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# **REALIZING OUR DREAMS**

## **HOW TO BECOME THE YOU YOU REALLY WANT TO BE**

**MARK JONES and PATRICIA COLLETTE, Ph.D.**

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## **PREFACE**

There are a wide spectrum of approaches and therapies available to assist individuals in achieving greater success and fulfillment in their lives. These vary widely both in their potential for depth of exploration, and in the time required to achieve a desired level of change and insight.

One category of approaches is based on the premise that it is necessary for a person to identify, examine, discharge and align traumatic incidents of the past in order to bring about changes in present time. Another category is comprised of approaches which primarily focus on existing psychic states in present time to bring about changes. The various forms of meditation are perhaps the oldest of these. Meditation can and does enable individuals to achieve significant changes. Yet, some find meditation to be too time consuming; and sometimes difficult for them to maintain the focus necessary to achieve the specific changes they desire. Another category which is often used effectively is through visualizing desired states of existence in the future. Its practical effectiveness appears to depend on a person's degree of intention, ability to focus psychic energy and the extent of one's subconscious counter creations.

In the last forty years, insights from quantum physics and other sources, have been integrated with the wealth of philosophical data from prior centuries, to provide the basis for an integrated and highly effective approach. It provides a simple and direct means for discharging emotions from the past in conjunction with changing limiting beliefs in the subconscious, and for manifesting visualizations of one's dreams for the future.

The scientific breakthrough that all life forms and matter are connected via their vibrations opened a new window. Looking through this window, it became apparent that our unique vibrations are determined by our self definition and psychic state. These, in turn, are largely a function of our beliefs and the attitudes, thoughts and emotions that arise from them. Thus, particular parts or aspects of the universe resonate or respond to our unique vibrations. In other words, the beliefs and emotions that we subconsciously hold about ourselves, along with the clarity and intensity of our future visualizations determine the realities, circumstances and outcomes we experience in our lives. By observing the feedback that is constantly available from our experiences, our bodies and our emotions, we can tell how we are defining ourselves through our beliefs and their emotional complement. We can also determine which subconsciously held beliefs to change to bring about desired changes in our vibrations and our experiences.

Many of the main structural elements in our governing belief system are likely to have been formed in times of stress or trauma from other's cast off creations, such as destructive emotions and evaluations. This is analogous to building our house out of 'wormy or rotten' materials or creating our symphony with 'out-of-tune' instruments played by inept musicians. Fortunately, by observing our results; our external and internal experiences and conditions; we can identify which beliefs to change in order to produce the states and outcomes we desire.

Thus, by using the ever present feedback of our experiences in present time, we can change our self definition and our vibrations. As we use this feedback to spot the limiting beliefs by which we are defining and creating our self image, and discharge the emotions connected to them, our vibrations and psychological states change. Then, as we visualize the future states we desire, the probability of realizing our dreams increases dramatically.

This approach offers an efficient means for people to change their unwanted internal and external conditions. It can augment meditation by providing a specific focus to eliminate distractions and providing timely and concrete feedback that desired changes have occurred. It provides a means to release emotional fixations on traumatic incidents of the past, and to create more positive visualizations for the future. While it is of great value in improving the quality of life and outcomes for virtually anyone, it is a particularly useful and practical approach for use in the high intensity world in which we live. It is also quite effective when used in conjunction with other approaches.

From our years of experience in guiding ourselves and others toward achieving greater fulfillment in life, the greatest challenge we appear to face is that of more fully realizing our potentials. Obviously each of us has unique potentials that can be expressed on many levels from the physical, to the emotional, to the mental and to the spiritual.

There are many workable approaches toward recognizing and achieving more of our potential and attaining a greater degree of fulfillment. Some embrace a wider spectrum of existence than others. While the amount of time and effort required for a person to achieve a desired level of growth using any particular approach varies from individual to individual, some techniques enable a person to address basic issues more directly, and require less time and effort. One such approach, which facilitates personal growth and expansion over a wide spectrum in a minimum amount of time, is based on enabling an individual to find and change his limiting beliefs. These are a major cause of a person not recognizing and/or achieving his full potential.

How a person conceives of himself, perceives others and views experiences in life depends on his beliefs. What a person believes to be possible is a major factor in determining the scope of his aspirations, and in realizing them. They are also a determining factor in what experiences an individual will create or allow. Thus the extent of a person's achievement and fulfillment in life is a function of his beliefs.

Unlike many approaches, which require a person to find the source of undesired or limiting conditions in the past, the technique of identifying and handling limited beliefs utilizes the ever present feedback of experiences in the *present* to enable a person to find and transform his limiting beliefs to positive ones. Thus, it requires far less time to find and change the restrictive or inhibiting factors in one's life, and enables a person to make deep and basic changes.

This book is intended to enable you, the reader, to gain a new and deeper perspective of how you are creating your life, and to become familiar with a means of changing the conditions and limiting factors in it. It provides an effective means for you to achieve more of your aspirations, and a greater degree of fulfillment in life.

In reading this book it can be very helpful to record in a notebook the beliefs you change and the results you observe, and to actually do the exercises where indicated. This will provide a clearer perspective of your aspirations and focuses in life, and identify how to eliminate the factors impeding them.

We initially wrote this book with care to honor the female gender, by including both he and she wherever the third person was used. However, in doing so, we found that it made the reading cumbersome. So, in the interest of making the reading flow easier, we rewrote the text in one gender, trusting that the reader would understand that when "he" is used, it refers to a person, and not just the male gender.

## **CHAPTER ONE**

# **REALIZING OUR ASPIRATIONS**

Most of us have considerable ability to adapt and try to make the best of life as we encounter it. Yet, this is not always enough for our fulfillment. There are times when we feel an urge to experience life in more depth and with a greater sense of excitement. We may want to express ourselves in ways that are more intimate and more creative. We may have a desire to expand by breaking out of fixed and limited patterns. There may be times when we encounter failures and experience dissatisfactions with ourselves or the circumstances of our lives which we need and want to change.

The intensity of these desires depends on the strength of our aspirations, i.e. how much we want to know, and how intensely we want to experience and feel our lives. One form of aspiration--literally--in which we're constantly engaged is breathing. It is vital. If it were to be interrupted, we'd take immediate action. Yet, we often fail to recognize that other forms of aspiring, such as wanting to have a fuller, richer and more fulfilling life or gaining greater understanding of ourselves and the universe are just as vital. As Socrates once said, "The unexamined life is not worth living," or as Maslow cautioned, "If you deliberately plan to be less than you are capable of being, then I warn you that you'll be deeply unhappy for the rest of your life."

## **REALIZING OUR POTENTIAL--ELIMINATING BOUNDARIES**

In theory we may recognize that our potential is unlimited. But in actuality, we have subconsciously set definite limits that confine our lives. While we may sometimes fantasize about having great accomplishments, or exciting adventures, we 'know' in our heart of hearts that these are just dreams, and in fact beyond our reach. So they remain just unfulfilled dreams. We may have experienced brief times of awareness and excitement when we expanded and operated beyond these limits, but we didn't sustain the state. As you read this paragraph, perhaps some aspirations that you have or have had will come to mind. As these occur to you, write them down for future reference. Recognizing and pursuing what really excites you in life is very important. So is changing the limiting beliefs you may harbor which keep you from identifying and realizing your aspirations.

## **MY ASPIRATIONS AND WHAT REALLY EXCITES ME IN LIFE**

We set our own boundaries and limits. In fact, what we genuinely believe to be possible for us, defines the boundaries of what is possible for us. Unconsciously we may have adopted beliefs that limit our potential for growth and expansion, or that create insurmountable obstacles blocking the way of achieving what we really want. If so, then our aspirations become just unrealistic dreams.

My wife and I take frequent evening walks. Often, in the course of one of them a friendly cat will emerge from a yard and rub against our legs to invite some petting. One such cat, whom we call Suzie, is so affectionate that as we continue on our walk, she refuses to leave us, and purrs and rubs against our legs as we try to go on. We often spend considerable time 'shushing' her back to her yard. One day, however, when we were in a hurry, we went on walking without taking the usual time encouraging her to go home. As we continued, we were relieved to see that Susie only went so far, to some boundary invisible to us, and went no further. On subsequent walks we verified that Suzie always stopped there, apparently believing that it was safe to only go so far.

It isn't intended to be a 'catty' remark to say that all of us have boundaries which limit what we are willing and able to be, do or have in our lives. These invisible barriers or leashes restrain us, keeping us from realizing our full potentials. Not only do they limit our aspirations, so we don't breathe as much excitement into our lives as we might, but they also limit our actions and accomplishments as well. Even as you read this, you may recall ambitions and hopes you've had for your own growth which you put aside as "dreams" which were unlikely to ever be fulfilled. Some may seem like losses you'd like to forget. But as you learn to recognize the limiting beliefs that you had which caused or allowed them, these can be transformed into valuable learning experiences. By using this fresh insight, and venting any unexpressed emotions that you had at the time, what seemed impossible will become quite possible. So take a moment to think about the qualities you'd like to bring out or realize more in yourself, such as particular abilities, character, integrity, loyalty, personality, leadership, image, temperament, courage, spontaneity, creativity, lovability, intimacy, reasoning ability, forgiveness, humility, gratitude, willingness to receive, insight, intuition, ability to express yourself, health, etc. As you learn to find and change your limiting beliefs, the probability of being able to achieve them becomes much higher.

## **LOOKING AT LIFE AS A GAME WITH AIMS**

One way to consider life is as a game in which we have aims and attempt to overcome various obstacles to achieve them. The aims generally fall into the categories of having certain desired characteristics, i.e. being a particular type of person, or of doing certain things and accomplishing goals, or of acquiring and having things we want such as possessions or facilities. The obstacles may appear to be a lack of knowledge, ability, or opportunity, but underlying these are the limiting beliefs that we have, particularly about ourselves, as to what is possible.

The motivation for each of these aims can vary widely. We may desire to have particular characteristics in order to be a more lovable, generous, aware and effective person or in order to better create or perform specific actions. We may want to engage in particular activities or accomplish certain things for the enjoyment of doing them' for personal growth, and/or to achieve status, fame, recognition and power. We may be motivated to acquire facilities and possessions to feel more secure, to gain acceptance or status or simply for the convenience and enjoyment of having them.

Robert D. Ropp in his informative book, *The Master Game*, humorously categorizes, in imaginative terms, the games people play in life and the aims they have for playing them. He

characterizes the game of acquiring wealth or possessions as many people play it, as "The Hog in the Trough Game", a having game in which their aim is to get their noses in the trough as deeply as possible and guzzle as much as they can before the other hogs get it. Another game, he characterizes as the "Cock on the Dunghill Game," a game of doing, which many people play to gain fame and have the sense of power it brings. The game he suggests that can be the most important and fulfilling to play is the Master Game, which has as its aim the awakening of a person to his infinite potential for reasoning, creativity, depth of feeling, love, self expression and both psychic and spiritual insight.

## **BEING WHO WE REALLY WANT TO BE**

Whatever our aspirations and aims may be, each of us operates within boundaries or limitations which are often unidentified. In varying degrees, we learn to accept ourselves as we *believe* ourselves to be, i.e. possessing certain abilities and operating within various constraints and limitations. Not wanting to set ourselves up for possible losses, we tend to not seriously imagine or visualize possibilities which lie outside of the boundaries of our beliefs.

To bring these limitations into clearer focus, identify your present time, realistic beliefs about what you are able to be, do or have? To identify what your actual boundaries are, a good point of reference is what you are actually being, doing and having now. To what degree would you like to expand these boundaries, and for each one, what do you feel is limiting you? Write down what comes to mind.

For each of us, certain activities or games are more interesting, exciting or challenging than others. While we all like to achieve our objectives, the moment of achievement is very brief. We live our lives, learn our lessons and achieve our growth in the process of getting there. The degree of satisfaction we are likely to get from our lives depends much more on how we play the games than on the outcomes themselves. There is much truth in the adage, "It's not whether you won or lost, but how you played the game that matters!"

What you are being determines how you play the games of life. You probably know of people who are very forceful and domineering and others who invite participation and sharing; some who are greedy and others who are generous; and those who pursue their goals with self-centered and unfeeling attitudes and others who do so with empathy, consideration and caring. There are people who use devious means and others who use straightforward ones. Some have violent, assertive temperaments, and others are calm and cooperative. We encounter people who have a high degree of self esteem and self confidence and others who lack it. There are those who are riddled with doubt and fear and others who are certain and courageous. There are some who cheat or take advantage of people while others have principles, honor agreements and respect other's rights.

We may experience feelings of warmth and closeness when we are around loving people and of coolness and distance with others who seem to be filled with hate and negativity. We may admire and be inspired by people who are spontaneous, thoughtful or creative, and sometimes feel bored with those who lack these qualities.

Obviously, we have some choice over the type person that we are being. We can consciously

make changes in our appearance, our habit patterns, and how we behave with others. In a sense, however, these changes are cosmetic. Another level of choice, which we could call intrinsic, involves how we conceive of and express our innermost selves. We can always put on a new mask, but if we subconsciously believe that we are stuck with the way we are, with the characteristics we have; and that we can't make basic changes in our nature; then we will be hemmed in or constrained by these beliefs. They will in fact determine our limitations.

The story is sometimes told of how certain primitive tribes caught fish. They wove long reeds together to form a lattice and laid it on the surface of the lake. When the sun was overhead, the shadows of the lattice extended from the top to the bottom of the lake, creating underwater what looked like a fence or a cage. As the natives pulled the lattice along the surface, the fish, to escape this apparently moving cage, swam desperately in front of it. As the shadows moved toward the shore, the fish beached themselves, and the natives caught them. While the barriers by which we limit our lives may seem very real, they are unlikely to have any more substance than the shadows which trapped the fish.

## **CHAPTER TWO**

# **HOW WE CONNECT WITH EXISTENCE AND CREATE EXPERIENCES**

Many physicists have come to recognize that everything in the physical universe is vibratory, i.e. energy in motion. We all have unique vibrations, and we emit and respond to vibrations ranging from the gross and physical to the subtle intuitional' and psychic or spiritual. Only certain parts of our environment resonate to our unique vibrations. A similar phenomenon occurs when we ring a bell with particular vibrations in a room in which there are different kinds of goblets or crystal glasses. Certain ones will resonate and some will not. When we use another bell with different vibrations, then other glasses will resonate, but not the same ones.

If we were to hit a "C" note on a piano in a room in which there were a variety of string instruments along the wall, certain strings on the instruments would vibrate and the others would not. If we then struck an "F", different strings would vibrate. Each string and each part of existence will only resonate to certain frequencies of vibration.

We interact both within ourselves and with our exterior world through vibrations. We may label those that we sense from our body or emotions as pleasurable or painful, and from our exterior environment as desired or undesired.

All of us put out vibrations. A person who is inwardly feeling anger or hate will be emanating angry or hateful vibrations. These may not always be apparent from the way he looks, because he may be presenting a facade of friendliness. Intuitively, however, we often pick up his real attitude. Perhaps this is what led the author, Ralph Waldo Emerson, to make the well known remark, "What you are speaks so loudly that I can't hear what you are saying!"

Whatever vibrations we emanate, only certain parts of the universe will resonate to them. Through our unique vibrations we tend to excite a corresponding resonance in people with whom we come in contact. A person filled with love will tend to stimulate a loving resonance and vibration in others. An angry or fearful person will tend to make others uncomfortable. As a result of their different emotional vibrations, the angry and the loving person will create quite different experiences in their lives. Perhaps you can recall being in the presence of an angry person and can compare the feelings you had then with those you had with a person who was filled with joy.

It is our beliefs, and the feelings which arise from them, that produce our vibrations. These in turn determine the probability that we will have particular kinds of experience. While it may appear that our experiences cause us to form certain beliefs, beliefs come first; we believe something is true, and out of that belief we create experience. Then, out of that experience, we reinforce the belief. We need to find our basic, casual beliefs, particularly the ones we have about ourselves, to make real changes in our lives.

## **THE RAW MATERIALS OF REALITY**

The raw materials from which we create our realities are:

BELIEFS

ATTITUDES

THOUGHTS

FEELINGS

CHOICES

DECISIONS

From our beliefs we form attitudes, thoughts and feelings upon which we base our choices and decisions. As we change our beliefs, our corresponding attitudes, thoughts and feelings will change, and so will our vibrations. The universe has an infinite range of possible vibrations and resonances. Our probability of having particular types of experiences is determined by our vibrations. These stem from the beliefs that we hold.

Some people seem to be victims in life. Many of us may feel that way at times. When people are feeling victimized they are likely to complain that others are taking advantage of them. When they are invited to explore their beliefs about themselves, the probability is high that they may discover limiting beliefs such as "I deserve to be punished", "I am worthless", "I am bad or evil", "I am a victim", "I am guilty", "I am shameful", "I don't deserve", "I'm unworthy", etc. When they identify and change these limiting beliefs, and the encysted emotions connected with them, their experiences will change, and the probability becomes much higher that others will treat them more as winners instead of losers or victims.

For example, a number of people may be applying for the same job. One may be the best qualified for it technically. Yet another person, who may not be as well qualified technically, but who has a stronger belief in his or her own worth, will have a higher probability of getting the job.

All of us have beliefs. They define how we conceive of ourselves and our boundaries. They determine the nature of our vibrations, and the probability that we will have particular types of experiences in life. Far too often some of the beliefs that we have may be severely limiting us. Fortunately, we always have a choice as to whether to accept them and live within their constraints, or to change them and expand beyond them.

## **CHAPTER THREE**

# **HOW WE GET LIMITING BELIEFS AND WHERE THEY COME FROM?**

Initially, at birth, and for some time thereafter, we apparently believed that we were one with our mother. Then, we picked up and adopted the belief that we were separate from her and other parts of existence. As a result, in our interactions with members of our family, friends, teachers, and people with whom we work, we formed other limiting beliefs and defined our boundaries. We have unwaveringly programmed the limiting beliefs that we have in our subconscious minds.

As small children, we were very dependent on some powerful giants, our parents and other adults, who may have been five times our height and ten times our size. They were awesome. We desired to be loved, but at times our demands for love and attention, or our cries for help came when our parents were beset with problems of their own, or had their attention on other matters. Sometimes they may have responded to us with irritation and an admonition, "You are nothing but trouble," "You are such a bother," "You can't do anything for yourself," "You are such a mess," "You are bad," "I don't know why we ever had you," etc.

In times of need or stress, we are likely to take in and unwaveringly program these remarks along with the emotions that accompany them in our computer-like, subconscious belief files. The greater their emotional impact, the more likely we were to unwaveringly make them part of our belief structure.

The storage process is quite similar to the way we store data on a computer, particularly if we have one connected to a FAX machine and aren't always monitoring what comes in. Key data gets stored without us being fully aware or recognizing that it is there. To change it, we have to learn how to enter the computer and re-program it.

We acquire limiting beliefs not only in our childhood, but throughout our lives. During our adolescence, the remarks or attitudes of our peers may be filed in our subconscious minds. Remarks such as "We don't want you on our side," "You never say or do the right thing," "You don't have what it takes," "You can't be trusted," "You're a scaredy cat," "You don't fit in," etc. The negative connotations can and often are programmed as limiting beliefs. Thus, we may struggle throughout much of our lives trying to create a social image to cover up the deficiencies which we've allowed to be planted and feel deep within. It is from this inner, subconscious structure, this pattern of self definition, that we create our vibrations and our consequent experiences in life. We have programmed our belief structure and it defines the type of person that we are.

## **OUR BASIC, SUBCONSCIOUS BELIEFS AND OUR FACADE**

As we live our lives with negative feelings and beliefs, we are likely to try to compensate for them by constructing a facade. At a conscious level we may endeavor to be helpful and organized, to be self reliant and confident, to appear "good" and to show through our words

and actions that we are trustworthy, capable individuals. Yet, our basic vibrations come from the subconscious beliefs that we hold, particularly the ones we have about ourselves. These are the ones which determine our basic vibrations and the probability of having particular types of experience in life no matter how well we have constructed our facades.

Sam, for example, knew the mechanics of selling to a "T". He was also good at breaking the ice with a prospect, but his sales volume was lower than that of several of the sales people who appeared to have far less skill. When he found and changed his subconscious beliefs about his own inadequacy and lack of self worth, he became less pushy and his sales volume soared. Another interesting change was that he became much more accepted as a member of the team.

Then there was Jackie, who was a compulsive show off, and would do almost anything to get attention. She succeeded in being the center of attention, but behind the facade, she was lonely and had few real friends. As she found and changed some of her limiting beliefs about not being lovable, her coldness, and of being shallow, she became more willing to share the limelight, and developed some close friendships.

As human beings we undoubtedly developed our minds over the millennia to provide very necessary functions. As we and our minds became more complex, adding and refining characteristics such as integrity, will, intuition, temperament, guilt or shame, courage, compassion, personality, spontaneity, imagination, memory, etc., it became necessary to preprogram qualities and functions. Without doing so we'd have to make fresh decisions regarding each of our characteristics moment by moment throughout the day. We'd be swamped with decisions, and have little time to observe and interact with the world and people around us. By programming these key aspects of ourselves in our subconscious minds, we provided consistency and freed ourselves from having to make fresh decisions about each of our many qualities at every interaction. Our subconscious programs are based on the beliefs we hold, particularly the ones we have about ourselves.

Our social characteristics, our facade, may be very different from the basic characteristics we have programmed in our subconscious minds. To the degree that they are different, we are likely to feel "uncentered" or "incongruent." The discrepancy varies widely among individuals.

Obviously, we've programmed many positive beliefs along with their positive emotions in our subconscious minds. From these we create vibrations and experiences which align with and forward our purposes, and fulfill our desires in life. However, the limiting beliefs along with their negative emotions that we have programmed subconsciously lead us to create experiences which we don't want and which impede us in having those we really do want.

We endeavor to create the most favorable facade that we can, even though the feedback we may be getting intuitively or through what we are experiencing contradicts the social image we are trying to project. Thus, it is vitally important to find and change the limiting beliefs and emotions that we've programmed in our subconscious so that we can become more aligned, congruent and centered. Then we will create more of the experiences we want.

We create our facade, i.e.		Our basic characteristics, from which our vibrations stem, are programmed
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the way we'd like to be perceived in our conscious minds.		in our subconscious minds. Some of these, as revealed by our experiences, may be limiting.
<b>QUALITY</b>	<b>FACADE</b>	<b>SUBCONSCIOUS PROGRAM</b>
Integrity	highly principled	devious, unprincipled
Temperament	cool, collected	hot, seething
Courage	bold, impulsive	fearful, indecisive
Self Trust	certain, assertive	uncertain, doubtful
Spontaneity	extemporaneous	forced-calculated
Personality	warm, friendly	cold, suspicious
Self-image	charming, alluring	repulsive, repugnant
Creativity	vivid imagination	dull, literal
Originality	fresh, inventive	plagiarizer, copier
Generosity	magnanimous, giving	miserly, stingy
Self-esteem	admirable, virtuous	shameful, disgraceful
Likability	warm, sincere	cold, insincere
Lovability	affectionate, intimate	uncaring, removed
Initiative	drive	complacent, apathetic
Responsibility	reliable	careless, negligent

Obviously, there are many other characteristics by which we define ourselves, and from which we create our vibrations. When we encounter someone whose subconsciously created vibrations and emotional expressions are well aligned with his conscious programs, we may sense that the person is "centered or congruent." We may feel that this person is "natural," and that we are able to interact with him at a deeper level.

## **RECOGNIZING HOW WE CREATE OUR REALITY**

It's important to recognize as we change our limiting beliefs that we are also changing the way we create realities. For the past several hundred years most of mankind has shared the Newtonian belief of cause and effect, i.e. what is occurring in the present is the result of a past cause. This was regarded as "logical reasoning."

The discoveries of Einstein, and others whose research added to the insights of quantum physics, have confirmed the metaphysical concept that what a person visualizes for the future, i.e. what he imagines with intention, is the major determining factor in what his experiences will be in the present.

As an example, using the Newtonian belief of cause and effect, the reason that the billiard ball went into a particular pocket was because the cue ball hit it in an exact way. Viewed from the quantum physics viewpoint, the player's, future visualization of the ball being in the particular pocket caused it to go into that pocket. In other words, the future visualization of a person is the cause of his experiences and conditions.

Unfortunately, it is common for individuals to visualize their future conditions and experiences based on their limiting beliefs of the past. For example, if a person has formed beliefs that he is limited or incompetent, it is probable that he will visualize himself in the future as limited or incompetent. Thus, the probability is very high that his experiences in present time will confirm that he is deficient. Only when he changes his limiting beliefs about himself will he be effective in visualizing the conditions and experiences that he prefers.

Thus, as limiting beliefs are changed, more positive visualization becomes possible. Then, the transforming energies of desire, expectancy and imagination of the desired future state and conditions will have a much higher probability of manifesting in the present.

## **CHAPTER FOUR**

# **LIMITING BELIEFS THE MAJOR OBSTACLE TO BEING, DOING & HAVING WHAT WE WANT IN OUR LIVES EXPANSION**

The major obstacles a person has to being, doing and having what he wants are his limiting beliefs. Once these are identified in his subconscious mind, and changed to positive ones, obstacles will diminish or disappear. Since beliefs of a similar nature appear to be stored in the subconscious mind in sets or systems, it is important to find and change the various ways a limiting belief may be filed. For example, a set might consist of beliefs such as "I am bad," "I am no good," "I am worthless," "I am evil," "I can't be trusted," "I let others down," "I'm not dependable," "I'm a liability," "I always do the wrong thing," etc. Changing any one of these to a positive belief will bring about some change. The more beliefs in a 'set' a person finds and changes, and the more basic the limiting beliefs are, the greater will be the depth and stability of the change.

As the creator of the type of person you presently are, you can become much more of the kind of person you really prefer to be. As you open yourself to creating positive, expansive beliefs, and become less and less limited, you no longer have to mask limitations. Once you identify your limiting beliefs, it's easy to change them. The biggest challenge, but not a difficult one, is finding what your limiting beliefs actually are.

While we may have formed limiting beliefs at any time in our existence, we don't have to identify or relive those times in order to find and change our limiting beliefs. The particular types of experience that we are creating or allowing now, in present time, provide the clues we need to find them. We need to recognize and apply the principle that our unique experiences result from our vibrations. These vibrations stem from our beliefs. The people and the universe around us resonate with and respond to our vibrations. So do our bodies and feelings. These serve as ever present mirrors. For instance, if people are treating us with disrespect, we should suspect we are harboring a subconscious belief that we are not worthy of respect. Thus our experiences provide constant feedback as to what our beliefs actually are.

## CHAPTER FIVE

# FINDING OUR LIMITING BELIEFS

Most of us have learned to look outside of ourselves for the cause of the experiences that we don't like. So it may seem difficult at first to entertain the idea that it's because of our beliefs that we are causing or allowing our unique experiences in life. However, by finding and changing some of the limiting beliefs that are causing us to create or allow undesired experiences, we can gain assurance.

Fortunately, life gives us ample feedback from several sources. The primary source is what we actually experience. Experience functions as a mirror. We not only create or allow what we experience through our beliefs, but we also view experience through their lenses. On hearing a compliment about something he has done, a person with confident beliefs about himself is likely to accept this as a sincere acknowledgement. Someone who lacks confident beliefs might see or interpret it as an insincere "buttering up" to get or gain something, or an outright lie.

We also get continual feedback from our bodies and emotions. When we live our lives with negative or limiting beliefs, we get feedback from our body in the form of pains, aches, illnesses, lack of energy, etc.; and from our emotions; undesired feelings such as anxiety, depression, apathy, anger, grief, etc. These can provide some of the valuable clues we need to find our limiting beliefs. (Refer to appendices H, I, and K for more specifics on how these relate to our limiting beliefs.) As we identify some of them, our next step is to change them to positive ones in our subconscious minds.

For example, upper back problems are often symptoms of feeling a lack of support or love. Limiting beliefs might be that "I am unlovable," "I don't deserve love," or "Loving is dangerous," etc. Then, by entering the subconscious and changing these to "I am lovable," "I deserve love," and "loving is safe," the cause and symptoms may be relieved. Of course physical difficulties may have advanced to a stage where recovery will take time, and the relief may not become apparent at once. The difficulty may also be at a stage where medical treatment is needed, and if so, such treatment should be sought. As an analogy, our house may be burning as a consequence of having limited beliefs that caused the probability of some form of destruction to become high; but at this point, our most urgent action to save it would be to call the fire department.

An anxiety problem is often a symptom of fear, and limiting beliefs which could be causing it are "I am powerless," "I can't trust myself," or "I am helpless." etc. By changing these in the subconscious to "I am powerful," "I can trust myself" and "I am self reliant," the fear and anxiety should be alleviated. It's quite likely that other limiting beliefs making up the set causing anxiety will also need to be found and changed, for there may be several contributing factors.

In doing the focused observation and detective work to spot our limiting beliefs, we must bypass the tendency so many people have to place the responsibility elsewhere, i.e. to blame others, fate, or outside circumstances as the cause of our undesired experiences. Obviously,

others do play a part in our experiences, but our vibrations attract certain people and through resonance, activate particular qualities in them, as well as creating environmental circumstances. Thus we set up the probability of having the unique experiences we have, and through our vibrations, of attracting others to play roles.

## **RECOGNIZING LIMITING BELIEFS ABOUT CHANGING**

Unfortunately, we are likely to have some beliefs that limit the changes we allow ourselves to make. Change brings about different conditions in our lives, and we may have doubts about whether a change will really make us happier. We may be concerned that as we change we will affect the people close to us in different ways, and they may have trouble accepting the changes in us. We may be apprehensive that changing might lead to disaster, or that if we change we will fail. For some people, change seems to threaten their very existence; perhaps by threatening to expose their excuses or the unhealthy or dysfunctional roles they have adopted as a way of handling life, or to keep from getting hurt.

Some typical excuses and concerns are:

- a. I have to control everything in my life, (by intimidation or by being weak.)
- b. If I change I might be lonely, and I don't want to risk it.
- c. It might involve becoming more intimate and having to expose my shallowness, vulnerability, etc.
- d. Change might expose my shame for what I have done or for just being who and what I am.
- e. I might have to stop being self-obsessed.
- f. I might have to give up self-pity and stop being a martyr.
- g. I don't or won't deserve anything better.

Obviously, in order to change, you need to find and change your limiting beliefs regarding making changes. You may find in reading this that some of these forms of resistance apply to you. If so, make a note of them so that when you come to the chapter on how to find and change limiting beliefs, you can make these the first ones to change. Otherwise, they will stand in the way of you making the other changes that you want to make.

## **DEVELOPING A NEW WAY OF LOOKING AT EXPERIENCES**

To find our limiting beliefs, we need to adopt a new way of looking at our experiences. Sometimes, to make the search less personal, it may help to get a stuffed doll or animal and use it as a substitute for yourself, a representation to whom to ask questions. Keep in mind that those limiting beliefs from which we create vibrations and unwelcomed experiences are in our

subconscious. These are not necessarily logical and sometimes not even ones we can consciously imagine having. So we have to be open and imaginative in looking for them. Also, since beliefs are stored in sets or systems, there may be several linked beliefs which contribute to the particular vibrations leading to undesired experiences. It's important to find and change as many in the set or system as possible, so even if some beliefs seem similar, make note of each one that comes to mind.

## **IDENTIFY THE AREAS OF UNDESIRE EXPERIENCES & LIMITING BELIEFS**

To find one's limiting beliefs, first identify the areas in which you have had some patterns of undesired experiences that you'd like to change. These are likely to have common characteristics. Here are some examples to which you might add some of your own:

Feeling anxious or fearful in certain life situations.

Feeling upset with people in particular relationships or circumstances.

Feeling let down or betrayed by others.

Experiencing a lack of success or recognition for your efforts in certain areas of your life.

Feeling purposeless or lacking motivation.

Encountering financial difficulties.

Having problems in relationships for which you may blame your mate or others.

Experiencing a lack of creativity or its expression.

Encountering learning difficulties.

Resisting change or feeling threatened by it.

Being unable to be as successful as one desires.

Experiencing ill health.

Once an area has been identified, then pose questions to yourself or your substitute such as, "What would someone (or the name of the stuffed animal) have to believe, particularly about himself, to be creating or allowing this type of undesired experience?"

"What inner conflicts might someone have that would cause that person to create this type of undesired experience?"

Always look for the most basic beliefs possible. These may lie at a deeper level than those which come to mind at first. For example, a person who has a belief that he is not able or

competent in an area, or isn't succeeding, might have beliefs of the type "I have no choice but to work in this area or field," "I can't trust myself," "I'm stupid," "I never do anything right," "I'm irresponsible," "I'm powerless," "Whatever I do it will turn out to be wrong," "I'm bad or evil," "I'm a failure," "No matter how hard I try, it never works out," "Nothing comes easy," "I have to 'knock myself out' to get anything done," "I'm a misfit," "I'm bad," "I deserve punishment," "I always gum things up."

## **USING BLAME AS A LEAD FOR FINDING LIMITING BELIEFS**

What a person blames another for provides useful clues regarding his limiting beliefs. As the Chinese philosopher Lao Tzu stated in about 600 B.C:

Having what is called insight.  
A good man, before he can help a bad man,  
Finds in himself the matter with the bad man,  
And whichever teacher  
Discounts the lesson  
Is as far off the road as the other,  
Whatever else he may know.

Blaming is almost invariably a projection of a person's limiting beliefs, particularly ones about himself, on to others or external factors. You can start by asking yourself, or the person whom you are assisting, "Regarding this experience, what am I blaming others for?" Then take the answers to this question and ask, "What aspect of what I am blaming others for may lie in me?" "In what ways might I be doing this to others or to myself?" "What would my underlying beliefs be, particularly about myself for me to do this?"

An example of applying this might come up when working with a wife who is having trouble in her relationship with her husband. She complains that he never listens to her. She could be asked; "What would someone have to believe about themselves for someone to not listen to them?" Then, write down any limiting beliefs that she comes up with. If some form of prompting seems needed, ask questions such as: "Might she believe that she is shallow, or boring, or has nothing interesting to say, is just an idle gossip, that she should be seen but not heard, etc." Always come back to identifying what her basic beliefs might be, particularly ones she has about herself.

What a husband or wife blames the other for is almost always a reflection of the blamer's limiting beliefs. So returning to our example of the wife, ask other questions to help her find additional limiting beliefs such as: "Who or what are *you* not listening to?" "To what inner signals from your emotions or body are you not listening?" "What intuitional messages are you disregarding?" "What aspirations are you ignoring?"

## **IDENTIFYING THE LACK OF PURPOSE AND ASPIRATIONS**

An underlying and common element in individuals who are creating undesired experiences is a lack of purpose or excitement in life. We could say that these individuals are not in

communication with their inner or higher selves i.e. that aspect of their being that operates at a non-physical, vibratory level. It directly effects the experiences in their daily lives. From that level aspirations evolve from the dimensions of thought and feeling into physical reality. If aspirations are not recognized, expressed and acted upon, a person is not likely to feel 'centered' and in harmony within himself. Instead, he will create negative or amorphous vibrations. When these vibrations exist, they are likely to produce experiences that the person doesn't want. Not having one's aspirations defined can be explored by asking questions such as, "What beliefs would someone be likely to have to not recognize his aspirations? These might be aspirations to be a person with certain abilities, or qualities such as good character, positive principles, integrity, trust, creativity in various areas, generosity, imagination, enthusiasm for life and involvement in life, commitment, love, empathy, depth of feeling, gratitude, forgiveness, etc. What beliefs might he have that would inhibit him from aspiring to and developing these qualities as fully as he might like to?"

"These might be aspirations to do certain things, like changing conditions, writing, teaching, selling, managing, directing, engaging in sports, etc. What beliefs might he have that would inhibit him from aspiring to and doing these things?"

"These might be aspirations to have certain things like facilities, equipment, housing, etc. What beliefs might he have that would inhibit him from aspiring to have and getting these things?"

One could also ask, "What have you dreamed or imagined being, doing or having that you rejected, or for which you allowed other's attitudes to discourage you?" Identify what occurred and express the feelings you had. Then, ask, "What beliefs might someone have that would cause them to reject or not pursue their dreams?" If prompting seemed necessary, questions such as, "Might they believe they were unworthy or not deserving, that they were bad or evil, that they were of no importance, that their dreams are unreal, the future is dangerous, etc."

It could also be helpful to ask what beliefs that he might have which would prevent him from being in communication with his inner or higher self?

Also, refer to Appendix J.

## **PROCEDURE FOR FINDING LIMITING BELIEFS CAUSING ANXIETY, DEPRESSION AND HEALTH PROBLEMS**

If you or a person with whom you are working is experiencing anxieties or depression, for reasons other than specific medical problems, the underlying beliefs are often ones such as: I lack self confidence and/or self trust, self worth, a sense of identity, or I am powerless, I can't express my anger, I'm not deserving, I'm untrustworthy, I'm bad, I'm evil, I have to be in control but I'm not, I can't trust, or even such beliefs as that I wouldn't exist if I didn't achieve such and such, or I'm nothing. If you or the person you are guiding has difficulty finding the basic beliefs which might be causing anxiety and/or depression, beliefs of this type may lay at the root. If they do, get a statement of the positive belief and change the limiting beliefs to positive ones. See Appendix H, I and K for additional questions.

When you or the person with whom you are working has health problems, a very useful reference is the excellent book, by Louise Hay, *You Can Heal Your Life*. In it she helps to relate symptoms for various maladies to the possible limiting beliefs. For example, Louise suggests that a person with asthma might examine probable causes such as: "Smothering love; inability to breathe for one's self; feeling stifled or suppressed crying." Questions which might assist an asthmatic in finding his limiting beliefs might begin with: "What are your beliefs about love?" "Is it safe to give or to receive love?"

"Are there dangers in loving?" "Do you deserve love?" "Do you feel trapped by love?" "Are you afraid of being smothered by or smothering another with love?"

Regarding the issue of "inability to breathe for one's self," you could ask, "What would someone have to believe to not be able to breathe for oneself, breathe in a wider context; a taking in and giving out of life. You might suggest: "Might the person believe that he is powerless?" "That he can't sustain himself in life?" You can ask if the person believes that he is weak or ineffective; can't trust or depend on himself; that he is vulnerable, that it's dangerous to take in things, etc.

For the third possible cause suggested by Louise, "feeling stifled," one could begin by asking, "What would a person have to believe to feel stifled?" You could explore issues such as self trust, lack of ability, or beliefs that what he has to offer isn't good enough, or that he is unable, isn't creative, that he creates bad effects, is bad or evil, is unworthy, or that expression is dangerous, or might lead to exposure or embarrassment, etc.

From the fourth possible cause which Louise lists for asthma, suppressed crying, you could ask, "What would a person have to believe, particularly about himself to suppress crying?" After getting all of the answers that are readily available on this question, you might prompt further exploration by asking, "Might he have a belief that he is powerless, helpless, weak or a victim?" "Could the person believe that emotions or expressing them is dangerous?" "Might the person believe that he is bad, has done something bad or deserves to be punished."

Again, in suggesting possible beliefs, it can be helpful to use a stuffed animal or doll surrogate with a common name such as Sam or Lisa. Some people may take probing questions as accusative or evaluative, and become defensive, so a question such as "What would Sam or Lisa have to believe to suppress crying," might be less threatening for the client, or less introverting to oneself.

## CHAPTER SIX

# CHANGING LIMITING BELIEFS TO POSITIVE ONES PREPARATION FOR CHANGING BELIEFS

We normally identify each limiting belief that we find by words such as "I'm unworthy", "I'm weak", "I'm stupid", etc. These words become alive through feelings. As we believe and/or think, "I'm unworthy", the vibratory energy of feelings communicates the belief. To identify this energy, we might ask, "What does it feel like to be unworthy, or what did I feel when I adopted that belief?" The feelings might be anger, hostility, pain, despair, sadness, guilt, grief, apathy, etc.

The unexpressed feeling energy is what gives the limiting belief its force and its power. Until this energy is expressed and released, it will continue to cause the belief to persist and influence our lives. So a vital part of changing limiting beliefs to positive ones is contacting and expressing the feelings as fully as possible. To the degree that these aren't fully expressed and released, it is probable that the limiting belief will continue to influence us. Fortunately, the probability is high that even a partial venting of feelings connected with a limiting belief will reduce its effects. If after expressing the feelings connected with the belief, "I'm unworthy", we continue to feel unworthy, or our experiences indicate that we may still retain some aspects of this belief, or one associated to it, we can make further changes by expressing more completely the feeling energy.

Unfortunately, many of us have either not developed fully, or have lost some of our ability to feel. To keep up with the quickening pace of the world, we have learned to communicate more and more with words, and often without feeling them. To be the most effective in changing our limiting beliefs, we need to find and change our limiting beliefs about feeling and practice feeling.

You may have noticed in reading a book or watching a movie that it is the feelings you create that largely determine how excited you are. Unless you create the feelings of excitement when your favorite team scores, or you read about two lovers caressing, the experience is lifeless.

There is feeling energy connected with every belief. In order to deal with it, we need to relearn our ability to feel. As we do, we will become more effective in changing our limiting beliefs, feel more alive and become more aware of our close connection to our bodies, our mind and the trees, birds, houses, stars, that make up our exterior world. Fortunately, learning to feel more is something that is easy to do, and provides immediate benefits.

So to prepare for changing limiting beliefs to unlimiting or positive ones, start practicing feeling. As you look into the sky, feel what it feels like to be a star, or as you walk down the street, feel what it feels like to be whatever you observe, a blade of grass, a tree, a cat, an old man or woman, a car, etc. By doing this, your effectiveness in changing limiting beliefs to unlimiting ones will increase. So will your general feeling of being in the here and now.

As you practice creating feelings, you may get a sense of where you are creating them. If you do, it can enhance your belief changing. But accept whatever you feel and however you feel it.

As you practice feeling more, your ability to do so will increase in depth and become easier.

## **CHANGING LIMITING BELIEFS**

Once you have found a number of limiting beliefs, the next step is to think of an unlimiting or positive belief and express it in the same syntax, i.e. the same sentence structure as the limiting belief. For example, an unlimiting belief to replace a limiting one such as "I am powerless" would be "I am powerful," and not "I am very strong," or "I can overcome anything." It is also important to avoid using negatives such as "no", "not" or the prefix "un" in stating the positive belief, i.e. "I'm not bad," for our subconscious file system has no way to file negatives or an absence of. When filed, "I'm not bad," becomes "I'm bad." To see this more clearly, give yourself the command, "Don't think of an elephant!" Chances are that your subconscious responded by presenting a picture or a thought of an elephant. It has no way to file or present a no elephant.

Ideally, to make the best use of time and to get the best results' concentrate on one type of undesirable experience or symptom at a time, and find as many limiting beliefs as possible relating to the area. Then, tell yourself or ask the person with whom you are working to phrase a positive belief for each limiting belief in the same syntax as the limiting one it will replace. As many as fifteen or twenty can be changed effectively in one sitting.

There are several ways to change limiting beliefs in the subconscious. One way may work better for you than another. Each of us is unique in the way we access our subconscious minds. We may differ in how we visualize or imagine. Some people see what they visualize, some hear it, some may smell it, and some feel it, while others just get the idea of it. Accept and use what works for you. Just spotting that we have a limiting belief, mentally supplanting it with a positive one and affirming the positive one will produce some change in our state of consciousness and experiences in life. The objective of changing beliefs is to achieve and sustain a more positive state of consciousness.

Another approach, which some people use successfully after they spot one of their limiting beliefs is to visualize or sense that the limiting belief occupies a particular space. Then, while focusing their attention in the space, to create the feelings of the belief as fully as they can. As they do, to get the idea that they are creating the belief. Then, when they have done so, to make a conscious decision to stop creating the limiting belief, and in it's place, create a positive belief and the feelings that go with it. As in the previous approach, it is useful as a follow up to reinforce the positive belief by affirming it from time to time.

A third approach produces a deeper, more lasting and sustainable change of consciousness and experiences for many people than the ones previously described. It is based on using a simple entry procedure to gain access to the subconscious belief files. At first glance it may seem a bit more complex than the first two approaches, but once you've gone through the sequence, you'll see that it is quite easy to do and produces lasting changes.

Just as it's necessary to use a particular type of entry to reprogram a computer, i.e., a unique set of signals, so is it necessary to reprogram the subconscious. It responds to metaphoric direction, such as visualizing going deep within the earth as a metaphor for going deep within.

Similarly, visualizing seeing and moving through a room of memorabilia is a metaphor for moving through the past. The simple sequence of directions to follow can be put on a tape or easily memorized for use by oneself, or simply spoken to the person with whom you are working.

So to gain entry to the subconscious, and reprogram limiting beliefs to unlimited or positive ones, first get relaxed and allow your mental chatter to subside. Then, follow a simple sequence of metaphoric visualizations. The first of these is that of visualizing going deep within the earth via a tunnel, into a cave, down a stairway, or in a well, etc. To the subconscious this communicates going 'deep within.' People visualize differently, i.e. some get a sense of seeing, or of feeling, while others just get the idea or a sense of it. Any of these are quite workable.

Once the message of going deep within has gotten through to the subconscious, then, after the descent, visualize coming out into a room of memorabilia containing one's childhood toys and all the possessions one has had. Metaphorically, this represents the past. Once these have been noticed, then visualize moving across the room to where an old man or old woman is waiting. This person represents an archetype of a helper and a unique form of assisting energy. Having the humility to ask for help and to willingly receive it is an important element in bringing about positive change. So, as you get the idea of approaching this person, visualize asking for help in finding the room of beliefs, and then, ask the person to direct you to the door of the room. As he or she does, show and feel gratitude, another important element, by thanking him or her. Then move to the door of the room of beliefs, on which you visualize seeing written, ROOM OF BELIEFS.

As you visualize or get the idea of opening the door and looking inside, imagine seeing a brightly lighted room with a table in the center. On one end of it there's a big book and on the other an urn with a bright flame in which to burn things.

In between there's a large writing pen and some small, reminder cards.

Visualize walking over to the large book and seeing embossed on it in large gold letters, MY BELIEFS. Then, as you open the book to the first page, visualize seeing the first of your limited beliefs written on it. (This short metaphoric sequence gains access to the subconscious.)

Give yourself or the person who you are guiding a command to: "GO TO THE TIME YOU FORMED THAT BELIEF!" While you may not be aware of it doing so, the subconscious responds to time commands. After allowing a few seconds for this to occur, give the command: "CREATE THE FEELINGS OF THAT BELIEF; REALLY CREATE THEM". Continue to urge the person you are guiding to create the feelings fully, and to signal by some body movement, such as moving a finger or some other body part, when he has done so.

When the feelings have been fully created, ask the person to visualize collecting the feeling energy and putting it in the urn to burn, or allowing it to float off into space until it is gone. Next, instruct him to visualize writing and saying VOID, V-O-I-D across the sheet on which the limiting belief was written. Then, to tear the page into little pieces, to put them into the urn, and watch them and the feeling energy go up in smoke. Thus this negative belief in the subconscious has been effectively cancelled and destroyed. Even if there are others in the set,

their overall limiting effects will have been reduced.

Next, to program the positive belief, direct the person to visualize writing it on the Fresh page in the book. As he does to create the feelings of it with intensity, in order to form a new, positive state of consciousness. Once you have done this, then ask him to visualize writing the positive belief on a small card as he continues to create the positive feelings of it.

When all of the limiting beliefs you planned to change have been changed to positive ones, give yourself or the person you are guiding an instruction to come back, i.e. "ALLOW YOURSELF TO COME BACK." Then to, "NOTICE YOUR SURROUNDINGS:." Later, when you or the person you are guiding brings his attention out of the subconscious to the immediate surroundings, it's important to physically write each belief on a separate small card. Then, to place them later where they can serve as reminders to affirm them. When you see the card, do so, affirming the positive belief. *The complete patter for doing this sequence is given in Appendix M.*

This whole process to change limiting beliefs to positive ones is so simple that it usually takes only three or four minutes to change each one, but don't rush the process. Allow ample time to create the feelings, and to visualize doing the other actions such as writing the positive beliefs *at the speed a person would normally write*. If you or the person with whom you are working does the process thoroughly, it will produce a change of consciousness and will generally lead to positive and lasting changes. You can do it by yourself, but it is easier and often somewhat more successful when two people work together, one guiding the other through the visualization.

Working by yourself, a good time to work on reprogramming your limiting beliefs is early in the morning, just as you are awakening, or as you are going to sleep at night. Several limiting beliefs can be found and changed to positive ones in ten or fifteen minutes. Remember to use them as cues to affirm and keep strengthening your positive state of consciousness.

## **KEY POINTS FOR THE VISUALIZATION PROCESS**

There are several important points that need to be emphasized about the visualization process. First, the visualization is a metaphoric journey, which to be most effective must be done with full attention, and as much conviction and intention as possible. So to begin the process, it is important that you or your client get very relaxed.

Second, with the above in mind, accept the way you do it without value judgment. Individuals visualize differently. As you become more familiar with the procedure, it becomes easier and increasingly effective.

Third, really create the feelings with as much intensity and reality as you can. Creating and releasing the feeling energy is an important part of the process.

Fourth, remember that you are changing your state of consciousness' and by affirming the new beliefs whenever you see the small cards, or when you think of them, it will help to maintain and strengthen the positive state of consciousness.

Fifth, recognize that this is an ongoing process, and as you experience life, new limiting beliefs become available. Life is a growth and learning experience, and you will need to continue to use this invaluable tool to continue your growth. If you don't, you are apt to reach a plateau, and stagnate. So continuously observing the experiences you are creating, spotting any limiting beliefs connected with them and changing them is vital for continued growth.

## **MAINTAINING CONFIDENCE THAT CHANGE HAS OCCURRED**

Since beliefs are filed in the subconscious in sets or systems, periodically you may want to review the area in which your undesirable experiences are occurring, and find and change other limiting beliefs in the set. It is important to realize that change occurs at the moment that you change a limiting belief, and as a result, your state of consciousness changes. However, in the physical world, it being a time-space universe, there may be some lag before the change is evident in physical experience. Sometimes the person with whom you are working may doubt that he is able to change his experiences by reprogramming beliefs, and will look immediately to the external world for confirmation that change has occurred. If the person doesn't see immediate results, he may begin to doubt his ability to change his experiences, or that changing beliefs will result in change. The state of consciousness that he will be creating will then be one of doubt, rather than of positive expectation. You may have observed this occurring when you made changes in your dress or appearance and felt good about them. Then, doubting your own judgment, you went to someone for confirmation. If this person cast doubts on these changes, since you may have given your power of evaluation to him, then you're likely to doubt that you have really made an improvement. So it's important to assist a person to find and change any limiting beliefs he has about his ability to make changes by changing his beliefs.

It is also important to keep in mind and explain to anyone with whom you are working that it is a person's state of consciousness and vibrations from it that bring about the change. A person may change his state of consciousness and with a very positive focus of attention on accomplishing a particular result or outcome, will do so. When he has, he may want to 'test himself' to see if it was 'just luck' or if he can do it again. Now, he has a dual or divided focus, i.e. "I'll produce the same outcome or I won't be able to produce it." With this divided focus the probability of the person achieving a similar outcome is far less.

So it's important to affirm the positive beliefs. When a negative thought pops to mind, as they often do, gently acknowledge it for appearing and give it a "cancel" thought. Avoid beating up on yourself for having negative thoughts. It has done you a favor by popping into view, and if you follow its lead, may reveal underlying limiting beliefs. By finding and recognizing your negativity, and as it comes into view, and changing it, you will continue to grow as a being and enrich your experiences in life.

## CHAPTER SEVEN

# RESULTS OF CHANGING BELIEFS

When we change our beliefs at a subconscious level, our vibrations and experiences will also change. We will expand. As an example, let me tell you about Ann, whom I first met when she was eleven years old. Her mother called on a Friday morning and said that she wanted to bring Ann in for a session, because she was refusing to go back to public school. As Ann entered the room, I observed that she appeared to be quite open and somewhat plump. Soon after she sat down and responded to my question, "Tell me what is bothering you," she burst into tears and said that she couldn't go back to 'that school.' She went on to say that as soon as she got near or entered the school grounds the boys started pointing their fingers at her and jeering, "Fatty, fatty." Then she'd break down and cry and feel ashamed of herself for having done so. Most of the other girls in the school, she said, came from wealthy families, and were in little cliques which excluded her.

She sobbed again, "I have no real friends, I'm not doing very well in my grades and I hate this school." She went on to say that she had pleaded with her mother to send her to a private school, but her mother told her that she couldn't afford to.

I worked with Ann for an hour. After explaining to her how her beliefs, particularly the ones she had about herself, brought about her experiences in life, I asked her, "What might someone believe about themselves to create or allow these experiences?" She was able to spot several limiting beliefs, such as "I'm dumb," "I'm fat and unattractive," "I don't look good," "I'm not popular," "I'm unlikable," "I'm unlovable," "I don't have enough energy," etc. Then, following my guidance she reprogrammed these negative beliefs in her subconscious to positive ones. At the end of the session she left looking much brighter.

The following week, her mother called and said that Ann seemed to be doing all right in school. Then she put Ann on the phone. "Mark," she said, "I like my school. On Monday, girls who had hardly ever spoken to me before came up and started visiting. I made some new friends."

Nearly four years later at an art show an attractive teenager came up to me and asked, "Do you remember me?" Somewhat nonplussed, I said, "You look familiar, but I'm not sure where we met." She replied, "I'm Ann, and I'm doing very well in school; I'm at the top of my class and studying to be an actress."

Another example is that of Elaine, a lady who had been teaching writing classes in major universities for nearly twenty years, and in the course of that time, had written five novels and many short stories. A few of her stories had been published by small magazines, but never with remuneration, and her novels had gone unpublished. She was highly regarded as an excellent teacher in the universities where she taught, but was personally quite frustrated with the progress of her own writing career.

Sensing her frustration, I invited her to spend a couple of hours on a Sunday afternoon finding and changing any limiting beliefs that she might have regarding getting her works published.

She had some inkling of what changing limiting beliefs could do. She knew that the author had worked with his wife to assist her in finding and changing her limiting beliefs about getting her first novel published, and that in spite of what seemed like formidable odds, in getting a first novel published at her age, she'd done so. In fact, in a remarkably short time and without serious effort, she had gotten a good agent, and a major publishing contract with the leading publishing house in the U.S., as well as with ones in England, France, Spain and Italy. So Elaine accepted the offer, and had little difficulty finding limiting beliefs such as "I'm not good enough." "It's impossible to find a good agent." "My writing is too literary for most of the reading public." "Publishers rarely if ever accept the work of an unpublished author." or "Things come hard for me." "I'm not worthy." "I can only live by struggling." "I'm not interesting." "My true feelings which I've revealed in my writings make me vulnerable." "It would be degrading to be regarded as a popular fiction writer." "I don't deserve to be published." "If my friends and/or relatives read my books they might recognize that I'd used them as subjects and be offended." "I have to be careful who reads my books, for they may reveal sensitive aspects of me."

The author guided her in changing each of these limiting beliefs in her subconscious mind to positive ones. At the end of a two hour session, she said that she felt much more optimistic about getting publishing contracts for her work. Four days later she called me. In an excited voice she said, "Guess what? I got my first check ever for a short story, and it is from a prominent magazine. I had sent it off so long ago that I had almost forgotten about it, and I didn't like it that well anyway. But the editor did, and wants more." Then she added in an incredulous voice, "You won't believe it, but the letter and check were sent the day after our Sunday session. What a coincidence."

Three months later a book publisher contracted to publish one of her novels. Needless to say, she gained a renewed enthusiasm for writing and confidence in being able to get her work published.

Another lady, Margaret, in her late sixties was invited to try some belief change counseling by a concerned friend, who wanted to observe a session. Margaret had had a high degree of interest and enthusiasm for sculpturing and painting earlier in her life, but had lost interest, was discontented with herself and her life and felt dispersed and confused. She said that earlier in her life she had been very creative, but now all that she could do was to copy portraits. During the counseling she changed such limiting beliefs as "I can't break out," "I don't have the creativity and energy that I did when I was young," "I feel locked in," "I don't have what it takes," "my creativity is buried beneath a lot of stuff," "I'm chained," "I can no longer capture the essence of another person," "my style is not free," "painting is boring," "others don't appreciate my work," etc.

About a month after the session Margaret wrote, "I was happy that my friend asked me to have a belief changing session. That happy feeling has changed to thrilled and excited. It is one of the greatest, most productive things I've experienced in this lifetime. I've been in high action ever since. If you recall, my sculpturing and painting were slow, efforting and I lacked self confidence. Since our session all that has changed. My style is freer, more creative and my speed has increased ten fold."

Jo Ann's experiences are another example of the type of changes that often occur in a person's

life as a result of changing limiting beliefs. When she came in to find and change some of her limiting beliefs she had been laid off from a job and felt so crushed that she didn't feel that she could look for another one.

In a two hour session she found and changed such limiting beliefs as "I'm incompetent," "I'm a failure," "I'm too old," "I'm an outcast," "success can't last," "I'm not deserving," "I'm helpless," "I don't have the power to do anything well," "I'm inadequate," "I'm scattered and dispersed," "I don't deserve to do what I really like to do," "having money is corrupting," "I lack self esteem," etc.

She sent me a letter about two weeks later. In it she said, "I left your place feeling hundreds of times better than when I walked in. Not only had I released grief but I had changed many of my negative beliefs to positive ones in my subconscious. One of my new and changed beliefs was that I could get a job that I would love and keep it. It was early December (and the general societal belief is that December is amongst the worst times of the year to look for a job.) Within two weeks I had two excellent job offers, from which I selected one. I had written about twenty job search letters and received responses from over half of them.

"I accepted a job and started the day after Christmas. Within two weeks I received a promotion. My boss told me that I was all she had hoped for--and more. For the first time in years I am in a job position that I love, with an open-ended career opportunity. I attribute this situation to changes in my attitude which occurred in the brief session. Furthermore, I've not 'come down.' The positive attitude and the increased self esteem remain."

Robert had achieved considerable success in his business, but in the last year he exclaimed that what had seemed to be a prospering and exciting future, appeared to be in shambles at his feet. He went on to describe his life at that point as a continuous series of ever growing, life threatening disasters.

While he was in the midst of these crises he worked with the author in finding and changing his limiting beliefs. He located some which seemed to be "forcing him toward disaster against his will." He handled several of them in the session and then continued to find and change many more on his own and with his wife who also learned how to find and change limiting beliefs. As a result, within six weeks he had more business than he could easily handle, and had six to eight months full time production scheduled. He described the belief finding and changing approach as a wonderful life changing system.

Jim, who managed a company, felt tired, overworked and that he had to make all the decisions. After finding and handling a number of his limiting beliefs he wrote: "My attitudes and beliefs about my work and enjoyment of it have changed. Before, I felt that my staff had limited responsibility and were entitled to unload on me the problems which in their assessment were too hard for them; i.e. "this is a matter for the boss to decide."

"They all recognize now that I am the one who decides if and when the "boss steps in." They know that the "buck" does not stop with me. The "buck" on decision making is now taken by them; and what is more important, they are confident that I will support their decision (without remonstrance) if it appears or proves to be the wrong one."

"This has generated a sense of freedom for me which is reflected in them. The most significant new belief in this category is "I AM STRONG, NOW!"

"I am still experiencing changes in my life from the work that I did at your beliefs changing seminar. The results of this work is quite different from other things I have done in the past. Many times one experiences the rocket blast phenomenon where you think you are going straight to the heavens only to find yourself in the pits a few weeks or months later. Working with the belief structure, I found the effect to be quite different. It appears to have simply put me on a different trajectory. It has been several months since the seminar, but I find that my life is changing; sometimes I have to step back to remind myself of the old versus the new and it seems at times like I am actually comparing my life to the life of another."

"There are many areas of life that I am exploring now that I wouldn't have considered before, and I find that I very much prefer many of them. I am now tied into a very strong leading energy that is opening up new opportunities to me daily and giving me peace of mind and a confidence that I have not known in years--it's a delight to wake up and see what is up next--and worry very little, if at all about it. I simply know that it will all work out. (Remember I'm the guy that had to be in control all of the time.)"

F.R.

See additional belief changing experiences under testimonials.

## CHAPTER EIGHT

# TRANSFORMING CREATIVE ENERGIES

Once you have identified your aspirations in life as clearly as possible, and have found and changed any limiting beliefs about realizing them, you are ready to transform the creative energy from your new, positive state of consciousness on the non-physical plane to the physical. Manifesting your new, positive beliefs needs your active participation. The transforming energies are DESIRE, EXPECTANCY and IMAGINATION. A useful technique to focus these is the 33 second visualization technique. It is simple to do.

To start the transformation, find a quiet place where you will not be disturbed, get in a comfortable position, close your eyes and visualize yourself in an appropriate setting with your aspirations fulfilled. In visualizing, some people see the scene, others feel it, some just get the idea or sense of it. Whichever way you do it is right for you.

The important thing is to see, feel or sense yourself in the setting that would be most appropriate for you to see yourself with your aspirations fulfilled. When you have it firmly in mind, start increasing your desire, expectancy and imagination for your fulfilled state, and keep increasing it along with an intense feeling of love, joy and fulfillment for 33 seconds. Then, let it go blank. If you are working by yourself it can help to record your commands on a cassette tape urging yourself to increase your desire, expectancy and imagination along with feelings of love, joy and fulfillment for 33 sec., and then to let the picture go blank. When you have, slowly open your eyes and reorient yourself in the room. Continue to allow the consciousness of your aspirations fulfilled to permeate your mind. If you are working with someone else, talk them through the process in the same way.

The 33 second technique can be repeated as often as you desire, perhaps several times a day. Keep the image the same every time. If the vase is in a different part of the room; if you are wearing a different outfit; if you are saying different words or if there are different people on the scene, it's not going to be as effective, because you'll be programming two things, not one. So make the scene simple and repeat it faithfully. Let it be what it is.

The brain has nerves which have synapses, or little gaps between them. The electromagnetic energy that runs along these nerves builds up to a point where it jumps the gaps, and in that jump loses power. If you do the 33 sec. programming with an, "Oh well, I kind of want it, it would be nice," by the time it jumps across a few of these synapses, you won't have enough power there to work with. That's why it is vital to proceed with as much joy and energy as you can muster, and pour it on, with no let up for the 33 second period. You will end up at the end of the 33 seconds with more power. Also, do the visualization for only 33 seconds, because in 34 seconds your power will begin to wane. So you create it for exactly 33 seconds.

At times, you may find doubts arising regarding achieving the outcomes that you want. If these do pop up, don't be disheartened. Simply recognize them as probably clues for underlying beliefs, send a CANCEL to where you sense the doubting thought originated, or just think and intend CANCEL. Follow it by thinking and intending a positive thought. Above all, avoid beating up on yourself for having limiting thoughts. They can be valuable in providing some of

the clues you need to find your limiting beliefs and to reprogram them. This is an on going, life long process during which you can reach deeper and deeper levels and more basic insights.

## **MULTIPLE TIME PROGRAMMING TECHNIQUE**

This technique is highly effective when you want something in a time frame, like a new job, a relationship or money. In programming it, you need to put in some specific time by which it will occur. You start by quieting your mind. Go into a meditative state and visualize having what you want by the time you want it. In doing this, use as many of your senses as you can, i.e. sight, sound, smell, touch, etc.

Next, go back into your past to a time before the present and restructure the past in your mind to support the future you have visualized, to make it a logical progression. If your goal is to be the manager of a business by the end of the year, then go back in the past and visualize yourself acquiring the skills of supervising, marketing, accounting, etc. or whatever is required to make it logical for you to become the manager. If it is a relationship, then go back in the past and see yourself being a loving and caring person with a lot of understanding, the type of person who would have a wonderful relationship.

Then from the past, project ahead into the future, when you have become a manager or have the good relationship that you want. Visualize how you would be, what you would be doing and what you would have at these times. Really feel it.

To summarize, first visualize what you want in the future, then go back to the past and create it in a form that would logically build toward and support what you want, and then go into the future beyond the time that you intend to have what you want and visualize your life then. You should begin to get an indication within seventy two hours. If you don't, it doesn't indicate that this programming doesn't work, but that your beliefs, attitudes, thoughts and feelings aren't aligned, or you are not filled with enough desire, expectancy or imagination. In that case go back to check what is not supporting the desired outcome, remedy it and then repeat the process. Remember that making progress is a continuing activity.

## **MULTIPLE SPACE PROGRAMMING**

Another type of transformational programming relates to detailed visualization of physical space. To do it, go into a meditation and visualize what you want as though you were seeing it through your own eyes. If it is being an executive in a large office, fully experience yourself in that office. This isn't seeing "here I am," but being, "here I am." You see the desk in front of you, the lamp, the pens on the desk, the phones, etc. If you turn your head, you see the chart on the wall behind you. Sense viewing the room through your eyes.

Visualize being in the place and circumstance using as many of -your senses as you can.

Next, in your visualization, step outside of yourself and now see yourself there. From the office door, see yourself sitting behind your desk.

Then, pop back into your body. Then, out of the body. Then, back into the body, sensing the office once again through your eyes as you are seated at your desk.

Next, step up and back, and sense yourself looking down and forward from a position two to three feet above and two to three feet behind your head, and from a forty five degree angle look down. The angle is important for the picture to go into the brain most deeply.

From this position, forty five degrees up and back, see yourself down there, just as you would look. Then, from this position you jump back in the body and see the office through your eyes in your body seated at the desk. Then, end the meditation. In each of these positions, sense all that you can with a tremendous amount of joy and happiness.

## **MULTIPLE FORCE TECHNIQUE**

This transformational technique can be very energizing. To do it, visualize what you want, not on the back of your eyelids, but a few feet out in front of you just beyond your reach, i.e. as if you can almost touch it there.

Then, from your forehead, as if it were a picture projector, imagine sending a beam of energy with which you project your visualization of what you want there in front of you. Of course a picture projector would project in a straight line, but for this exercise to be most effective, make the energy come out of your forehead in an "S" curve to create your visualization of what you want.

When you've done this, let your head tilt back slightly and project a beam of energy in a curve from your throat to your visualization. Next, project a beam of energy in a curve or gentle "S" curve from your heart to your visualized desire.

Sense these three beams from your forehead, throat and heart coming together to form the image in front of you. Hold this Image, feel it and feel a tremendous amount of joy and energy. Sense it as best you can, i.e. see it, hear it, taste it, smell it, touch it and let it be there. You can add color to your visualization of the light you project. Let the color be a beautiful indigo from your forehead, blue from your throat and green from your heart. While you may have started by seeing your visualization through your eyes, now you should be seeing or sensing it through the beams from your forehead, throat and heart.

This technique can work exceedingly well, and you should sense some indication of movement in the desired direction within seventy two hours. You should notice this even though the ultimate outcome may be something that you want fully realized a year from now.

## **SUMMARY**

We create or allow our experiences from our beliefs and the attitudes, thoughts, feelings, choices and decisions that we make from them. These produce our unique vibrations to which particular aspects of existence will resonate and form our experiences. They also serve as the psychological 'lenses' through which we view experience.

Our limitations and our undesired experiences in life are primarily a result of the limiting beliefs that we hold. As we identify and change them to positive ones, our experiences will change. We will become less and less limited in what we can be, do or have. The range of our possibilities and horizons will expand.

The intensity or power of our vibrations depends on the degree of desire, expectancy and imagination that we create. As we develop positive beliefs to create the resonances in the universe that we want, these empowering and transforming energies of desire, expectancy and imagination will cause the probability of manifesting what we want to become higher and higher.

Thus, by deciding and knowing what we want, finding and changing our limiting beliefs and developing intense desire, expectancy, and a vivid imagination for what we want, we can achieve our aspirations more and more fully and Joyfully. As we reach each higher level or plateau, we are likely to encounter new challenges. As we do, we will need to find more basic limiting beliefs which are restricting our advance beyond these levels. Thus, in order to continue our growth and expansion, it is important to continue to use these tools and approach.

You can have and achieve your aspirations in a joyful way if the raw materials--your beliefs, attitudes, thoughts, feelings, choices and decisions are positively aligned with this objective, and you use your transforming energies to cause them to manifest. Again, to achieve this, an essential part of your continual growth and learning experience is to find any limiting beliefs that you may have on a regular basis. Then, change them to positive ones using the techniques and procedures we've described. Intense desire, expectation and imagination will cause them to manifest. The universe is willing and ready to dance your dance once you are.

## **APPENDICES**

### **IDENTIFYING LIMITING BELIEFS IN SPECIFIC AREAS**

This appendix provides lists of limiting beliefs which may be creating or contributing to specific problems areas that you or someone whom you are assisting might have. These should be used when you or the person with whom you are working has identified the problem area, and has found as many limiting beliefs as you can.

Identifying one's limiting beliefs is a learning and focusing process. Ideally, each individual will successfully identify the limiting beliefs he has regarding a particular area of his life. However, until a person has learned to relate his undesired experiences and problems to his limiting beliefs, he may not look deeply enough to find all of the relevant ones. So, when someone doesn't appear to have spotted all of his basic beliefs, which often come in a cluster or series, it can be helpful to suggest other limiting beliefs for his consideration to see which may apply. The higher the degree of empathy you establish with the person with whom you are working, the more successful this is likely to be. Even with lots of empathy, suggestions must be done judiciously, for some people have allowed the evaluations of other people to affect their lives, and may be defensive. They may resist or resent any remark or question that seems evaluative to them. It's best to simply say, "I don't know whether these would apply to you or not, but if a person, such as Sam, (the stuffed animal being used as a prop) were creating or allowing the undesired experiences we've been discussing, might he have a limiting belief of (such and such)?"

If the person says no, accept his answer. Don't try to push him to accept a belief you've suggested, or infer that you think he should. If it really is one of his limiting beliefs, he may either recognize it when it is suggested, or it may become real to him at a later time.

So, the suggested limiting beliefs which are listed in the appendices are only that; suggestions. They may or may not be pertinent to the person with whom you are working. Suggest them judiciously, and only as needed to assist the person with whom you are working to find more basic limiting beliefs.

## **APPENDIX A**

### **GENERIC LIMITING BELIEFS THAT AFFECT OUR LIVES**

There are many generic limiting beliefs, some of which may be from what Jung called the "collective unconscious," beliefs we appear to all share. Some of these involve how we and mankind choose to perceive the world in which we live. Existence simply is. As each of us conceives or views it, we may choose to believe that we are separate from it, i.e. we are the subject or viewer and what we view is the object. We may also choose to distinguish ourselves from our body, mind, emotions and spiritual essence in this way, i.e. "My body, my mind, my spirit or soul, etc. We may also assign positive (desirable) or negative (undesirable) judgements to aspects of existence. Thus we may view it dualistically. However, sages and metaphysicians from the dawn of recorded history have pointed out that existence is non dualistic, and that it is

only through our perception and categorization that we view it as positive or negative. In more recent time quantum physics has verified their perceptions.

As we find and change our limiting beliefs of a generic nature, we may begin to perceive existence in a less dualistic manner. In his revealing book, NO BOUNDARIES, Ken Wilbur provides a wealth of insights into the non dual perspective of existence, and how viewing it in this manner can bring about greater harmony and insight into one's life.

There are also many other widely held beliefs which are passed from parents or teachers to children, from teenager to teenager and from person to person in the society. The following list is made up of beliefs that may be limiting you or your client. Where you find they are applicable, change them to positive ones. Some typical ones are:

Aspects of existence are unknowable.

It is better not to know too much.

I am separate from my body, my mind, my emotions and/or my soul or spirit.

My life span as a being is finite or I'll only live so long.

As a being, I am transient.

I am temporal.

I am separate from others.

I am separate from other parts of existence.

I am separate from my body and/or my mind.

The future is all that matters.

The past is very real.

I am bound or finite.

I am controlled by time.

I never have enough time.

I am controlled by fate.

My future is determined by my destiny.

The events in my life are controlled by karma.

Love is dangerous, or a trap.

Loving is weak or love is feminine.

It's not OK to change your mind, or dangerous to do so.

It's dangerous to take a chance.

If you stick your neck out you'll get it chopped off.

It's better not to expect too much.

It's safer to do what others do.

Play it safe.

Get permission before doing anything.

Obey or be punished.

I am my own worst enemy.

It's a dangerous world, and anything can happen.

Things never come easy.

I always manage to goof it up.

I can't rely on myself, and need to always get advice.

I have to be in control.

It's not OK to push yourself forward.

Others know best.

Always think of others first.

You have to earn success.

It's not OK to receive without earning it.

Success would be likely to go to my head.

Success seldom if ever lasts.

People resent your success.

To succeed someone else must lose.

There is only so much success to go around.

There is never enough to go around.

My self-esteem depends on being more successful than others.

I wasn't destined or meant to be successful.

I am superior to others, or I am inferior to others.

I have to be perfect.

It's dangerous to be a leader.

It's weak to display emotions.

No one likes a worrier.

It's better to keep your problems to yourself.

Don't trust others; or you can't trust others.

People always or usually let you down.

There's nothing to life but struggle.

You'll get your rewards in heaven, not here.

One can't be joyful or happy when there's so much misery.

Spend it now, you can't take it with you.

I can't overcome my background.

My particular limitations are hereditary and I can't change them.

You can't believe anything you see or hear.

People are out to get what they can from you.

Love is a trap.

I'll always be a child or irresponsible.

There's a limit to how much you can know.

I am only human.

It's not safe to trust or I can't trust.

There is no justice.

Don't expect or ask for too much.

We all lose in the end.

There is no purpose to life.

It's better to be dead.

I'm bad or evil.

I'm trapped

There is no hope for the future or it's useless to hope.

Life is frustrating.

I am fragile or I have to be careful.

## **APPENDIX B**

# **LIMITING BELIEFS RELATING TO FINANCIAL DIFFICULTIES**

The following limiting beliefs relate to financial difficulties or problems, and finding and changing the ones which apply will assist in improving the conditions.

1. I don't deserve money or I'm not deserving.
2. I deserve to be denied or deserve to be punished.
3. I have or am filled with guilt or shame.
4. Wealth might go to my head.
5. I can't trust myself or my judgement with money.
6. My family and/or friends are not well off and might not accept me if I were wealthy.

7. If I were too successful I'd lose friends.
8. I'm limited because of my poor background.
9. If I were rich, people would always be trying to get something from me.
10. If I were wealthy, I wouldn't know who my true friends were.
11. If I were rich people would only like me for my money.
12. You have to struggle to get and/or to keep money, i.e., it doesn't come easily.
13. Easy come, easy go; or if I had it I'd just lose it.
14. I'm just not lucky or you have to be lucky to get it.
15. Having money or wealth involves too much responsibility.
16. It's dangerous to have wealth or money.
17. Rich people are greedy, schmucks, etc.
18. It's easier for a camel to get through a needle's eye than it is for a rich man to get to heaven, or it's not spiritual to be rich or to have attention on money.
19. People sell their souls for money.
20. Money is a false God.
21. Wealth is a trap or you can become a slave to money.
22. I couldn't be rich while others are hungry; I'd feel guilty if I had a lot more than others.
23. People with wealth are lonely.
24. There's not enough money to go around or it's scarce.
25. I'd become a slave to money.
26. Money is bad or evil.
27. Money is filthy lucre.
28. Money and/or wealth are corrupting.
29. I couldn't enjoy it unless others had it too.

30. Money is a trap.
31. For me to be rich, others would have to be poor.
32. You have to hold on to or hoard money.
33. Becoming wealthy is an end objective or goal.
34. Money is all-important.
35. I can't do anything without money.
36. People only respect you for your money.
37. Being penniless is worse than death.
38. I couldn't survive without money.
39. Money is a measure of my value.
40. Money is power.
41. There's nothing worse than being poor.
42. It's not OK to spend.

## **APPENDIX C**

### **LIMITING BELIEFS WHICH MAY BE THE SOURCE OF PROBLEMS AT WORK OR BUSINESS**

Get the nature of the problem specifically. Keep in mind that whatever the complaints are said to be, they are very likely to be projections, i.e. feeling pressured is often a person's drive which has been misowned and assigned elsewhere, i.e. a person desires to get something done, but gets distracted. Then when a senior asks about it, the person may feel pressured. Some of the following questions may be applicable, depending on the nature of the problem.

1. I'm being pressured or driven. In addition to asking what limiting beliefs a person might have, particularly about him/herself to feel pressured or driven, useful questions to ask would be, "What is your own desire or drive in the area?" "What has blunted this drive or distracted you from it?" "What would someone have to believe to have their drive blunted or to be distracted?"
2. Someone is trying to control me, or control is bad. For this negative belief ask,

"What aspect of your life is out of control?" "What in your life are you failing to control to your satisfaction?" Find what belief a person might have that would cause him to resent control, or to feel out of control.

3. I have to control everything or be in control. Find out what aspects of others or the universe he can't trust. Ask, "What can't you trust about yourself?" "What are your beliefs about the motives and/or perversity of others? Then, depending on the answer, "What motives might you have that you can't trust?"

4. I'm being exploited. To explore what beliefs may be underneath this belief, questions of the type: "Might he believe that he is powerless?" "Who or what might you be exploiting or taking advantage of?" "What talents or abilities have you wanted to develop in yourself but haven't to your satisfaction?" "What would a person's limiting beliefs likely be that would cause him to not develop his abilities or talents as fully as desired?"

5. I'm a martyr, or I always get the bad assignments or too much is expected of me. To find what beliefs a person might have to be creating these experiences you might ask, "Might a person creating or allowing these experiences believe that he is powerless, a victim, a pawn, not worth much, not have much self esteem, am a martyr, etc."

6. No one understands me. (Check to see who or what he doesn't understand, particularly about himself, and then locate the underlying belief; i.e. "What would someone have to believe about himself to not understand himself?" "What do you believe about your own ability to understand?" "What is not understandable about yourself, or what don't you understand about yourself?"

7. Don't get along with fellow employees, ask, "What would someone have to believe, particularly about himself to not get along with fellow employees? Might he believe that he was unlikable? If so, what might he believe is unlikable about him? Or might he believe he is better than or lesser than others? Or that if others succeed he wouldn't look good or would lose out? Or that he is the only one who cares or is competent?

8. Might a person having problems at work believe:

a. I'm dumb or slow.

b. I'm unable,

c. I'm irresponsible.

d. I lack energy or drive.

e. There is too much competition. If so, what might someone believe about himself to feel that competition was too much?

- f. What I have to offer isn't valuable or others don't value it.
- g. There's no demand for my services or what I have to offer.
- h. No one is hiring or buying.
- i. Conditions are bad all over.
- j. No matter what I make it will go for taxes.
- k. There is no way to get ahead.
- l. I don't have the background or education for it.
- m. People discriminate against people of my background and/or ethnic group. Explore this to find any limiting beliefs that he might have about himself that would cause him to create or allow discriminating experiences. Also, find out what limiting beliefs he has about his background and/or ethnic group.
- n. I can't afford to promote or promotion doesn't pay.
- o. I'm not interested in what I'm doing and/or am bored. (Ask, "What would a person believe about himself to not be interested in what he is doing, or to be doing what he's not interested in? Might he believe that he is worthless, doesn't deserve, is a nothing, lacks self trust, is trapped, has no choice, has no future, is a robot, or his desires don't matter?")
- p. Others have fixed opinions or beliefs that are not workable. (Ask, "What might a person believe about himself to feel threatened by other's opinions?" "Might a person believe that his self esteem and/or self worth depended on others agreeing with him?" "Might he believe that he has to be right, that he knows best, or that he can't get his viewpoints across, that if others are right then he is wrong, that he is in competition with others, that others are a threat, or that his sense of worth and/or identity depends on being right?")

## **APPENDIX D**

### **FINDING A JOB**

Use the following questions to help a person find and change his limiting beliefs regarding getting a job.

1. I lack qualifications or skills.
2. I don't have the right background.
3. I lack self-esteem.
4. I lack self-confidence.
5. I can't trust myself.
6. I lack self worth.
7. I have a poor self-image.
8. I don't come across well.
9. I don't have the energy or drive.
10. I don't really know what I want to do. Find out what a person might believe about himself to not know what to do. Also, find what excites him in life, and what his limiting beliefs may be that keep him from pursuing what excites him. Also, find out if he has had purposes which were thwarted, and what limiting beliefs he may have adopted at that time.
11. There are just no openings.
12. No one is hiring.
13. Work is drudgery.
14. Work is a form of slavery.
15. I never get the breaks.
16. I don't want to work to make someone else rich.
17. I'd rather stay on welfare.
18. You can't get ahead anyway.

**APPENDIX E**  
**POOR SELF IMAGE**

Use the following questions as a guide to assist a person to find and change his limiting beliefs regarding his self image.

1. I am ugly.
2. I have a poor personality.
3. I am a poor conversationalist or I don't know what to say.
4. I have to prove myself.
5. I'm shallow, or lack depth.
6. I don't have much to offer or I'm not competent.
7. I come from an inferior background or from an unpopular ethnic group.
8. I'm not well educated.
9. I'm poor.
10. I lack manners or etiquette.
11. I don't trust myself.
12. I lack self-confidence.
13. I lack self-esteem.
14. I'm not acceptable.
15. I'm not capable or competent.
16. I'm bad or evil.
17. I'm inconsistent.
18. I'm evasive.
19. I lack ambition or drive.

In addition to asking the type of questions above, ask the person or yourself to do the following: "Get out a pad of paper and write whatever comes to your mind without judgements or critical reviews. At the top of the page put down "My General Image or My Image." Just write and keep writing without stopping to think, letting it just be a free flow. Don't try to talk it out, because your critical, left brain will move in and take over. Just keep writing until you feel it's done. Then put it down for at least a couple of hours, or a day. After that, read it critically. Take a pen with another colored ink and mark out what isn't applicable. Analyze it as

objectively as you can. When you've reworked it, write a paragraph (at least two sentences) that describes you. Then distill the essence of this paragraph into one sentence and then into one word.

Next, find five words ending in "ing" that support this one word, for example, blaming, taking, pitying, fearing, etc. These give substance to the one word. You don't want labels. Blaming is a state of being. "I'm a blamer is a judgement." You want a state of being.

Then, think about how this image serves you and spot any limiting beliefs that you may have which justify it, or reasons why you wouldn't want to let it go. As you do, change them.

Now, say over and over again with fervor and zest, "I deny it, I refuse it." These are messages which communicate to the subconscious. Use your right hand to make a cutting motion over your left shoulder as a gesture of cutting it off. Then get into the shower. Imagine it washing away. Then forgive yourself for having created the image. Let all who should forgive you do so.

Next, generate a new image. Pick one word to name the new image that you want. Then pick five words ending in "in" to support this new word such as loving, respecting, etc. Next, expand this to a paragraph and then to pages and pages and really feel it as you do. Creating the feelings is very important. Ask yourself "How would this person get out of bed?" "How would a self confident person do this?" You need to do everything that a self confident person does as he would do it? Feel it. Ask yourself, "How would a caring person do this?"

Visualize yourself with this new image in your various activities in life. See other people interacting with you as you have this new image. As you do, feel it and make it real.

Next, go into a meditative state just as you do for changing limiting beliefs, relive your childhood with this new image. Create a childhood in your imagination that fits with, supports and would logically lead to this new image. Remember that the past is only a mental recording which you are at liberty to change as you desire. Visualize other people interacting with you with this new image. Feel it.

It is important to repeat this exercise any time that you find that your life isn't going the way you'd like it to. As you find limiting or negative thoughts, find what the underlying beliefs are, and change them to positive ones. By doing this you can reestablish your focus on your desired image and get back on the track you want to be on.

Keep a diary of the changes that you experience in your life in the area of your new image. If the changes aren't occurring to the degree you'd like, repeat the process and really "own" the new image by really visualizing and feeling it. Put slips of paper in places you will see them to remind yourself of it.

## **APPENDIX F**

### **LIMITING BELIEFS THAT MAY BE**

# THE SOURCE OF DIFFICULTIES IN LEARNING.

Before checking on the following limiting beliefs, it's wise to find out from the person what his aspirations are in life. If these are not defined, a person may not have a real interest in studying subjects that have little interest or excitement for him. If this appears to be the case, or is an element in the problem, it's important first to assist the person in identifying what subjects or activities are of real interest to him. Ask him to tell you what is most important to him in his life, in order of importance, and also, what have been the most exciting experiences he has had in life. For each of the exciting times, find what were his feelings at the beginning of the experience, and why these were important. Then, ask where each of these fit on the list of importances. Out of this data, help the person distill what his real aspirations are.

Next, find and change the limiting beliefs that he has about studying or learning and change the limiting ones.

1. I'm dumb.
2. I'm stupid,
3. I can't understand things.
4. I have a low I.Q.
5. Studying is a waste of time. Also, find out what isn't.
6. Good students are isolated, squares, introverted, unpopular or considered egg heads.
7. It's hard to concentrate or control my attention. (Find out what his attention is on, and then explore for limiting beliefs regarding the area of distraction.)
8. I can't learn or learning is hard for me.
9. I can't remember what I study. Find out what he can remember. Then what type of things he can't remember. Find the limiting beliefs that make the difference.
10. I don't have to know this stuff to succeed.
11. What I'm studying doesn't relate to my life.
12. Studying is no fun or is boring.
13. It's better or OK to study just enough to get by.
14. I don't want to stand out. (Find the underlying beliefs that would cause a person not to want to stand out, i.e. "What do you believe would happen if you did stand out?")
15. Many of the most successful people are not educated.
16. I can be successful whether I learn in school or not.

17. What's taught in school has little practical value.
18. You can only learn by doing.
19. I already know all I need to know.
20. What have you wanted to learn and haven't been able to? (If there is something, ask: What beliefs would a person have that would make it difficult for him to learn what he wanted to learn?)
21. I've got no interest in what I'm studying. (Also ask what does he have an interest in learning or studying; and also, what would someone have to believe about himself to be studying something of no interest to him?)
22. No one in my family has been a good student.
23. Studying is not where it's at. Find out where he considers that it is at.
24. Studying is a waste of time.
25. There are too many words I don't understand. Find out what the words are that he doesn't understand, particularly the early or basic ones in the subject, and work out a program to get them defined and clarified.
26. You can always get by pretending you know.
27. I dope off when I study. Find the words or concepts that he doesn't understand and get them defined and clarified.
28. I can't concentrate when I study. Find any words or concepts that he doesn't understand and get them defined and clarified.
29. Study is punishment.
30. Studying exposes me.
31. Studying makes me look bad.

## **APPENDIX G**

# **LIMITING BELIEFS WHICH MAY CAUSE PROBLEMS IN A RELATIONSHIP**

First, establish what each individual's personal aspirations are in life, and where these are not really being fulfilled to his satisfaction. Find out what their limiting beliefs are that are keeping them from identifying their aspirations, and moving toward achieving them. Once these are identified, find each partner's beliefs about him self that are being reflected in what he is blaming the other person for, or are reflected in his discontent and frustration with himself.

1. What would a person have to believe to not identify and define his aspirations in

life?

2. What would a person have to believe about himself to not be focusing on and moving forward to realize his aspirations?

3. Might he believe that I am unimportant, that I don't matter, that I'm not responsible for my life, that I'm a nothing, that I have no value, that I am irresponsible, that nothing matters, that my life is not worth living, that there is no purpose, that I've given up, that I'm a victim, that I deserve to be punished?

4. Ask each person to make a list of the things for which he is blaming his partner, and for aspects of his partner which are irritating. Take each of these and regarding it, ask:

a. What aspect of you does (subject of blame) reflect?

b. What beliefs, particularly about yourself, might that aspect reflect, or what would you have to believe about yourself to create that aspect?

c. In what ways might you be doing to yourself, as revealed by your mental, emotional or physical condition that for which you are blaming your partner?

d. What beliefs might you have about yourself that would cause you to do this to yourself?

5. What beliefs would someone likely have about himself to endure or be victimized by a partner for the things for which he is blaming his partner?

6. What are the conflicting thoughts you have which make it difficult to create your relationship? What are the underlying beliefs you have which may cause this conflict?

7. Where do you fall short of measuring up to your own or your partner's expectations? What beliefs might a person likely have that would cause him to feel that he didn't measure up?

8. What do you feel that you need to withhold from your partner? What are the basic limiting beliefs about yourself that would cause you to withhold this? Would it be I'm guilty, I'm destructive, I'm insensitive, I'm selfish, I'm a victim, I'm sly, I'm evasive, I'm a cheater, I'm a betrayer, I'm unfaithful, I lack self-trust, self-esteem, self-confidence, character, etc?

9. What beliefs do you have by which you justify creating these characteristics?

10. What beliefs may be inhibiting you from forgiving yourself or your partner?

11. What beliefs may be inhibiting you from feeling genuine gratitude toward your partner?

12. What beliefs do you have that make it difficult to create intimacy and/or closeness in your relationship?.
13. Imagine yourself actually being your partner, and as your partner, based on what he is experiencing, list what are his limiting beliefs about him or herself and about you. (Then, visualize being him or her, i.e., be him, or her, go into the room of beliefs, and as your partner, change his/her limiting beliefs to positive ones.) This will decrease your resistance to the other person being as he/she is, and since on a spiritual or psychic level, you are connected to, intermingling and one with him or her, change is likely to occur in his universe as well.
14. Find out from your partner the ways that he would prefer that you showed that you really cared. Write these down. Then, for each caring item, find the limiting beliefs that you have which would inhibit you from showing that you cared in this way.
15. Find the limiting beliefs that you may have about working out with your partner a breakdown of the responsibilities, which each of you can assume.
16. What limiting beliefs do you have which would limit or cause you not to carry out your responsibilities?
17. What limiting beliefs do you have that limit the degree and amount that you acknowledge your partner for his contribution?
18. What limiting beliefs do you have about having and strengthening your relationship?
19. What interferes with or reduces the intimacy of your relationship? What limiting beliefs might you have, particularly about yourself which would cause this? Might you have beliefs such as I am shallow, I'm guilty, I'm unfeeling, I'm bad or evil, I'm self-centered, I'm isolated, he would be let down if he saw my dark side, I must protect my image, etc.
20. What outside factors impinge on or interfere with your relationship? What are your limiting beliefs regarding these factors? What are your limiting beliefs which are causing you to allow or create these interfering factors. If the interference is from others, then, as in 13 above, be the other person, find his limiting beliefs. Then go to the room of beliefs while imagining being him, and change them to positive ones.
21. What limiting beliefs are keeping you from creating your relationship fully and completely?
22. What limiting beliefs do you have that keeps budgeting and living within your agreed upon budget from being effective?

23. What limiting beliefs does your partner have about budgeting and living within your agreed upon budget. As in 13. above, visualize being your partner and as your partner go to the room of beliefs and change his limiting beliefs to positive ones.

24. What are the upsets that occur in your relationship? For each one that you think of, ask what are my limiting beliefs regarding this? Do I have beliefs of having to control, of knowing best, etc? If so, identify and change them?

25. What do you have to control in your relationship? If a person believed that he had to control, what might he believe about trust of self, of others or of the universe?

26. What are your requirements to be willing to receive from your partner? What can't you easily receive from him or her? What are your limiting beliefs that inhibit you from receiving? What are your limiting beliefs regarding receiving?

## **TAKING RESPONSIBILITY FOR ANOTHER'S BELIEFS**

After you have found and changed your limiting or negative beliefs about yourself and your relationship, a further action can be helpful. When there is a problem in a relationship, each person is likely to have beliefs and attitudes which are not agreeable to the other, and which are being resisted. Since people in a relationship are connected by their vibrations, and respond to each other's, vividly imagine being the other person and what his or her beliefs may be. Then, as that person, use the procedure to change his or her limiting or negative ones to unlimiting or positive ones.

This can have two effects. One is to provide positive vibrations for the other; and quite possibly reduce your resistance to his or her beliefs. This will reduce or eliminate the problem.

This same procedure can be used in any situation in life, or to reduce tensions in other parts of the world.

## **APPENDIX H**

### **LIMITING BELIEFS THAT MAY BE PRODUCING ANXIETY**

Anxiety has various causes. Finding and changing the beliefs that relate to the probable mental causes can help alleviate the anxiety. Some of the probable causes and beliefs which may relate to them are:

1. Undefined anger, hurt, fear or pity which has not been admitted or expressed. Some appropriate questions to discover beliefs relating to this are of the following type: What would someone likely believe about himself to feel angry, hurt, fear or pity. Might his beliefs be:

(a) I am powerless.

- (b) I'm a victim.
- (c) I deserve to be pitied.
- (d) It's dangerous to express feelings.
- (e) I am defenseless.
- (f) I can't stand up for myself.
- (g) I'd be punished if I expressed my anger.
- (h) I might lose control if I expressed my feelings.
- (i) Feelings must be controlled.
- (j) It's not OK to have negative feelings.

2. Another possible cause is excitement that isn't being expressed: Pertinent questions might be: To not express excitement, would someone be likely to believe:

- (a) It's dangerous to express excitement.
- (b) I can't tell what's exciting me.
- (c) I might lose control if I allowed myself to really get excited.
- (d) Expressing excitement isn't cool.
- (e) Excitement never lasts.
- (f) I can't trust myself.

3. Another possible cause is to have inappropriate trust: Pertinent questions might be: What would someone be likely to believe to trust inappropriately?

- (a) I have poor judgement.
- (b) I can't depend on myself.
- (c) I can't trust myself.
- (d) I might hurt someone's feeling and lose their affection.
- (e) It's bad to make judgements.
- (f) Evaluations and judgements are the same.

(g) One should be trusting of others.

4. Another possible cause is the anticipation of humiliation, of rejection, of abandonment or of betrayal: Pertinent questions might be: What would someone be likely to believe to anticipate humiliation, rejection, abandonment or betrayal?

(a) I am vulnerable.

(b) I am unworthy.

(c) My existence, happiness or well being depends on others.

(d) I can't trust myself. (If he can't, he will tend to project this on to others.)

(e) My sense of beingness depends on others acceptance and support.

(f) I am a victim.

5. Expectation of error: Appropriate questions to elicit beliefs which might cause anxiety from this source would be of the type: "What would someone have to believe to expect errors?"

(a) I always screw up.

(b) I can't trust myself.

(c) I'm not in control.

(d) I lack particular abilities.

(e) I am powerless.

(f) I am dumb.

(g) I am unfocused and/or dispersed.

(h) I have to be perfect.

(i) My acceptance depends on my perfection.

(j) Life and/or others are unforgiving.

(k) I can't really count on myself.

## APPENDIX I

# LIMITING BELIEFS THAT MAY BE CAUSING DEPRESSION

(Note: A doctor should also be consulted in cases of severe depression. The person may have an urgent need for medical attention and/or sedation. Also, a person who is severely depressed may need a safe, quiet and undisturbed environment for a period long enough to become calm and more centered before being able to focus on limiting beliefs.)

Depression is most often caused by layers and layers of anger that seemed too small to deal with, or a person thought they would get into too much trouble by expressing it. If the person doesn't recognize his own anger, or expresses it adequately, he is very likely to project it on others and the world around him, so it may appear to him that the world or others are angry at him. Depression may also be caused by a quick and sudden change, either something undesired or something very much desired. It can also come from false self esteem, i.e. trying to get self esteem from external sources rather than creating it for ones self.

Appropriate questions to find limiting beliefs for depression possibly caused by anger are:

- a. What would a person likely believe to suppress his anger?
- b. What would a person likely believe to be frustrated within himself?
- c. What would a person likely believe to feel the effect of or to be victimized by others? Might he believe that he was powerless, ineffective, a victim, etc?
- d. What would a person likely believe to feel rejected? Might he feel worthless, unlovable, undesirable, shallow, etc?
- e. What would cause a person to feel anger and/or frustration? What might his beliefs be, particularly about himself, that would cause him to be angry?
- f. What aspects of a person's life might feel so out of control that he felt angry? What limiting beliefs might cause this?

Appropriate questions to find the limiting beliefs of a person experiencing depression caused by a quick and sudden change might be:

- a. What would a person likely believe to be depressed because of a quick and sudden change?
- b. Might he believe that he couldn't cope?
- c. Might he believe that he didn't deserve?

- d. Might he believe that he was not in control?
- e. Might he believe that he was easily overwhelmed?
- f. Might he believe that he was powerless?
- g. Might he believe that he couldn't trust himself, others or the universe?
- h. Might he believe that he couldn't predict?
- i. Might he believe that he was at effect?
- j. Might he believe that good things never last or failure always follows success?
- k. Might he believe that he couldn't adapt to and make the best of new circumstances?

## **APPENDIX J**

### **LIMITING BELIEFS THAT MAY BE CAUSING A PERSON TO HAVE A LACK OF INTEREST OR DRIVE IN LIFE.**

When people have ceased to create interest or drive in life, they are likely to have limiting beliefs causing or contributing to this condition. They may not have identified what really excites them in life. A useful way to assist them is to ask them to list in order of importance the eight or ten things which they consider to be most important to them in life. Then, to compare each one of these items with each of the others so as to insure that they have them in the correct order of importance, i.e. "If I had two but not one would that be OK or if I had one and not two would that be OK, etc?" Adjust the list to get the items in the correct order of importance.

Then ask, what was the most exciting time you have had in your life? When they have thought of one, ask them to recall what occurred at the beginning of that time and to recreate the feeling they had. When they indicate that they have done so, ask, "Why was that feeling important to you?" When they answer, ask, "Does that fit on the list of things that are important to you in life? If so put it on in the appropriate place."

Next, ask them to find another exciting time and when they have to recall the feelings they had at the beginning of it and to recreate those feelings. As before, ask why this feeling was important to them, and where it goes on the list. Then, ask them to put it on the list.

Next, with the list of importances in mind, ask:

1. What would someone have to believe to not pursue what is important to him in

life?

2. What would someone likely believe that would thwart him from pursuing his excitement line in life?

3. Who might someone be punishing by not pursuing his excitement line in life? What beliefs might a person have to do this?

4. What script might someone be following to not pursue his excitement line in life? On what limiting belief might this script be based? In this sense a script may be based on some tacit agreement that a person may have made, awarely or unawarely to limit him or herself in life or to follow a particular pattern, i.e. "I'll never be better than you or never be happy or really lead a more exciting life because of (reasons.)"

5. What setbacks in life might cause someone to give up or to not pursue what excites him in life? What beliefs might a person have that would have caused these setbacks?

6. What might someone believe that would make it seem dangerous to pursue one's excitement line in life?

7. Might a person who is not pursuing his excitement line in life believe?

a. I'm too old.

b. Nothing comes easy.

c. Man is destined to struggle.

d. I owe it to others.

e. I don't appreciate things that come too easy.

f. Having excitement and fun is frivolous.

g. I deserve to be punished.

h. I don't trust myself to get excited.

i. I'd expose myself or become vulnerable if I got excited or showed excitement.

j. Excitement and/or emotions are dangerous.

k. I'd lose control if I were excited.

l. Excitement isn't always logical.

- m. You can't trust your emotions.
- n. I'd let down my guard if I got too excited. .
- o. It's not proper to get too excited.
- p. I have to stay cool.
- q. I might become ill.

## APPENDIX K

# LIMITING BELIEFS THAT MAY BE CONTRIBUTING TO PHYSICAL PROBLEMS

First, find out what are the person's physical ailments or limiting physical conditions as specifically as possible. Point out to the person that it is important to consult a doctor regarding his physical ailments, and that you are not treating them. However, since limiting beliefs often create stresses which may bring about or prolong physical ailments, finding and changing such limiting beliefs may assist in the healing process.

An excellent source of suggestions regarding the possible relationship between limiting beliefs and undesired bodily ailments is contained in the book, *You Can Heal Your Life* by Louise Hay. To use it, look up the ailment and opposite it read the probable cause. For example, a probable cause of upper back problems is given as the lack of emotional support, feeling unloved and holding back love.

To find the limiting beliefs one would pose questions based on these probable causes such as:

- (a) What might someone believe, particularly about himself, to experience a lack of emotional support?

After getting any limiting beliefs the person might give in answer to this question, one could ask more specific questions such as: "Might someone who was experiencing a lack of emotional support believe that he is emotionally weak or vulnerable, that he can't depend on or trust others for emotional support, that he doesn't deserve emotional support, that he is a victim, that emotions are dangerous, that he is alone, etc.

- (b) Then, taking another probable cause of feeling unloved one could ask, "What might someone believe to feel unloved?"

After getting any limiting beliefs that the person might have in answer to this question, one

could ask: To feel unloved might someone believe that he is unlovable, or undeserving of love, or guilty, or shameful, or is bad or evil, or is selfish and self-centered, or isn't a worthwhile being, or is untrustworthy, etc. What would someone have to believe, particularly about himself to not receive love, or be willing to receive love?

(c) Next, taking the fourth probable cause, holding back love, one could ask, "What would someone have to believe to hold back love?"

After getting any limiting beliefs that the person might give in answer to this question, one could ask, "Might someone who is holding back love believe that love is dangerous or a trap, that his shallowness might be exposed if he loved and was intimate in love, that he might be hurt, that he would betray love, that he would be rejected, that he would become vulnerable, that he might lose control, etc.

The more that you can 'be' the person with who you are working, and the more imaginative you are in your suggestions of possible beliefs, the more depth and change you are likely to achieve.

## **APPENDIX L**

# **LIMITING BELIEFS THAT MAY LIMIT CREATIVITY AND WRITING**

Limiting beliefs may reduce creativity in the arts and writing. The following questions may elicit these limiting beliefs so that they can be changed.

1. What would someone have to believe about himself to be less creative than he desires?
2. Might a person who is being less creative than desired believe?
  - a. I don't know if I have what it takes.
  - b. I am blocked.
  - c. I don't know what I want to create or express.
  - d. My work or creations aren't good enough.
  - e. I lack creativity or a creative imagination.
  - f. I lack creative energy.
  - g. I lack motivation and/or excitement.
  - h. My work isn't appreciated. (Find out what the person doesn't

appreciate about himself.)

i. I don't have the right tools or facilities.

j. I lack encouragement or recognition from others. (Find out what the person's motivations are and what are the limiting beliefs and/or messages that he is giving himself.)

k. Is there anything in your life for which your art or writing is a substitute?

3. Ask what limiting beliefs might a person have who is having difficulty marketing or getting acknowledgement for his work? After getting any answer that the person gives, then ask: Might a person who is having difficulty marketing or getting acknowledgement believe:

a. There's no demand for my products or writings?

b. It's difficult or impossible for a new person to get recognized or to find an agent.

c. I don't have the right connections.

d. What I am expressing might be misinterpreted.

e. What I express in my work might reveal too much of me.

f. What I express in my work or writing might offend someone whom I used as a basis for a character.

g. I'm too old, too young, don't have the right background, etc.

h. Criticism of my work would be very depressing. (If so, explore beliefs the person may have which may limit his self esteem or self worth or sense of value as a being.)

i. I can't handle publicity or notoriety. (Find out what are the person's limiting beliefs about himself that would cause him to fear notoriety)

j. Too much would be expected of me. (Find out what he expects of himself and what limits this.)

k. I'd lose control of my time.

l. I'd run out of things to do or motivation.

m. Success or being in the limelight is dangerous or I'd have difficulty handling it.

n. I can't sustain success, or losses always follow it.

o. I'd lose friends if I were successful.

4. Ask, what limiting beliefs might a person have which would cause him to be unwilling or reluctant to receive recognition, acclaim, acceptance or adequate compensation? Might he believe:

a. That it is demeaning to receive pay.

b. That he hasn't earned it.

c. That he might become commercial.

d. That he might be corrupted.

e. That he might compromise his creative integrity.

f. That he would have to live up to some standard.

g. That he'd lose his privacy.

## **APPENDIX M**

# **VOICE SEQUENCE IN GUIDING A PERSON IN CHANGING LIMITING BELIEFS TO POSITIVE ONES**

Prepare the space you'll be using for changing beliefs so that you won't be interrupted while you are doing it. Make sure that the phone is disconnected. Then, ask the person with whom you are working to get into a comfortable position sitting in a chair or preferably lying down.

Explain to the person that you will be guiding him to help him get relaxed and to quiet down any mental chatter. Once he is relaxed, you will ask him to imagine going into the earth, and that however he imagines it will be all right. As he visualizes going deep within, this gives a message to the subconscious to allow the person to enter deep within it's files.

At this point you can simply say, "Once you are deep within, I will give you other instructions to enable you to change your limiting beliefs and their feelings to positive ones, and when you have, to bring your attention back into the room." This is normally enough. However, if the person with whom you are working wants a further explanation about what you will be doing, or seems apprehensive, then you can give a fuller description of how you will be directing him. This is covered in the following paragraphs.

"When you have had time to visualize going deep within, I will ask you to imagine coming out into a large, dimly lighted room of memorabilia, which represents your past. Then, I'll ask you to imagine noticing your toys and other possessions of your past, but not to hang up on them. Next, I'll ask you to imagine seeing the figure of an old man or old woman on the far side of the room, then crossing the room and going up to the person to ask for his or her help in locating the room of beliefs. Next, I'll ask you to visualize this person directing you to a door with ROOM OF BELIEFS written on it. Then, to visualize going to the door, opening it and inside seeing a brightly lighted room. As you do, imagine going into the room and seeing a table with a large book on it, an urn with a bright flame in which to burn things, a felt pen for writing and some small cards."

"As you imagine entering this room I'll ask you to visualize going to the large book and seeing MY BELIEFS embossed on it's cover in gold letters. Then, to imagine opening it to the first page and seeing the first of your limiting beliefs written on it. At that point, I'll give you an instruction with a lot of intention, "Go to the time that you formed that belief and create the feelings you had at that time as fully as you can; really create them." Your subconscious responds to time commands, whether you are aware of it doing so or not. When you've created the feelings fully, I'll ask you to visualize putting the feeling energy in the fire in the urn, or letting it float off into space until it is gone, whichever is more real to you. Next, I'll direct you to take the felt pen and write VOID, V-O-I-D across the page in the book on which the limiting belief is written; to tear it into little pieces; to put the pieces in the urn and watch them go up into smoke until they are gone."

"Next, I'll ask you to visualize taking the felt pen and writing the new, positive or unlimited belief on the fresh page and as you do, to really create the feelings and state of consciousness of having that belief. Finally, I'll ask you to visualize writing the new belief on a small card as

you really create the feelings of it with intensity. Then, to visualize putting the card in your pocket for future use as a reminder to affirm the positive belief."

"Then I'll instruct you to visualize looking to see what is on the next page of the book. As you do, I'll state the next limiting belief and ask you to visualize seeing it on the page. As soon as you have we'll repeat the same procedure that we used for the first one. We'll do that with each of the limiting beliefs until all of them are changed. When they are I'll guide you in bringing you attention back into the room. Are there any questions before we start?"

Handle any questions that arise. Reemphasize that each person imagines and visualizes in his own unique way, and that however he does it will be O.K.

Once you or the person with whom you are working is comfortable, use the following script as a guide. Initially, if you are working by yourself to change your own beliefs, you may want to record it, but once you've gone over the sequence, it probably won't be necessary.

"Allow your body cells to relax. They know what relaxing is, so give them permission to relax. Allow the relaxation to start in your toes; let them relax. Allow the relaxation to move into your arches--allow the relaxation to move into your ankles--allow your calves to relax. Let all of the tension and any suppressed anger drain out of your knees allow the relaxation to move into your upper legs--allow your pelvic area to relax-- allow the relaxation to move into your abdomen--allow your stomach to relax; just let it relax. Allow the relaxation to move into your heart--and into your lungs; let them relax. As you allow the relaxation to move up into your chest and then to your shoulders, allow yourself to feel the air on your face, to hear the sound of my voice and to feel the surface under your body as you allow the relaxation to move down your arms, letting your elbows and forearms relax. Allow your hands and fingers to relax.

Allow the relaxation to move into your lower spine--Allow your neck to relax--Let the relaxation move into the back of your head--Let the top of your head relax--Allow the relaxation to move into your forehead, and allow your eyes and cheeks to relax--Allow your jaw to relax and let the relaxation move into your neck. Let it relax."

"As I count from 10 to 1, with each descending number allow yourself to enter a deeper state of relaxation." Then, count slowly in rhythm with the person's breathing: 10-r-e-l-a-x; 9-r-e-l-a-x; 8-r-e-l-a-x; 7-r-e-l-a-x; 6-r-e-l-a-x; 5-r-e-l-a-x; 4-r-e-l-a-x; 3-r-e-l-a-x; 2-r-e-l-a-x; 1-r-e-l-a-x. Visualize yourself entering the earth your favorite way, in a cave or tunnel, down a well or hollow tree trunk, down the staircase of an old mansion, entering the earth your favorite way".

Synchronize this patter with the person's breathing as you continue, "Going deep within--going deep within. Allow yourself to feel the surface with which you are in contact as you go deeper within--going deeper within."

"Find yourself coming out into a large, dimly lighted room, the room of memorabilia, where you notice all of your possessions of the past. They are covered with dust and cobwebs. You notice them, but you don't hang up on them. You look across the room and on the far side you see the figure of an old man or an old woman. You pick your way through your things and as you approach the person, you ask with humility, "Could you tell me please; where's the room of beliefs?"

"The person points down a corridor to a door from which you can see light coming out from the threshold. You know that this is where he or she means. You show your gratitude by thanking the person, and then you walk to the door. On it you see written in large letters, ROOM OF BELIEFS. You open the door and inside is a brightly lighted room. In the center is a table. On it is a large book, a felt pen, an urn with a bright flame in which to burn things and some small reminder cards."

"Visualize walking over to the book and seeing printed on it in large gold letters, MY BELIEFS. Then, opening the book and seeing written on the first page (stating the first of the limiting beliefs that have been found such as for example) I'm powerless."

Next, give yourself or the person with whom you are working the command with intention, "Go to the time you formed that belief." (The subconscious responds to time commands given with intention, whether the person is consciously aware of it or not.)

Then, give another command with intention, "Create the feelings of that belief. Really create them. Create those feelings. Create them intensely. Intensely. (Allow ample time for the person to really create them.) When you have fully created them, bring them to a peak and visualize putting this feeling energy into the urn, or if it is more real to you, visualize it floating off in a cloud and vanishing into space. As you do this, visualize writing Void across the page containing the limiting belief, tearing it into little pieces, and putting them in the lighted urn. Then, visualize the feeling energy and the pieces of paper going up in smoke. They are going up in flames, they are gone, they are gone, they are gone."

Next, visualize, or ask the person with whom you are working to visualize writing on the blank page before you in the book the positive belief, "I--am--powerful." Say it word by word at the speed a person would write. As you visualize writing it, give yourself or the person with whom you are working the command, "Really feel it, really feel powerful. Really feel it, really feel powerful."

You are directing the subconscious to program and support a state of consciousness of being powerful. Allow enough time for this feeling to be created, and then visualize or direct the person with whom you are working to visualize writing the positive belief, "I am powerful" on a small card and to again create the appropriate feelings. Then, visualize putting the card in a pocket.

Next, ask the person to visualize turning to the next page in the book and seeing the next limiting belief written there. Handle this in the same way as the first one. Continue this process with each of the other limiting beliefs. Allow ample time for the person to create the feelings of each belief, to visualize writing the positive one in the book, and to create the feelings and state of consciousness of the positive belief.

Next, verbally guide the person as follows: "Allow yourself to get the idea of coming back. As I count from 1 to 5, allow yourself to come back, opening your eyes on the count of 5 and not before. One--knowing that you will continue to create those good feelings of (repeat the key positive beliefs), knowing that you will continue to create those good feelings-- two--three-- knowing that you will continue to create those good feelings --four and--five. Open your eyes

and be here."

Sometimes the client will be so deep within that he will not open his eyes and come out immediately. If this occurs, state again with strong intention, "Now as I count from one to five you will allow yourself to come back, knowing that you will continue to create those good feelings." Then state each one of the positive beliefs that have been programmed with intention. After the last one say, "Allow yourself to come back; one, two, three, four and five. Open your eyes and be here." Repeat this sequence as many times as necessary. Occasionally it may take quite a few repetitions before the person opens his eyes. Each time you repeat it you will be strengthening the energy and state of consciousness of the positive belief.

When the person opens his eyes, direct him to look around the room and orientate himself. Then ask him to write the positive beliefs on little cards, and later, to put the cards where he will see them often. When he does, to affirm the positive belief and really create the feeling of it.

When the person is orientated in the room, it can be useful to do the 33 second technique. As soon as the person is ready, ask him to close his eyes and to visualize being in the positive position or situation that he most desires, and in the setting he would like to be in. Tell him that when he has this picture, that you will be urging him to desire it, expect it and imagine it with increasing intention for 33 seconds, and then to let the picture go blank. When the person indicates that he has it, check your watch and start giving the following instructions with increasing intention for 33 seconds. "DESIRE IT--EXPECT IT--IMAGINE IT--DESIRE IT--EXPECT IT--IMAGINE IT--DESIRE IT--EXPECT IT--IMAGINE IT," and at the end of 33 seconds, "LET IT GO BLANK."

Suggest that he does the 33 second technique frequently. In doing it remind him to repeat it using the same scene with things in his environment arranged the same way for sometime before making changes. Doing it will increase the probability of manifesting the outcomes he wants.

## TESTIMONIAL

Since January I have been sick three or four times, and each time I needed two or three weeks to get back on my feet. While sick I had uncontrollable thoughts and emotional behavior. I wasn't able to stand a slight bit of noise and was intolerant of nearly everything and everyone. Things weren't moving fast enough. I wanted and tried to do a million things at a time and couldn't understand why I couldn't do them physically or mentally. I'd then blame myself and push myself harder and harder to get more done; but still it wasn't enough. I found that I was giving and giving to people of my time, affection, understanding, treatment and advice, but I wasn't receiving anything back.

I'd wish for somebody to show me some affection or that they cared, but found no one. Occasionally I would see Muriel when she came to work. I'd try to steal a minute to have a coffee break with her, but my mind was always elsewhere. I remember her saying, D.R. I can help you; you only have to find and change your limiting beliefs, but I ignored it.

Then I had another nervous breakdown and was home for three weeks. I developed such fear that I didn't even want to go outside to check my letter box. I thought I'd get lost, start screaming and wouldn't find my way back into the house. All I wanted was to be told that I wasn't going crazy, and that I wouldn't end up in a mental institution. I was willing to sign over my business and all my assets to anybody who could tell me in a believable way that I wouldn't die. But the people around me were so concerned that they couldn't even fake the strength that I needed. I used to see their fear and I'd become even more unbalanced. I'd then panic, and my mind would race. I had no control over my thoughts at all, and they were all negative and extremely depressive. I desperately wanted some control, but I couldn't get any, so I'd panic even more.

On the third week Muriel came to visit me at home. She was so loving and asked me to write down exactly how I felt. She helped me spot some of my negative beliefs and assisted me in finding the earliest time I had experienced these feelings. Even though my head was dizzy and felt very heavy, I found it easy to do what she asked. She helped me get into a relaxed state, and guided me in changing some of my limiting beliefs.

WELL! Did I see the light? I felt happy, uplifted, bright and relieved. I couldn't believe the effect that it had. Since then I've been doing this every day for three weeks and the difference is incredible. I found I had pages and pages of limiting beliefs and wondered how I ever got to where I am today with all that rubbish. Each day is not only better than before, but miles and miles better.

I've used the technique on my eleven year old son with immediate results. He is asking for more. I've also used it on my seventeen year old niece who had trouble sleeping, again with excellent results. I can't wait to help change the world. Keep up the good work.

D.R.

## TESTIMONIAL

Forgive the time lag between our 'session' a few weeks ago, and now. It's your fault - I've been in high action ever since, and only now am taking the time to write.

I was happy that Mary invited me to have a demo session so that she could observe how you went about helping someone find and change their limiting beliefs. That happy feeling has changed to thrilled and excited. It is one of the greatest, most productive things I've experienced this lifetime.

If you will recall, my sculpturing and painting were the difficulties being addressed. They were slow, efforting and I lacked self confidence. Well, since our session all that has changed. My style is freer, more creative, and my speed has increased about ten fold! My affirmation slips are stuck up around my bathroom mirror where I see them several times a day, which definitely helps me maintain my positive attitude. Thanks for a great session that has changed my life.

M.S.

## TESTIMONIAL

As I told you the work we did several weeks ago on ! beliefs helped me enormously. You remember that I was very w upset and entangled in a frustrating legal conflict, and feeling v ery frustrated and unable to adequately defend myself.

As a child, I didn't know many words. Each day I learned new words, but each day I encountered phenomenon for which I didn't have words. I was engaged by childhood fascination with the world, and groping for words, meaning and understanding of it. I was haltingly trying to gain knowledge of the world and other human beings.

My father and mother, older brothers and sisters had no patience for my imperfect speech. "What the hell are you trying to say?" "You don't know what you are talking about!" "That's nonsense, that's daft, you're daft, come on, out with it, what are you trying to say!"

It was a daunting, frightening scream of impatience, derision and anger. That was their stock response to my poor efforts to understand and speak. It was far worse when I was accused, for I'd be met with increasing impatience, angry demands for an explanation or confession. My halting attempts to defend myself drew greater fury; and finally I came to believe that I couldn't express myself, defend myself, communicate, and I wasn't credible or believable. Since I couldn't hold a position and communicate, I withdrew. In addition, I came to believe that I was impotent and weak.

Then later, in a similar context or situation to my childhood experiences, I found that I couldn't express or defend myself, and I was weak and impotent. In a conflict it was especially bad. When confronted with impatient, derisive or hostile people I became completely tongue-tied. I was weak and defenseless.

The anguish and despair I felt on occasion is hard to articulate. I felt weak, and painfully

impotent. As you know I ran off a lot of emotion on this, and established positive beliefs. I am delighted with the results. Now, I can express myself. I can communicate. I can defend myself. I am credible. I am believable. I am strong, This has made a great difference in my life. I appreciate your help.

C.B.

## **TESTIMONIAL**

It seems like only yesterday that my business had slowed down, and what had seemed to be a prospering and exciting future, now appeared to lie in shambles at my feet. With no apparent solution, my life seemed to be a continuous series of ever growing life-threatening disasters. Even though I had never experienced anything like this before, even though I was an experienced counselor and even though I had at one time felt I could overcome any obstacle to success, I felt as if the very walls of life were caving in on me.

Today, looking back at these extremely serious and devastating conditions is like watching a movie of something that once was. Now I understand how I had set in motion a mid-life crisis, and how to unravel it. I've found that underlying all conditions in life are deep seated beliefs that play on the screen of life almost as if someone else is creating them. To my good fortune I was able to work with Mark Jones at this critical point of my life. By finding and handling my underlying beliefs, I was able to pinpointedly change specific conditions and beliefs that were "forcing me to disaster against my will." Of course the only one who can force you to create any condition is you. After beginning with Mark and discovering many of my beliefs, I continued using his belief handling system on my own and with my wife. Now, instead of no or very little work, I have been working flat out for 6 weeks with a new client who miraculously appeared on the scene within two days after I did the belief handling.

Right now I have approximately six to eight months of work into the future with no end in sight. Instead of disaster, I decided to experience ever expanding creativity, and I am.

Signed R/S

## **TESTIMONIAL**

**BACKGROUND:** I have been writing all my life and working seriously as a fiction writer since my early thirties. I have a Master's Degree in English and writing, and have done considerable work for my doctorate. I have been a writing teacher in major universities for sixteen years, during which time I have continued to write. Several of my short stories have been published in small magazines, but with long time lapses in between. I have been really concerned because I'd not been able to get any of my major works, my five novels and more than a half dozen short stories of length published.

**CHANGING LIMITING BELIEFS:** On a Sunday in 1990 I had a two hour session with Mark Jones to find and change any negative beliefs that I might have which were preventing me from getting the good work I had written over the years published. Three days after the session I

receive a letter of acceptance from the oldest nature journal in the U.S. for a short story. The letter had been written and mailed on the day following my session.

A little more than a month later I received another acceptance for an article I had written for another magazine. It contained excerpts from one of my novels and based on them the magazine editor recommended my novel to a publisher. Because of the lack of funding, this publisher didn't take it, but recommended it to another one who did. My novel came out in December, 1991. The same press has expressed interest in my other novels and there is a good chance that they will publish some of them.

I am convinced that the significant chain of events outlined above was set in motion in the session with Mark in which I found and changed some of my limiting beliefs about getting published; beliefs that I didn't realize I had. I recommend these sessions without reservation to anyone who wants to find and change limiting beliefs that they may have, and enjoy much more positive results.

change them to positive ones using the techniques and procedures we've described. Intense desire, expectation and imagination will cause them to manifest. The universe is willing and ready to dance your dance once you are. Be willing to receive it. It is a gift.

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