s not for everybody, and it may make some people uncomfortable. And that’s fine.

But if you’re up for it, and you’re ready to make a change, I strongly urge you to join us by reserving your spot [here](#).

“*Don’t Believe A Thought You Think*” will take the concepts covered in this ebook even further, and will give you exact action steps required to live a powerful, successful, happy, joyful and fulfilling life.

And isn’t that what everyone wants?

Best of all, the web class is **free to attend!** That’s right it’s complimentary, so don’t delay reserve your spot now.



CONFIRM YOUR SPOT

Bye for now and thanks for reading — I’m honored you spent your time learning and growing with me.

For Your Freedom,
T. Harv Eker