

LESSON FOUR

THE SECRET GENIE— Unlocking the Secret



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THE SECRET GENIE

Unlocking the Secret

"This graphic illustration of the mind we refer to as the stickperson is without question the most valuable idea I have gained in close to 50 years of intensive research into the workings of the mind."

BOB PROCTOR

OVERVIEW

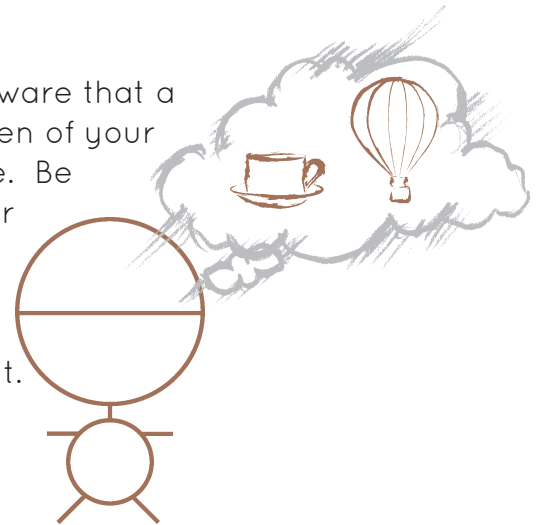
Think of your automobile. Really think about it. Be aware that a picture, an image, of your automobile is on the screen of your mind. Now quickly think of the front door of your home. Be aware that you have an image of the front door on your mind. Think of a loved one you haven't seen for some time. They too will appear on the screen of your mind. Think of a hot air balloon or a spoon or a coffee cup—see how fast you can switch from one image to the next.

Now think of your mind. If you are like most people, an image of the brain has appeared on the screen of your mind. Clearly understand your brain is not your mind anymore than your fingernail or your elbow is. Your brain is part of the body. As magnificent as it is—it is actually an electronic switching station—it is still part of the body. Your body is the physical manifestation of a movement that is more commonly referred to as the mind. No one has ever or will ever see the mind. The mind is not a thing. It is an activity.

Your mind is either in a confused or orderly state—one or the other. An image brings order to the mind. Whenever we begin to think of the mind, confusion reigns since no one has ever seen the mind. Since confusion causes feelings that we do not appreciate, we stop thinking about it and begin to go into an area that we are more familiar with.

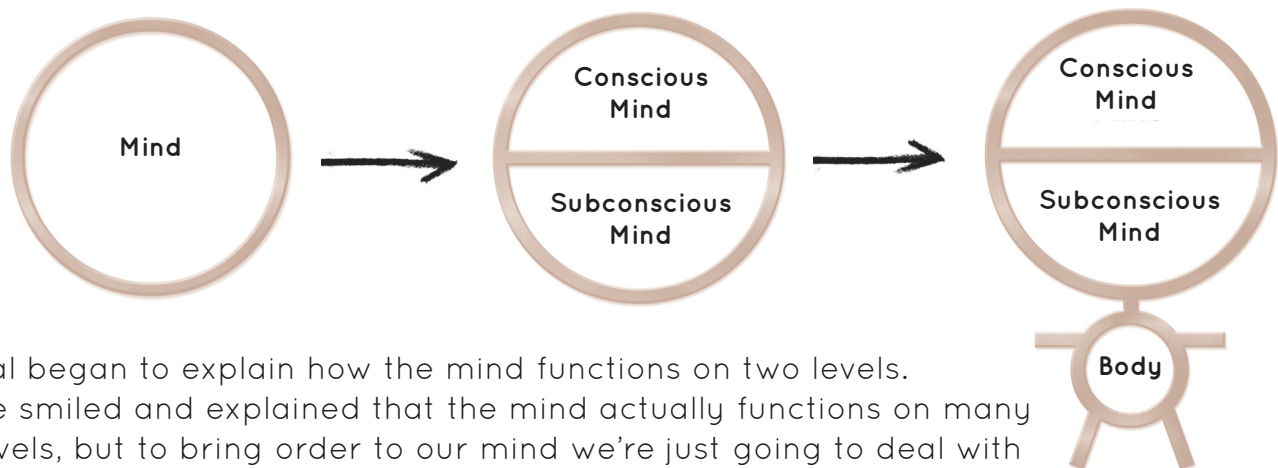
You see, the image of your car was tucked into a group of cells in your brain the moment you looked at it. We asked you to think of your automobile, and that word triggered cells that contained that image and caused the image to flash on the screen of your mind. As you looked at the word spoon and coffee cup, in a millisecond you activated the cells of your brain that contained those images and they flashed on the screen of your mind.

For many years Bob Proctor studied everything he could get his hands on, attempting to figure out why his life had changed so dramatically. He gathered a tremendous amount of information about the mind but was not able to tie it all



together. He could not connect the dots. Then he met Leland Val Van De Wall. Val shared with Bob a story about a Doctor Thurman Fleet in San Antonio, Texas, who was very involved in the healing arts. Dr. Fleet realized that he and others in his profession were falling far short of doing the job that needed to be done. He said they were treating symptoms and not treating the cause of the problems. He said if there's going to be any health, we would have to treat the person holistically. In other words, they had to treat the whole person.

He said they were not doing that properly because when it came to the area of the mind there was nothing but confusion. He said since no one has ever seen the mind, he was going to create a picture of the mind. Then Val drew it out.



Val began to explain how the mind functions on two levels. He smiled and explained that the mind actually functions on many levels, but to bring order to our mind we're just going to deal with two levels—the conscious and subconscious. He drew a circle with a horizontal line right through the center. He said everything above the line is the conscious mind. Every thing below is the subconscious mind. Then below the circle he put a much smaller circle and he said let that represent the body. He said the body is an instrument of the mind and it obeys the operations of the mind.

As Val continued, something happened within Bob that he could not explain and his whole world began to shift. Everything he had studied for years began to fall into place. Confusion was gone and was replaced with order. He quickly began to understand how and why his life had changed. He felt this overwhelming feeling of satisfaction and joy reigning in his mind at that moment. Every day for nine years he had been searching for what he had just found. Bob had trusted in the words that we've all heard, "Seek and you will find." Thoreau said, "we will meet with success unexpected in common hours." Everything he was looking for was simply and suddenly sitting there before his eyes. At that moment, he developed the strongest urge to share this information with as many people as he could. That was 40 years ago. Bob began sharing these ideas and has never stopped.

One of the people Bob shared this with was the co-author of this program Sandy Gallagher. Although Sandy was studying Bob's material for quite some time before meeting Bob, it impacted her much the same way it had Bob. You will find her fingerprints all the way through this program, just as you find his.

Become very familiar with the stickperson. Study the drawing. Every time you think of yourself, see the drawing. Every time you see the drawing, think of yourself. For example, Bob sees himself as mind and body and that is how he sees you. Through training the mind and working with the stickperson drawing you truly can look at the bodies that are moving around you as instruments of individualized expressions of mind. When you train yourself to see this, you will have no difficulty understanding what is going on in a person's mind because it is being expressed in the person's actions and results. You see, what's going on inside is always reflected outside. If you don't already, you'll soon understand why we refer to the stickperson as the genie.

KEY POINTS

- No one has ever seen the mind. When the mind is imagined and understood, you will become much more effective at improving results.
- Behavior is the cause of results—the secondary cause. For permanent improvement in results, you must go to the primary cause, which is, the cause of the behavior, and that is the subconscious programming—the paradigm.
- The conscious mind is the thinking mind, the educated mind. The subconscious mind is the emotional mind. It's what is going on in the emotional mind that determines the behavior, or the actions the body is involved in.
- The conscious mind receives information from the outside world through the five sensory factors: sight, sound, smell, taste and touch.
- Unfortunately, most people's paradigm, or their conditioning, causes them to be subservient to their outside world. They live through their senses, through what they see, hear, taste, smell and touch.
- Our conditions, circumstances and environment have no bearing on what is going to happen in our future unless we let them. You do not have to go by what you see, hear, smell, taste and touch.
- You have the ability to originate/create an image of what you would like the future to be like. By impressing that picture upon the subconscious mind (letting yourself get emotionally involved with the image), the image will ultimately move into form with and through you.
- If you objectively view another person's behavior, you will understand what is going on in their mind.
- The conscious mind is where we gather information, but that is not the part that controls the actions of the body. The conscious mind thinks and the subconscious mind executes what's impressed upon it and expresses itself through the body.
- Every person has genius locked up within them. Their spiritual DNA, the essence of who they are, is perfect. That perfection has been buried in old virus codes or paradigms. **Thinking Into Results** is designed to help you bring these deep reservoirs of potential to the surface.
- If you want people to change what they're doing, you will have to help them understand what is causing them to do what they're doing.
- There is a tremendous energy that flows to and through you. This energy can even be photographed leaving your body.

- You have the ability to create dreams, originate ideas or discover solutions to problems from this energy as it flows into your conscious mind.
- The only limits placed on these dreams are the limits that you consciously choose to place on them. This is where the creation of a new future for your life originates.
- Vibration is a natural law of the Universe. Everything vibrates ... nothing rests. We literally live in an ocean of motion. Your body is a molecular structure in a very high speed of vibration.
- You become emotionally involved with your dreams as you move them from your conscious to your subconscious mind. As the subconscious mind is in every cell of your body it necessarily follows that the vibration of your entire body is altered with the emotional involvement of the dream.
- These vibrations are not only expressed in action, they also set up a magnetic force and you begin attracting to you everything that vibrates in harmony with you. The action/attraction is what alters your results.
- Feeling is a word we invented to describe our conscious awareness of the vibration we are in.
- When you find that you're not feeling good, know that you are emotionally involved with the wrong idea.
- If you find the things that are coming into your life are not to your liking, you've got to ask yourself, "How am I acting? What am I emotionally involved with? What kinds of ideas am I thinking?"
- You can always tell what's happening on the inside by what's happening on the outside.

THE SECRET GENIE INDIVIDUAL WORKSHEET

The outside world is a reflection of what takes place in your mind. Your paradigms are in your subconscious mind and to a large degree control your behavior and your outside world. The following exercises will help you become aware of the activities in your brain and will enable you to alter the cause of the results you no longer want.

1. Begin by examining how you spend your days.

i. What time do you generally wake up? Time

ii. When you wake up, do you get up immediately? ☐ Yes ☐ No

iii. When you get up, how long does it generally take you before you become productive?

Hours Minutes

iv. When you get up in the morning what mood are you in?

v. Do you have your activities for the day prepared and prioritized when you get up in the morning? ☐ Yes ☐ No

vi. Do you take a break for lunch or do you work through lunch?

vii. If you work from home, do you have numerous interruptions?
☐ Yes ☐ No

2. If a disappointing situation occurs, do you react or respond to that situation?

3. Do you have difficulty staying focused on a project?

4. Do you have an organized continuing education program?

5. What are your greatest strengths?

6. What are your greatest weaknesses?

7. Do you intend to eliminate your weaknesses? ☐ Yes ☐ No

i. Which ones?

8. List six habits that you will change:

9. What is a belief you have difficulty with that you would like to strengthen?

10. Think of a very close associate or friend. What behavioral patterns do they have that could be considered annoying?

11. If that person were doing this exercise about you, what do you think they would say?

12. What daily actions do you have that are habitual that ensure you are moving toward your goal?

SECRET GENIE TEAM WORKSHEET

1. What is the worthy goal the team has set for itself?

2. What are the current results of the team?

3. How are current results a reflection of what is going on in the team's collective paradigm?

4. Have each individual team member verbally state what improvement they will work on to strengthen the team.

5. What is something each team member can do for one other member of the team?

3 THE THREE R'S EXERCISE — REVIEW, RE-THINK, REWRITE

1. **Review** the ideas, exercises and tools you have received in this Lesson Four of *Thinking Into Results* and outline what you have learned.
2. **Re-think** what action steps you will take based on this Lesson that will move you and your team closer to the goals you identified in Lesson One.
3. **Rewrite** your goal. Does your goal need clarification? Is the image clear? If you gave the written description of the goal to an absolute stranger, would that description create a picture in their mind that is the duplicate of the one you are holding in your mind? If not, bring more clarity to the written goal.