

REGENERETICS

THE MINDSET FOR SUCCESS

By

David Moore

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IMPORTANT NOTE

In reading this book, be very certain that you understand each chapter and never go past a chapter you do not fully understand. The only reason a person gives up a study or becomes confused or unable to learn is because he or she has gone past a word or a chapter that was not understood.

Some commonly used words can often be misdefined and so cause confusion.

It is advisable to implement as much of the teachings in this book as soon as you read them and not wait until completed. The teachings are structured in such a way as for you to rebuild your mindset chapter by chapter.

I envy your journey.

I wish you success.

May you Never be the same again.

David Moore

Introduction

You Are Amazing

If you're reading this BOOK at work or on your commute home, you might not feel it at the moment - but, actually, you're absolutely amazing!

Here are a few facts to help remind you just how utterly remarkable you really are...

Starting at the beginning: the atoms that make up your body are the same ones that formed during the Big Bang – 13.7 billion years ago. You may feel like you own these atoms, but really you only have them on loan...

If you laid out the 60,000 miles of blood vessels inside a human body, you could easily circumnavigate the Earth two and a half times! (Don't try this though – or you'll quickly be restrained under the Mental Health Act.)

The nerve impulses to your brain travel at speeds of up to 250 miles per hour. This depends on urgency of the impulse however – so, if you burn your fingers, your brain will tell you to withdraw your hand more quickly than if your hand accidentally collides with a blob of ice cream.

Your nose can remember 50,000 different smells.

Similar to fingerprints, human beings have unique tongue prints

As a human, you share about 95% of your DNA with a chimpanzee. Though, technically, since you are a type of ape, it's probably not THAT astonishing. Perhaps more surprisingly, you also share about 50% of your DNA with a banana.

Humans are actually bioluminescent and glow in the dark. However, in a slightly weird quirk of nature, the light that your body emits is about 1000 times weaker than your eyes are able to detect.

Goose bumps are actually a remnant of our evolutionary predecessors. When humans had thick coverings of fur, this would fluff up our coats – creating a better insulator and making us look bigger to predators. Grrr.

In a lifetime, your brain's long-term memory can hold as many as 1 quadrillion (that's one million billion) separate bits of information. In modern males, this tends to be filled with football statistics.

If the human brain were a computer, it would be able to perform 38 thousand-trillion

operations per second. Blue Gene – IBM's \$100 million 'supercomputer' – can only manage 0.002% of that. Loser.

The way the neurons in the human brain are assembled seem to be extremely similar to the way the universe is arranged! It's even possible our brains are modelled on the structure of the universe.

At the very least, it seems as though the same fundamental laws may govern the growth of systems large and small – from the electrical firing between brain cells to the expansion of galaxies.

Astrophysicists have considered if it's possible that we actually exist inside a gigantic brain...

So here's some advice...

Don't say: "There's nothing interesting about me."

Do say: "Every atom in my body is billions of years old – I'm created from stardust."

Keep being EPIC in all that you do...and I hope that you will never be the same again.

David Moore

Chapter 1 It isn't about just ONE thing!

Here's a question: What is your definition of success?

Is it: A flashy car, a big house, a yacht, tons of money?...whatever your definition of success is, it's personal. It will be unique to you.

What makes people successful?

One overlooked common denominator of all successful people is initiative. People who make lots of money, have a flashy car or a big house are people who show initiative every day, in everything they do.

Remember, the way you do anything, is the way you do everything.

If you want your life to be successful, start showing initiative every day in as many ways as you can, develop success habits, and you will start making more money.

Successful people are always willing to do what the other guys are not willing to do! Live your life with abundance and be prosperous in everything you do.

The science of being successful is not by doing certain things, it's by doing things in a certain way.

It starts by Creating Happiness

An enlightened, fully SELF-Realized person once explained the truth about happiness to me.

Your happiness must be anchored in the experience of the SELF.

It must be established in understanding the "oneness" of all that is and that you are not separate from anything. Your inner joy and bliss must come from "knowing" the fact that you are an extension of Source which is all things.

Then your happiness is complete, total, and everlasting.

Then you have complete inner contentment.

Then your happiness will be bubbling up within you every moment forever.

It will never come to an end.

However, if your happiness is based on how smoothly everything is going in your life, how well you are doing, how wonderfully people are praising you, how often you get what you want, how cosy you are in your own little cocoon you call your "life", then you must understand that your happiness will never be complete and will never last.

If you do have moments of happiness, it is illusionary. It never is total or complete, it never fulfils you. You are always left wanting and searching for something more. You are always feeling "something is missing".

You are never content. You cannot look for happiness outside yourself. You cannot base your happiness on external conditions, situations, events, circumstances or people. True happiness comes from knowing the SELF. This means knowing and experiencing that you are an extension of Source. Source is energy.

This ONE energy or consciousness or awareness is the ONE "thing" that EVERYTHING in the Universe is an extension of. Knowing this and EXPERIENCING this will give you complete and total happiness, joy and bliss that surpasses all human understating.

Chapter 2 You Must Beware False Prophets or Profits

I have heard more and more about perfection in the last few days from all different angles...

Aren't these three comments great? How many so called self-help people tell you this?

"My life is perfect"

"Everything I want comes to me"

"I have no worries, concerns or fears"

Have you heard these from people: friends, strangers, mentors, gurus?

Why don't we throw a few more comments in?

"When I wake in the morning my bed makes itself"

"My clothes fly out of my closet neatly pressed and onto my body"

"All the cars get out of my way when I am driving"

I have news for you...

The first three comments come from liars.

The second three comments come from the same people but you don't believe those three, they sound like jokes.

Well, the first three are jokes too! And so are the people who tell you them.

The perfect person doesn't have any fear, insecurity or negativity.

The perfect person doesn't drink.

The perfect person doesn't smoke.

The perfect person doesn't fail.

The perfect person doesn't get upset.

The perfect person doesn't get angry or sad or confused.....

...The perfect person doesn't exist!

NOBODY has a life free of concern, fear, insecurity, self-doubt or negativity. You get these feelings every now and then because, shock horror, you are HUMAN!

DO NOT follow or listen to people who tell you otherwise, because they are lying and hiding behind a facade. Worse is that they are lying to themselves if they believe it.

A true friend, mentor, trainer or 'guru' (I hate that word) is a human being. Not some elevated being that has transcended to a new plane of awareness. They are in the real world, with real people, with abilities and teachings, not mystical powers.

We all have concerns, fears, insecurities, self-doubts and negativity in our lives; I do, just as much as you do. I have learned to control them and see them for what they really are, and not for more than they are.

That is all you need to do too. All you need is help to do it. All you need to know is how to do it.

Life is a roller coaster; it has its ups and downs. Instead of lying on the track waiting to be run over, find out how to get back in the car and enjoy the ride.

Chapter 3 The Possibility Thinkers Creed

When dealing with the various situations, challenges and circumstances in your life, you might want to consider the "Possibilities Thinkers Creed".

This was taught to me in the mid 1990's. Most people today have never heard of it.

Consider this powerful "creed":

"When faced with a mountain -

I will not quit.

I will keep on striving until I climb over,

find a pass through,

tunnel underneath or

simply stay where I am and turn the mountain into a gold mine!"

The "mountain" is what you perceive as your "problem or adversity".

The magic is being able to turn what appears to be negative into a positive with simply a change in perspective. At an event several years ago a man asked me about the concept of "looking for and always finding the golden nuggets" in life.

The idea is that when you are digging for gold, you have to move tons of dirt to find just a few ounces of gold. But you are not looking for the dirt; you are looking for the gold.

So in life, stop looking for and focusing on the "dirt" (the negative, the problems, the adversity you are facing).

The question is when you are digging in the dirt (dealing with life's challenges) and there just is NO gold there (there IS no positive you can find), what do you do?

The dirt is what we perceive as life's problems, negatives, and adversity. Generally you can "find the gold" in every situation you deal with in life if you simply look and change your perspective.

But what if there is simply NO gold, but ONLY dirt?

Then, since you are in the dirt anyway, laugh like a kid, and play in the mud!
The dirt IS the gold!

You are meant to let go, surrender to the Universe, relax, and stop being attached to the outcome YOU think is best.

Just like in the Possibilities Thinkers Creed, the mountain itself (the problem/adversity) becomes the prize!

You can turn any situation or location you find yourself in into your private sanctuary, your personal "retreat", and your own wonderful "university".

I have made the situations and locations in my life the perfect place for me so that I gain more benefits in every area of my life than anyone can imagine.

Every day I am thankful, grateful and so appreciate to be HERE....right NOW...in this moment.

How are you dealing with YOUR Mountains? I suggest you embrace the Possibilities Thinkers Creed". You will feel better, and your life will BE better.

Chapter 4 It isn't about Mind Control – It's Beliefs

Influence, persuasion, coercion, call it what you want.

So many times, on a daily basis, we are bombarded with ideas and information to the point of overload. We spend a lot of time filtering out and filtering in things that are either of use to us or not.

One of the main factors of development is knowing what we want. When we are certain that what we think and believe are in alignment with each other we function superbly. It is when an outside influence, certainly of a negative nature, impacts our rationale that we have an imbalance and we are susceptible to making quite damaging decisions based upon false beliefs that have been instilled in an insidious way, by subterfuge from an external source.

Just like a Trojan Horse, an idea or belief arrives looking like something we have been seeking, only for thousands of bad strategies and ideas to leap out from inside and attack the very core of our being.

It is very important to keep an open mind in life: but not open enough so that anything can slip into it unchecked.

We have to be sure and certain of our own thoughts, ideas, feelings, emotions and beliefs and have confidence in our choices. In the world today there are many options, presented by many people as the 'new, new, thing'. Be aware and alert at all times.

Not all of those ideas and people are there to help you. They are there to help themselves.

"If you do not control your thoughts and feelings...there are thousands of people who will!"

Chapter 5 You Must Take a Leap of Faith, In Yourself

Many people notice something interesting as they are going through the Regeneretics Training.

All of the books, the Regeneretics Course, all the workshops, the seminars/lectures/webinars/, and all of these messages I post on the internet platforms I frequent contain and say virtually the same things, just in different ways, from different perspectives, viewpoints, angles, and in slightly different modalities (visual, auditory, metaphors, real life examples, humour, science, etc).

This is true.

And you will notice each "feels" different. This is because each is infused with a "different" energy. AND YOU are a different energy each time you go through the training. YOU change and are different in every moment in time. This is why repetition of material (that is infused with energy) spaced over time, awakens YOUR energy.

When this happens you GET IT.

You SEE!

And you KNOW (it's always a FEELING).

Over the last few years I have been "back to school", I have reread all the books on the basic and advanced book lists I give to everyone who attends our Seminar. I can tell you, I am still learning! I felt like I was reading them for the first time!

I was so happy. And I have been studying and reading many other books as well. As I was rereading Napoleon Hill's Think and Grow Rich, I began laughing as everything I was reading is in dozens of other books.

The Truth is not new, it has been written about for thousands of years.

You can ALWAYS get a deeper understanding of Truth. You can always get more a more CLEAR truth. You can always (as long as you are in a body) get a higher sense of freedom on all levels and all dimensions. You can always increase your abilities and release more abilities. And you can always have an even deeper more powerful and intimate "experience" within yourself.

I encourage you to continue reading and rereading the books on the Regeneretics course that you have either downloaded or received in the Course Manual you received at the Seminar. Please keep reading and rereading these posts/messages, engaging on the Facebook, Twitter and Google community pages, and continue on

your constant journey of internal expansion. We will soon be offering an even more in depth look into the future so stay tuned for the next step.

Over the last few years I have received thousands of letters/emails with questions about how to manifest, how to be happy, how to overcome adversity etc. ALL of the answers to EVERY question are IN the Regeneretics course, 'Becoming YOU Again' and in all the newsletters. Seek and you WILL find. Knock and it WILL be opened.

But YOU must SEEK and YOU must go through the door that has been opened! A man came to me and asked for the "secret" to making money. He was obsessed with getting out of his poorly paid job and making money. I asked him what his favourite TV shows were. He had a list of about 20 shows that he watched every week. He also watched all the football games and other sports all week. (He basically spent most of his free time watching TV!). I said I would be happy to sit with him and give him advice; all he had to do was not watch TV for 1 week and read a book I would give him. He got upset and said he just wanted the "secret"; he did not want to "study"! He walked away in a huff. I simply sent him love and knew he was not ready yet to receive the gift.

Are YOU ready to receive? Think about that!

Then think about Who to Listen To.

Many people still ask "how do I know which group to join, teachings to embrace, or person I should trust, believe in, and/or follow?"

First, you can never be wrong.

No matter what you do or choose, you will simply create something that allows you to define more clearly what you do want, and you can then create that.

Take life lightly. Care, but not that much!

When you are READY, you will attract into your experience, and you can and will "see and feel" the Truth in a "teaching" and/or the "power" of a "teacher".

When you are not ready, (too caught up in intellect/mind/thoughts/ego instead of heart "feelings") you MIGHT not see/feel Truth or the power that is being made available to you!

If a thief met a true "saint", all he would see is what he could steal from him/her! He would never be aware that he was in the presence of a "saint" and his life COULD be transformed forever! Even though being in the "saint's" presence would/could be transformative, he would have no awareness of his own transformation. Thus he would reap no benefits.

If a poor man on a remote island was given 1 million Pounds/ Dollars/Euros, he might have no awareness of what the cash or money is and the value of what he was given. He might burn it for heat! He might take the "money/cash" and use it to make a roof so he would not get wet!

One must be ready and have awareness of the value of what one is receiving to truly benefit. Many of you have been given more gifts than you realize. You have everything! It is just your lack of understanding this Truth that is holding you back from making all your dreams come true and being more joyous and blissful than you could ever imagine.

The Regeneretics Course, the events/meetings/seminars/webinars etc, all are designed, among other things, to increase your awareness of what is already inside you, yet dormant, and awaken it! The "energy" in all the training, not the intellectual knowledge, activates your dormant power and awareness. Without the "energy", the training is just interesting intellectually, but lacks the true power to transform. With intellectual knowledge you just "know about" things, but you do not truly personally experience them, so you never really KNOW.

Most of us have no awareness of what needs to be transformed within us, or what we are "wrong" about. When you come into contact with the true "energy" (pure love), you are transformed in the way you need, but might not expect. You are never the same. Based on your own awareness level, you will be able to "feel/know" what training is right for you. There are a few things to consider when choosing who/what to embrace, but always follow your feelings and what you FEEL is right. You cannot make a mistake anyway, so do not worry!

Life is a journey with many detours, just have fun and enjoy your adventure!

Chapter 6 Questions you might ask or things to look for in people "training".

These are some indicators that a person is not fully "plugged in" to Source and not coming from LOVE. These are indicators that the person is still caught up in mind/thought/intellect/ego and their training lacks the power to transform.

Do they show a lack of appreciation?

Are they still reading books or do they believe they don't need to, because they know it already?...known as a low teach ability index (the Dalai Lama reads every day and says he learns something new every day!)

Do they operate/think/talk/act out of fear, lack, worry, anxiety, concern etc?

Do they speak condescendingly and show conceit?

Are they critical/judging/condemning and find the imperfections in things and people?

Do they believe in absolutes, and THEIR understandings of right and wrong, good and bad are the ONLY correct viewpoints?

Are they very concerned with how others view, think and talk about them?

Are they very concerned about how others live their lives, and without being asked, are obsessed with trying to "change/fix" others to THEIR "correct" way of living/beliefs?

Are they attached to the body and to material things?

Do they have a need for prestige, status, acceptance, power, control over others and all conditions around them?

They are Revengeful, unforgiving, arrogant?

Do they have a fear of losing what they have?

Are they concerned with what they have and what is "theirs"?

Do they focus on analysing, intellectualizing, over thinking, instead of following their feelings?

Are they afraid of making a mistake and being wrong?

Must they make others wrong so they themselves look right?

Are they Self-righteous?

...And the list can go on.

You see, all of the above is fear based, not love based. When a person is acting from an abundance of fear (they might have lots of love too, but enough fear to show itself), they are really acting from lack of personal experience and knowingness. Fear is always based on this ignorance. Forgive them, for they know not what they do. Makes sense now?

Look at yourself and do a little self-analysis with the above list. I am sure there are things you can improve on.

Be happy right now as no matter where you are, you are fine the way you are.

If you choose to be in more of a state of love than fear, then go for that, but remember, you are still fine right now the way you are. (That's a hard concept to understand).

Not that anyone is perfect; no one is, because they are still in a body!
And you CAN, and ARE encouraged to learn from everyone! AND many of these people who show many of the above traits are very well intentioned and might have great information.

The truly life changing experiences YOU will have that will help unleash YOUR unlimited dormant power however, will ONLY come from those who are the opposite of the above. Simply take each characteristic above and think of what the opposite is. If you find a person with THOSE traits (or close as, because no one is perfect!), you might be on to the real deal. The ultimate test is how you FEEL about the person/group and what EXPERIENCE you get from that person/group. And, look at yourself too! Love, not fear (lack of love) is where the power comes from....

Chapter 7 Ergo, it's the EGO!

If you want to be able to manifest what you want fast and easily, and have inner peace/bliss/joy/contentment, then there are 2 areas you should look at as indicators as to your progress.

Do you have a strong sense of self-importance, and do you have a strong craving for acceptance from others (a desire for others to think and say good things about you)?

Ask yourself to what degree does it upset you when others do not give you credit, say or think bad things about you, or do bad things to you?

Do you feel self-conscious that other people are "looking at you", and/or how others "see" or perceive you? These indicators tell you how much the mind/ego is in charge.

When the mind/ego is in charge, you cannot have lasting or complete inner serenity, tranquillity, equanimity, peace, harmony, bliss, joy, happiness, satisfaction and contentment. You will always have a roller coaster ride of emotions. When your mind/ego is in charge, even if you do manifest "material things" like money, it will never give you lasting satisfaction. You will always feel you need a little more and will always have a deep inner sense that "something is missing" in my life. You will always be disillusioned, and unfulfilled.

Think of all the rich and famous who "have it all" but have no satisfaction/contentment because their ego/mind is in charge, and they wind up committing suicide.

Now think of the thousands of people sleeping rough on the streets, the homeless. They have no idea when they will eat next, drink next, where they will sleep that night, and have a very uncertain future ahead of them with no money and possessions but...they get up every single day and carry on.

You can lose the ego/mind and let your inner SELF, the real you, shine out. When this happens you truly do have it all: peace that surpasses all human comprehension and all the material "stuff" your heart desires. You attain complete satisfaction, and contentment.

There are Levels of Awareness that we need to notice.

There are lots of books/seminars/audio programs telling people about the secret to happiness (most are taught by people who have deep inner unhappiness).

Let me tell you instead the secret to Unhappiness (that I learned from my Mentor):

'Go and try to please everyone.'

I guarantee that if you try to please everyone, you will end up pleasing nobody, not even yourself.

Think about this. There really are only 3 "main" levels of awareness.

Level 1. There are those who are obsessed (to various degrees) with how other people perceive them, think about them, talk about them. Other people have complete control over these people's emotions. If someone says something bad about them, does something bad to them, insults them, disrespects them etc, they feel miserable. Is this you to some degree?

Level 2. There are those who only think and care about how they think of and perceive others. What people think or say about them is not relevant and has no impact on these people. These people do not care what anyone thinks of them. They are focused on what THEY think of THEM. This gives you more power. No one then has any control or impact on your emotions. You are in control.

Level 3. There are those who understand that we are all "one" awareness and consciousness. They understand that we are all the SAME SELF. Thus these people only focus on SELF, from a witness/observer perspective. Thus they focus on loving at all times, without condition and without exception. They see their physical "body" and all other physical "bodies" as costumes of the same SELF, and from the perspective of SELF, they witness and observe it all.
This is ultimate power.

If a person is at level 1, their emotions will always be a roller coaster and they will never feel in control and at peace. They will never feel lasting satisfaction and contentment. The less you are of level 1 and the more you are of level 2, the more lasting inner bliss you will experience. Getting to level 3 even to some degree will open up a new Universe for you.

Here is a sample of TRUTH!

Ever since I have known Terry he has been complaining about how horrible this life is. He is miserable most of the time. You would think he was being tortured everyday by guards, given nothing to eat, and forced to work 16 hours a day in a slave labour POW camp.

I don't see him very often (little wonder) but when I do his constant "oh poor me" attitude, and how horribly he is suffering is actually amazing to watch.

To me, everything in life is simply what you make of it. Everything you are dealing with is what you decide it will be. You and only you have to power to decide how you are going to react or respond to whatever you are facing in your life.

A discussion started over dinner with a few academics in a local restaurant about being optimistic or pessimistic. The usual arguments about "realistic" and dealing with the facts and the true undeniable reality were vigorously debated.

Then they came up with the analogy of the glass being half empty or half full.

Everyone had an interesting opinion. I simply listened to this discussion and remained silent. No one asked my opinion to begin with because they all know what I do for a living and I felt no need to give one. I listened intently to understand and appreciate everyone's various viewpoints and ideas. I learned a lot.

As the "debate" was winding to a close, one of my friends asked me to comment and I said "Well, as a matter of fact you all are missing the point about the glass being half full or half empty. That does not matter. What matters is you can always refill the glass!"

Everyone was silent.

Me? I was just so thankful for suddenly discovering this wonderful new example of TRUTH in my head.

You create everything in your life.

Your current thoughts (your vibrations and the frequencies you broadcast) create your reality and your life experience. Your past unmanifested thoughts, postulates and decisions are your Karma and also influence your current reality. Your thoughts come before your actions.

Most think actions create things in your life. Actually it is your thoughts past and present that do the real creating. When you really want something, and feel really good when you think of what you want, the Universe will, with absolute certainty, create circumstances, events, conditions and situations that will make what you want a physical reality.

The Universe will orchestrate everything perfectly with amazing precision and complexity in ways that are beyond human comprehension. When this happens in a "spectacular" way, it is called a miracle. Each year, millions of "miracles" are reported around the world. Things like spontaneous instantaneous physical healings, money seeming to appear out of nowhere to handle an urgent need, bumping into the perfect "mate" while you were lost and at a place you were not supposed to be, meeting a stranger that introduces you to someone who was looking to hire a person exactly like you and it turns out to be your "dream job", and the list goes on. This is the Law of Attraction.

Everything always works together for the ultimate good. However what the Universe gives you might not appear as the ideal answer to your "request or desire". But I can assure you, eventually it is always better than we could have imagined. As you may know, I had a spectacular car crash a few years ago which resulted in me not only being in Hospital for four months but not being able to exercise for over 4 years. People say what "happened" to me was terrible, totally unfair, and a shame. However I know this did not "happen" to me. I created it because I was "broadcasting" a very big dream.

The Universe gave me exactly what I needed to make my dream a reality. This "horrible" crash as most call it has actually been the most wonderful miracle in my life to date. It has been a gift from the Universe. You will never know how thankful, grateful and appreciative I am for this "experience". I felt this way from the very beginning of this "ordeal". Yet in the beginning I could not tell you why it was perfect and so wonderful for me, I just "knew" it was. There were no apparent logical "good" or "positive" benefits for me being strapped to a hospital bed for four months to ensure I did not move the injury to my spine. Yet, I know how everything works.

If I could have moved without pain or danger I would have danced with joy! I was filled with ecstasy and positive expectation. Overwhelming bliss took over me. I could

not give you any logical reasons why this was the best thing that ever "happened". I just KNEW it was the best thing that could have "happened".

I felt on the "inside" of my being like I won a jackpot. It is a feeling perhaps similar to what most people would feel if they just met the love of their life, or hit the lottery.

Now, for me, over 7 years later, everything is clear. Because I have been in what many would call a form of 'prison', albeit a very comfortable environment rather than the real thing, I have had the time and perfect opportunity to do something I have not been able to do for 20 years, but has been one of my major "chief aims"...complete my own "training". For the first 12 months of my recovery, for over 8 hours a day (and on many days up to 14 hours) I have done highly advanced and arduous mental exercises, processes and meditative training. This training is the most advanced, complex, and difficult mind and spiritual work one can partake in.

My "ordeal" has allowed me the opportunity and environment to do mind and spiritual training, exercises, and various practices and processes, that only a handful of people on the planet have ever had the ability and motivation to engage in. I read more books in one year and wrote more notes and researched material in one year than many would in a ten year period because there was nothing else distracting me. Once I completed the majority of the training, my clarity and abilities have increased so exponentially it is truly mind blowing. For the next few years after my "training", I have finally had the massive amount of time needed, in a distraction free environment, to put together, write and structure all the "advanced Regeneretics programs" for you.

This includes creating the Regeneretics Seminar that you all will find to be the most revolutionary personal transformation training that the world has ever seen. For those who have been through three day training you know what I am talking about. That program would not have existed if it was not for me being injured and recuperating for such a long period of time.

Can you now begin to see how this has been a true Miracle? This has been more than a miracle and a "blessing" for me personally; it has been the most amazing experience in my life. For all who want more out of life, who want to be able to manifest all their dreams and desires, and who want inner peace, bliss, joy and "enlightenment", you all will see by coming to one of my seminars or listening to my recordings, that my experience is mostly a true Miracle and blessing for you!

Chapter 8 Your Goals and Desires

Most people do not think about "enlightenment", or self-realization.

Most people think that those ideals are a waste of time because they have bills to pay!

Most people think that the inner feelings that they seek can only be obtained from the acquisition and attainment of "things"; achievements and status; and having more stuff than the "other guys".

Thus manifesting one's desires are the most important thing to most people.

Getting more money is high on the list of over 90% of people in the UK and America (this changes slightly by culture).

There is nothing wrong with wanting things or having desires.

There is nothing wrong with celebrating attaining something that you had as a goal (money, a successful business, a job promotion, a big house, a fancy car, a weight loss or physical aspect objective, a spectacular vacation etc.)

However, if you believe that you will have the internal feelings that are your true core desire when you attain your goal, you will be, as all others have, extremely disappointed.

Having inner joy, peace, equanimity, and bliss FIRST, no matter what the outside conditions, will allow you to easily attain your "desires" while always being in a state of happiness.

Thus, you live a marvellous, wonderful, magical life full of joy, friends, family, laughter, and filled with love. You are all special.

Chapter 9 The Best is Yet to Come For You

Many of you have been intuitively aware of what I am about to tell you. Over the last 40 years, almost full time, I have been "in training". This "training" has been ongoing, and is a unique and very personalized program for "success" and "enlightenment".

My training has been first, specifically about how to manifest in life what one desires (I have manifested so many "things"; I must be in the top 1% of people in the world as far as manifestation success). My training has also been about me learning almost all of the "spiritual" and mental processes to attain Self-Realization (enlightenment). These are two very different paths with two very different benefits or outcomes.

One is about material success in life: making lots of money and achieving ones dreams. The other is about having inner peace, bliss, joy, contentment, and fulfilment: always feeling "good" regardless of the outside circumstances.

Up until now, a person had to choose which path to take. It has always been a choice of one or the other. Mega rich people and anyone who is only seeking material riches and worldly sensual pleasures simply do not have that inner peace, joy, contentment, and bliss. You can see this when you look at all the rich and famous people who are on anti-depressants, and who commit suicide. It is not only the mega rich that are not "happy".

All those who are only focused on the path of "achievement and success" in the material world are also not at "peace" and content. These people simply are not "happy". Over 95% of those making over £250,000 a year say they are not "fulfilled" and have never had "lasting happiness".

Wealth, power, fame, status, and attainment of "things", do not give you that lasting happiness, joy or fulfilment.

On the other side, those who have that inner peace, ultimate constant overflowing joy, and who are content, do not seem to make much money and certainly never get rich.

My very tailored training has been about learning how to have both at the same time. This is the proverbial "having it all". Over these 40 years I have been through a very rigorous and eclectic training schedule, including reading thousands of books on these subjects. Many of these books were originally published in languages other than English. Also many have never been available to the general public.

I have also listened to thousands of audios and attended thousands of seminars,

workshops, lectures and various programs. Again, many of these have not been available to the general public. Additionally, I have been engaged in personal one on one training with "mentors" all along the way. I have also been instructed, personally coached, and personally engaged in tens of thousands of hours doing various "mental", mind, and "spiritual" training, processes, exercises and techniques.

Most importantly I have been "given" specific "experiences" in real life to "deal with" first hand. This allowed me to learn by personal confrontation, trial and error, and by cognitions, that can only occur when the situation is "real" and not hypothetical. These real life experiences were things I could choose to partake in if I wanted to take my training to the highest levels. I have obediently and willingly done this for over 40 years.

Many of these "experiences" have been what most people would say are "extreme adversity", or disasters. Some have been the opposite: major victories and "wins" that most would call "miracles" or opulent blessings from "above". When you look at all the things I have done in my own personal "training", I have personally experienced and actually "done" what 99.9% of "masters" only talk about.

Now, over the last 2 years, I have had the opportunity to do even more and in effect "complete my training". I have been able to spend 6-10 hours a day doing additional reading, writing, meditating, and various mental, mind, and spiritual practices. It all started after my car crash in 2009, which has been written about a few times. The repercussions of that car crash gave me the opportunity to begin my training at a higher level of intensity and focus and I have been able to personally experience what most people would say was a major accident, trauma, and a 'life event'. Think about that. Many people thought that being immobile in bed for four months was being in a "bad place" and felt sorry for me. But I was rejoicing at my good fortune.

Think about the advantages I have had over everyone who is in the "conditioned world". Not only that. Since then, and especially in the last 2 years, after adjusting my life around my new priorities (the number of books read, writing, and amount of time meditating and doing my "mental and spiritual work") I am doing what only a handful of people on the planet have been able to do in a lifetime.

And this is on top of everything I have done for the last 40 years. This is not "boasting" or telling you how great I am. It is not about me. I am not trying to impress you; I am impressing upon you, that you will never have the time to do all that I have done in terms of personal training for success and enlightenment. However, you do not have to spend all the time that I have spent. You do not have to take the same road I have taken.

There is now a much faster and easier path. YOU are now going to be the

beneficiary of the fact that I have taken this road. Now the path has been cleared. The road has been paved. The map is available. And the vehicle is ready. Up until now, in all my "teachings and training", I have only scratched the surface of the knowledge that I have acquired. I have not revealed "all".

The reason for this was the time was not right to release all that was revealed to me. No one was ready. The foundation had to be laid. Regeneretics has laid that foundation. Now, it is time to begin to release the "REST OF THE STORY". I am now going to reveal "everything". I am NOW teaching it "all". This is all about 'BECOMING YOU AGAIN!'

For those who want to be able to manifest whatever you desire in life, AND have inner peace, joy and bliss, the universe listened to you asking, and your "prayers" have been answered.

For the first time, there is now training that can teach YOU how to "have it all". You can have all the material success you desire in your life right now, AND you can have total inner freedom and liberation. YOU can be as rich as you desire, have all your wishes granted AND you can have total inner peace, bliss, joy, contentment, and fulfilment. The foundation is laid in the Regeneretics Seminar.

Chapter 10 Is it Emotional Intelligence - E.I. or E.Q?

I am about to turn this EQ and IQ debate on its head!

What are these EQ, IQ and IC things all about?

Your EQ is more important than your IQ. The IQ test may help you get a job but your EQ will help you keep it. A high IQ is around 135. A high EQ is immeasurable.

It is no surprise that there are many people with really high IQ's working for people with really low IQ's. The people with the low IQ also have a high EQ, Emotional Quotient, and this makes them the real leaders. They know how to get people to work together. They know how to put teams, groups and companies together. They get people to work with people.

The high EQ people know how the whole game is played and they draw the best out of their people and they are not afraid to have the more 'intelligent' working for them.

Of course, the people with the high IQ know how long it takes two men to fill up a bath with water using a pint glass halfway up a mountain in a thunderstorm but...that's not going to improve business is it?

What would improve business?

Being the person who has the EQ skills to get the two guys to fill a bath with water halfway up a mountain in a thunderstorm in the first place!

Now although that is a great description of what EQ and IQ is (even if I say so myself ;-)) there is another definition of EQ, IQ and IC ("IC? What's THAT?" I hear you ask). What's more...it's probably the most important and life changing definition there is.

What if you are working at a company and things are not going your way. Or you may be doing something in your life but you just can't get it right. You can't achieve what you want to achieve. Do you give up? Do you continue to 'try' (yuck! I hate that word) but in your mind and heart you know that you have given up?

This is the new IQ in the world today. So many people IQ (I Quit). What's more, they have no idea how near to success they are when they quit!

Are you the only person in your company, business, life, relationship that thinks IQ? I bet not. You see, it's contagious!

Like a virus it infects everyone until, before you know it, EQ (Everyone Quits!).

Commit to one thing, if you commit to nothing else, commit to this...

IC! This is the belief you need. Your IQ and your EQ is blown away by this.

IC = I Can!

Your IC level (I CAN) is always more important than the IQ (I QUIT) level and will stop the rot of EQ (Everyone Quits) in its tracks. Defeat will never be an option. So when logic is trying to point out all the excuses and reasons tell that little voice in your head that keeps telling you that you will fail, you will not succeed and you are useless to shut the hell up.

Say to yourself: My IC is unbeatable. IC. I CAN!

As for the words you use, I prefer IM = I MUST! When you see things as an 'I MUST' then you become UNSTOPPABLE!

Chapter 11 'Amateurs' Solve What Experts Can't

Some people say that success needs a visionary mind-set. Truth is, LIFE needs a visionary mind-set.

We need to see possibility all around us. Why should we be settling for the status quo when we could be looking for another way because we know that there has to be one?

We were born to stand out. But, if we want to stand out we have to be Out-Standing!

Outstanding people never settle for safe, near or convenient answers because that is what most people do and the results are always within range of the same.

Our Commitment to be outstanding means that we push the limits of everything. Outstanding people see what is possible without caring about the impossible.

A different mind-set, without the constraints and so called protocols of what 'should' be done based on rules acquired means that all things are possible.

This is why 'Amateurs' can solve more problems than experts.

Amateurs are not interested in rules, regulations, protocols and limits. They are only interested in results. If the limits and protocols preclude you from achieving or solving something, push the limit, alter the rules and realign the protocols. The result is all that matters. We need to be the same. We have to come from a position of having no preconceived ideas or any understanding and acceptance of limitations.

We have to make a stand and be and act in new ways, to risk what we already know for something beyond the predictable. Our Strength and Creativity generates Energy and Excitement that attracts others to take part or even see the possibilities we have uncovered and make their own journey to success.

Stepping out of the constraints of our circumstances, we realise that life begins where our comfort zone ends. We don't create an image of what's possible against who we've been or what's in the past, what's predictable or expected. The past has only brought us to this moment, now, here. It cannot take us further. Only we can take ourselves forward into the future and towards what we see as possible. Conditions and circumstances begin to reorder and realign themselves inside of us and what we stand for. Our relationship to possibility moves from an ideal objective to a viable, living reality.

Chapter 12 COMMITMENT/ COMMITTMENT - However you spell it....

I was being interviewed on radio and the discussion about being committed to your journey reminded me of this story I use in our seminars to demonstrate how, when we commit ourselves to succeeding, we never stop and we do what it takes to get to our destination.

This story is about a man at his wits end, a man with nowhere to turn. Like King Midas in reverse, everything he touches turns to rubbish. He has tried everything to get on his feet and make some money but no one will give him a chance. He has a wife and two children and providing for them is a constant and never ending struggle.

Like many people in situations like this, he turns to religion. All his life he has avoided the church services unless absolutely necessary and has always said that prayer is pointless as nobody is listening but here he is, sitting in West Ham Church in East London, looking for an answer.

The Priest walks over to him and sits alongside him.

"What is wrong my son?"

The man opens up. "You know what Father; I have always led a good honest life. I have never been religious but I see so many people getting on in life who never go to church and do all manner of stuff, but me? I have no money, no job, a family to provide for and nothing to show for my 44 years on this earth"

"You're Michael aren't you?" asked the priest and the man nodded. "I remember your father; he was a good friend to this church. You never attend do you?"

"It's not my thing Father. I am here because I have nowhere to go. If I go home my wife is going to ask me if we can pay the rent. I can't. I have no money except to feed my wife and children.....I need a job but...'

The priest nodded. "Yes, it is tough out there but...."

The priest rubbed his chin.

"Well, I have a very good friend who has become the Head of a girl's school in Stratford. He is looking for a Janitor. He needs someone reliable. Why don't you get yourself over there before he puts an advert in the paper? I will call him and tell him you are coming."

"Do you think he will employ me Father?" asked Michael.

"It doesn't hurt to give it a shot does it? I will give you a glowing reference my son".

Michael hurries over to the school and asks for the Head Teacher. When he finally sits down in the office, the Head Teacher laughs.

"Well you have a big job on your hands living up to Father John's glowing recommendation. He has been a great friend to me over the years and I know he wouldn't steer me wrong. He says you are the man we need so, if you want the job, it's yours. The pay is Fifteen thousand pounds a year."

Michael could not believe it. He could see the light at the end of the tunnel, finally.

"All you have to do..." The Head continued, "...is fill out these forms."

Michael froze.

"I can't do that?" he whispered.

The Head Teacher looked confused.

"Why not?" he asked.

"I can't read or write." Michael admitted.

The Head Teacher looked disappointed. "Michael, " he said, "I need someone who can read because there are chemicals, cleaning materials, and the person I employ needs to be able to read what's what, it's health and safety!"

After another few minutes of pleading, Michael gave up. He knew that the Head was right. He slumped in the chair, then stood up and thrust out his hand.

"Thank you for seeing me anyway."

"Wait!" Said the Head as Michael walked to the door. "I feel bad about this but my hands are tied. Look, please don't leave here empty handed. My deputy has just returned from Cuba and given me a box of cigars. I don't smoke, I have no use for them, please, take them. Good luck!"

Michael took the box, turned and walked out after nodding his thanks at the Head Teacher of the girl's school. If only he could read or write.....

Michael walked and walked. He walked for miles, wondering what the next move

would be. Eventually he found himself in the City of London near Lloyds in the heart of the financial district.

He watched all the people walking around in their expensive suits and expensive haircuts carrying expensive Filofaxes and briefcases, eating expensive sandwiches and driving expensive cars and drinking expensive coffees. Michael had a box of cigars and 80p in his pocket.

Opposite him, on the other corner, was a cigar shop. It was one of those places that sell all manner of cigars and exotic cigarettes from France and Turkey. Michael walked over and looked in the window at the man behind the counter. He was watching TV. The shop was empty when he walked in.

"Can I help you?" asked the man.

"I hope so, I wondered if you would buy these cigars?" Michael asked.

The man put his hands up.

"No can do pal, I had a visit from the VAT people last week. I have to show receipts for everything. I can't buy them from you, sorry."

Michael felt the room spin. He was running out of options. Then the man spoke again.

"Why don't YOU sell them?"

"Me?" asked Michael.

"Yeah you!" the man answered. "There are a lot of people around here running about with a lot of cash on the hip. Big wallets stuffed with cash. They like to flash it around...pull out a big cigar outside the pub to show off. Go and put up a sign and sell them. What are they Churchill, Romeo y Julieta's? You can get £20 for each one."

Michael stared at the cigars. Then he realized.

"I can't put a sign up, I can't read or write."

The man looked at Michael and thought for a moment.

"You really are in trouble pal aren't you? "

"Do you think people would buy them?" Michael asked.

"It doesn't hurt to give it a shot does it? Tell you what; I will make the sign for you"

So the man did. He made a sign on a sheet of cardboard and Michael went further down the road and stood there. Nothing happened. Then, at 5pm the offices turned out and all the people he had seen earlier hurried past him to the pubs and wine bars. Within 10 minutes, Michael had sold the lot. He now had £400 in cash. It was enough to feed his family and pay the rent.

Next day, Michael walked into the cigar shop and bought some more cigars. Then he bought more, and more. He was standing out there every weekday for two years. Snow, rain, fog, wind, it didn't matter. He sold cigars.

One day, after two years, he had a brilliant idea. 'Why am I standing in the street in the rain when I could buy that Cigar shop?'

He went and saw his old friend, the cigar shop owner and asked him if he could buy the place.

"You know what?" the old man told him, "If you had asked me two years ago I would have said no but I am getting too old for this and I want to retire abroad. I will sell it to you, if you can raise the money."

"How much do you want for this shop?"

The shopkeeper didn't pause. "I had this place valued two months ago. It's in the middle of the city, in a prime location, £800,000!"

"Eight hundred grand?" Michael repeated

"I wouldn't rip you off, Michael. It's a fair price. Why don't you get a loan from the bank?"

"Do you think they would give me a loan?" Michael asked.

"It doesn't hurt to give it a shot does it?" said the shopkeeper.

Michael went to the bank and asked to see the manager or whoever is in charge of business loans. After sitting down in the Managers office Michael told him about his 'business' and the plan to buy the shop in the city. The Manager nodded and asked Michael how much the shop was. When Michael told him eight hundred thousand pounds the Manager took his glasses off and sat back in his chair.

"That's a very large amount. If you want to borrow money you will need to have collateral"

"Collateral?" Michael asked, "I don't have any collateral!"

"Do you have any money?" asked the bank manager.

"Yes I have money, I have an account here." Michael passed his paying in book to the manager who started to enter details onto the screen. After a few moments, Michael saw the colour drain from the Managers face.

"Y-y-y-you have £655,000 in your account!" The manager stammered in shock.

"Do I?" asked Michael.

"Y-y-y-y-you have £655,000 in your account" the manager repeated. "£655,000" the Manager looked at the screen and then back at Michael, "£655,000 from selling cigars on s-s-s-street c-c-corners???"

It looked to Michael like the Manager was going to pass out. He kept repeating it again and again. He kept on staring at the screen and the numbers looking for a clue, some sort of answer as to how Michael had done it.

"Yes, that's what I do. I don't know how much is in there, I just pay the money in. My wife fills out the payment slip because I can't".

"Why can't you?" asked the Manager

"That's the reason I don't know how much is in there because I can't read or write."

The manager looked up. "What did you say?"

"I can't read or write!" Michael repeated.

The manager ran his fingers thru his hair and then pinched his nose contemplating what he had just been told.

"Mr Stevens, you have made £655,000 in two years selling cigars on a street corner. That in itself is one thing but...you can't read or write? Sir, you are a....a...financial genius. My God! Do you have any idea where you would be right now if you could read and write?"

"Yes," Michael told him. "I would be the janitor of a girl's school earning £15,000 a year!"

When you are committed to your goal, and you have the right attitude, you can achieve whatever you desire and nothing will get in your way...

Chapter 13 The Source of Transformation

"This is all about becoming the person you were DESTINED to be! You need to release the REAL you! That's right! The REAL you, the one that you were, the one that all this useless 'stuff' is hiding.....We need to strip you back. Back to NOTHING...so that the person you were meant to be recognizes the person you really are, and takes you into a future of endless possibility!"

~ Dave Moore

My Transformation experience is no different from any of the transformation experiences the delegates at the Regeneretics seminars experience. It happens in an instant.

All my life I had been searching for an answer to whatever was in my mind at the time.

Every thought or idea needs an answer, or so I thought. I had no idea at that point in my life, at that stage of my learning that answers would come without being searched for, they would come from within.

Answers, be they small or huge, are all around us and we fail to see them sometimes because they are so obvious or, on many occasions, we just have to understand that what we want sometimes comes dressed as something else and we need to unwrap it

I had been adding information to my 'store of information' throughout my life. Experience built on experience. In truth, these experiences, learnings, teachings, ideas had all been added in the hope that something magical or unknown would happen allowing me to get to a critical mass of ideas and there would be an explosion...or I would find the real secret.

Rain.

Rain on my face.

Even now, when most people run for cover when rain falls, I turn my face to the sky and let it hit my face. I know what it means...it means I am alive.

Many people know of the slight accident in late 2014 ago when I ended up upside down in the back of a taxi that was in a head on collision in central London.

After 36 hours of tests in a London hospital I was discharged.
Was I concerned? No.

Did I fear for my life? No.
It was just another adventure...

What do I mean by that? I see everything as an adventure, something to experience, another incident that I can look back on, something I can draw strength from, something that I can grow from.

Where did THAT mind set come from?

In 2009 I was driving from Lyon to Paris in France. I had been staying with friends and was on my way to visit some more in Paris before I boarded the Eurostar back to England a few days later. It was late in the evening and raining quite heavily. I had been asked to pick up a large strawberry gateau from a patisserie in Lyon and it was sitting on the passenger seat of the hire car. A leisurely drive to Paris was almost complete as the rain started to ease off on the country road. The car headlights lit a sign telling me that there were only 35km left on my journey before I reached the Peripherique, the ring road around Paris. I drove around the sharp right bend in the road when suddenly I was blinded by the headlights of a car directly in front of me on my side of the road.

I swerved to my left but the other car smashed into the rear wing of my car with a deafening crash and I was airborne over the steep bank that fell sharply from the left side of the road.

No sooner had my car hit the slope of the bank it started to roll down it. It seemed endless. It seemed in slow motion. Memories were stored. I remember as the car turned over and over the Gateaux hitting me and the windscreen. I remember after turning over three times thinking to myself 'This is a bit excessive!' I remember hitting my head on the steering wheel. I remember the roof of the car compressing down onto me, the windows shattering. I remember the roar of the engine, and the deafening, constant, sound of the horn.

Finally the car righted itself at the bottom of a 60ft bank...and silence.

I am told that it was twenty minutes before the emergency services arrived. A crash team, fire service and paramedic team all descended on me as the car sat where it had finally come to rest, on a dirt road leading from who knows where, to a large house about 50ft away.

A very shocked looking man in a police uniform put his hand over his mouth as he looked into the car at me. "Le gars est mort, le cerveau et le sang partout!" he shouted. Even my basic French told me he had shouted that I was dead and there was blood and brains everywhere...

"I'm not dead!" I shouted, "That's a strawberry gateaux"

I thought the car had caught fire or even worse, they were letting off fireworks (Thanks, how kind!), but it was an angle grinder that was cutting through the car to get me out.

Eventually I was out of the car and strapped to a stretcher on wheels. I was given a neck brace that covered all of my head apart from my face. I lay there, thankful that I was alive.

In what seemed like minutes but were more likely as not seconds, I changed. I changed completely.

I can pinpoint that change to that very moment without any hesitation or uncertainty. At that moment, lying on that stretcher, next to a dirt road near Paris, I had a realisation.

I had almost died but I no longer feared death, because I had stared it in the face and it had turned away. I no longer fear death and never will.

I realised I still had so much to do in my life. People to meet, places to go. I resolved not to stop until all of my goals and dreams were realised and I knew that would be never, as new ones appear all the time.

I realised that time was precious and life was precious too. Lives can change in a moment. Every second of every day was meant to be enjoyed, explored and appreciated.

I realised I had wasted so much time in my life. I hadn't done what I wanted or should have done on occasion. I hadn't said what I wanted or should have said on occasion.

I realised that I would say and do exactly what I felt I needed to from now on.

If I liked someone I would tell them immediately. If I wanted to do something I would do it. If I delayed it, I may never get another chance.

I had become something other. Something else from the person I had been until that moment. I had a greater understanding and appreciation. I had a far more powerful understanding of myself, and my capability. I had been released.

As the rain hit my face I understood that it was great to be alive. It was as if I was a different person from the old me; I was now the New Me!

I lay on that stretcher and realised that, as I felt the rain on my face, I was alive, I was different, and I was transformed.

After a month in hospital I was transferred to England and eventually, after a few

weeks, went home.

I could philosophize about the accident. Why it happened and the reasons, the timing, the significance etc. Saying 'Why me?' was for other people to say. The truth was that accident was one of the greatest events of my life. It made me realise so much about myself. It made me become the person I was meant to be.

I have a very small chipped piece of bone at the base of my spine that causes me pain now and then. I lived with that for a few years. I have now had it removed.

When it rains I turn my face to the sky for a while to feel the raindrops on my face, and I relive that moment when I became the new me...
It was Transformational.

What happened on the day of my Transformation, after I had crashed my car and was lying on a stretcher in a French field with the rain landing on my face was like nothing else that had happened in my life.

It wasn't anything like 'new' information being given to me. It wasn't that I had suddenly realised things.

It was that the system in which my information was contained was touched, so I suddenly went from knowing these five billion things to knowing a totally different five billion things.

I firmly believe that in moments like this, and even in realisation moments less extreme than this, we have to be near to 'The Source' to gain the understanding.

In other words, in one moment I knew nothing about what I knew and came to know everything. I am not being unhumble in this so take this in the spirit it is meant. I REALLY knew what I already knew, I understood it, and I experienced it. Experiencing is the key, it's the reality.

I went through this period where I absolutely didn't know anything, because I could see that every piece of information which I contained, even the information contained in my brain about how to function, were contained within a system or context that precluded aliveness.

My entire system of knowing - not what I knew, but the system or context in which I knew - fell away and I came out the other side and found everything in an instant.

I am so excited when the trainees at the seminars get the Transformation. They all break free from their identification with their minds and bodies and glimpse who they

REALLY are, which is actually who they have been all along. They de-identify with their mind, they de-identify with their body, they de-identify with their emotions, they de-identify with their problems, they de-identify with their 'Maya', and they begin to see they are not this play, this performance, this fiction. With this de-identification they relinquish this drama of their lives and see the person they were always destined to be.

Self is all there is, that's it. We provide the crack in the wall through which the trainees see themselves and the world. Sometimes, just a few bricks are all that's needed to be demolished, sometimes the whole wall. It is true enlightenment.

This is the fundamental change that takes place in the mind in an instant but takes four days of awareness training, harmonic development and experiential expansion techniques to achieve. The trainees are turned around 180 degrees, from who they are...to who they were destined to be. The Real person!

This enlightenment is internal and is therefore called 'In-Lightenment' within the Regeneretics lexicon.

As a Zen master once put it, after this process everything is exactly as it was before, except two feet off the ground.

Chapter 14 UNCERTAIN LIFE

Uncertainty

We are on an uncertain journey through an uncertain life.
At an uncertain time in an uncertain world in an uncertain universe.
Every plan and scheme, every idea and strategy, arrangement and blueprint is all gone, in the blink of an eye because life gets in the way.

There is no certainty on our journey. So we wonder if we should even attempt to go somewhere, do something, and be someone because things may get in our way. Each time something gets in our way, how we deal with it is what makes us stronger. The fact that our journey is difficult sometimes precludes a lot of people from continuing.

The best thing that we have is uncertainty in our journey. Just imagine what it would be like if we had certainty of things? There are people who, this time next week, will be dead. They may step out in front of a car or bus or succumb to some illness. They may lose their job or their source of income. They may be injured or hospitalized or imprisoned. Luckily, nobody really knows if any of that is going to happen with any degree of certainty. I don't know, and neither does anyone else. It's the Uncertainty of that situation that makes it wonderful because if we knew exactly what was going to happen and when, depending upon what it was, we may say 'well, why bother? In a weeks' time I will be in hospital, out of work, imprisoned or under a truck'.

The fact that the future is uncertain means that anything is possible.

So, relax, nothing is under control. You are not alone. You are no longer this poor little me who is facing uncertainty alone. You just thought you were.

We are all in this together, making our way through this uncertain journey, through an uncertain life at an uncertain time in an uncertain world in an uncertain universe.

It may surprise you to know that you have always had the power and resources within you to make the right choices in whatever comes your way.

Then again it may not surprise you at all. So don't be surprised if you wake up one morning and realise that you really are OK, that you always have been, and you always will be.

The Wake of a Ship

Are we truly, 100% in the NOW?

Time itself is very much like the course of a ship in the ocean.
When you look at a ship you can see the wake it leaves behind.
The wake fades out and that tells us where the ship has been in just the way our past and our memory of the past tells us what we have done.

But as we go back and go back into the past and we can even go back further by using all manner of scientific methods to determine what happened, we eventually reach a point where all records of the past fade away, in just the same way as the wake of the ship.

The most important thing to remember in this illustration of time, and this is important in life...the wake doesn't drive the ship any more than the tail wags the dog.
Any more than your past determines where you will be or where you are going.

One of the real conundrums of life is what is NOW, does NOW exist?
Now does not exist. The present is an illusion.
Everything we have said is in the past. What you just read then, is in the past. There is no current.

There is the past...and there is a future which we are all moving into.
Your past does not drive you into the future any more than the wake drives the ship or the tail wags the dog.

Time is a very difficult thing to grapple with and wrestle to the ground.

St Augustine of Hippo was asked 'What is time?' and his reply was 'I know what time is but when you ask me I don't'.

Time is fundamental.
Time is money.
Time drags.

You have experienced time distortion all your life. Leaving a fast-moving motorway and driving on a slow road, you suddenly feel like everything is moving super slow. That's because your brain unconsciously adjusted to the speed you were travelling at. You can make that "speeding up" happen at work, so you get more done!

What about the Airport check in?

You wait and wait and wait. It takes three days for them to give someone a ticket to New York and then, you hit the desk and whoosh...you are done and through customs...

There is no such thing as Time management. You cannot manage time; you can only manage your effectiveness of that time.

So, what is Time Distortion?

It is the slowing down or speeding up our PERCEPTION of time.

Let's get back on that plane again. You have a comfortable seat and you are being attended to excellently and the food and drinks are great. There are a couple of great movies. You may want to make time go a little slower so you can enjoy and relax.

Then again, you could be sitting between two guys who weigh 300lbs each and behind you is some kid whose mother thinks he is 'soooo clever' because he can kick the back of your chair in time to some song playing on his headphones, which you can hear, again and again so.... You may want that flight to go by faster.

If you are enjoying a meal or night out, you may want that evening to go slower. If the night isn't going well, or it's a bad movie or play...you may want to speed things up a little.

In NLP we speak of the Sub-Modalities of things and experiences.

These are the qualities of our thoughts.

Size and colour of the images

Volume and tonality of sound

Time, intensity temperature....

When time moves slowly your mind has a way of perceiving certain qualities. Likewise when time is moving fast.

Once you can figure out which ones do which, you can speed up and slow down or change YOUR perception of time.

Your unconscious mind filters the differences when time moves fast to when time moves slow. Through meditation or trance one can get ones unconscious mind to make that ability of control available

An alternative to that is:

Work on the scale and size of your internal images

The larger the images you have the slower they will be

Smaller images will be faster

But where are we in time?

If you were at a crossroads with a lot of traffic and one car came from one direction and the other came from another direction and they hit each other. That would be in the past, immediately. You would even describe it using past tense: "That car CAME from that direction and that car CAME from that direction and THEN they HIT each other"

The NOW moment has gone, even though you perceive it as now, it's gone.

That event, thought you perceive it as now, has happened, as has EVERYTHING in your life.

There is this moving moment in which we stand, constantly in motion as the earth moves and the universe rearranges itself. Something somewhere is always moving even if you believe you are not.

You stand in this Matrix and look at the past, and you look at the future, and we continue to move into that future.

We are ALL on a journey into the future, through time.

Chapter 15 Create an Open Space

Transformation is a different thing entirely from change. It doesn't take the past and change it, add to it or re-organise it. It creates a new context. Possibilities that didn't exist now come into being. The future is built on possibility. The future is constant.

If we carry our past with us into the future, we are limiting the amount of space we have in our future because it is taken up with the past we bring into it. If what we have in our future is our past, our future is going to be consistent with what we had in our past.

If we can take the past OUT of our future, we create an empty space which we can fill with all manner of possibilities and opportunities that are not governed or linked to any past activity. If you do not empty out your past from your future right now then all you are doing is changing your past.

Childhood experiences that have been traumatic. It can be one experience that was big enough to be traumatic, or a series of experiences.

An example would be: If you have been bullied at school, it's probably not the one time but more likely a period of bullying over time. That begins to shape who you are, and who you need to be, to become, to survive. You can't do much at the time about that but you have to do something to defend yourself. And that leads you into continuing to be that person who has built up defence mechanisms to deal with bullying but at some point you have to find a way to take that past OUT of your future and put it back IN the past.

We all have excess baggage. We carry it around in our heads. It's there even when we don't see it.

We are concerned about excess baggage when we go on vacation. We don't want it then, so we weigh our bags to make sure we are below the requirement. Trouble is, we carry it around at all other times.

At any given moment of any given day, we reference the excess baggage for information. Even worse than that, we carry it into our future. We expect to be able to function and plan and build strategies for a brighter future when we carry our past around with us.

I am not talking about forgetting your past, or where you come from, or your history, or the people in it...

I am talking about today being the day when you stop paying for your bags of excess baggage, and go forward with your hands open to grasp the opportunities that will

come your way.

You CANNOT grab opportunity if your hands are full!!

If you see someone carrying a heavy box, ask them what the time is. They will have to put the box down to tell you. EMPTY YOUR HANDS!

We human beings don't leave the past in the past. We carry the past into the future. When you do that it appears as if the past gives you who you are, and who you are in the present.

Let's imagine the past and the future as two filing cabinets.

If you take the past out of the filing cabinet marked FUTURE, and put it in the filing cabinet marked PAST, what have you got in the FUTURE? NOTHING! Which is wonderful. Fantastic!!!!

Why?

Because if, WHO I AM in the present, is determined by the future into which I am living, I can CREATE a future for myself that gives me, in the present, a life of being, joy, happiness, accomplishment...a life worth living.

We need a lot of space that we can fill with future plans and experiences...

Chapter 16 Failure is nothing...It's temporary

That's right. Failure is nothing! What's more, I don't care if you disagree. I KNOW it to be true.

I have experienced it.

I failed massively a few years ago when, as a Field Sales Manager for Cable London, I was asked by the board to find a way to stop the bad debt that the company had accumulated. Over 50,000 homes in London had a bad debt of around £250 against them. Do the math, it was horrendous.

After a meeting with my team managers, marketing and credit control it was decided the best way to deal with it was to write a letter to each of the homes and target them with an offer specifically for bad debt addresses. I say 'it was decided' but really, I decided to do it. I listened and weighed up the evidence for and against and I took the shot. The offer was a smaller package that included a phone line with a limiter. An agreed amount was set and when you reached it your phone became incoming calls only. Even at the start of this as I was describing the process, it sounded like a recipe for disaster but the board loved it. It cost over 20k to implement, with new databases in credit control and nice shiny glossy marketing literature and NOTHING happened. It was an expensive failure.

I sat with the board and told them that it was a failure. I told them it was my fault. I made the wrong call. They decided to sit with the debt and ride it out. I had a better idea. A go it alone idea. I told them I wanted to do something different and radical. I wanted to disband the Retention department that we had, two people who rang up bad debtors (all they did is ask them if they could pay!), and revamp it to be more customer friendly but to also be more savvy.

They gave me the go ahead.

I interrogated the database in credit control myself because the 'debt' at each address was so close to £250 in each case, slightly more or less, it concerned me. It was too, too, neat.

I discovered that the £250 was an automatic amount levied on every bad debt account because that was the value of the missing set-top box/ receiver! We had already gone digital so those boxes were obsolete. I wiped the debt almost in one tap of the keyboard.

I should have realised because set top boxes had been returned before by the customer when they closed their accounts properly. They were sent a large pre-paid

jiffy bag and asked to send the set-top box to our main offices, where I was based, in Stephen Street near Oxford Street in London. I say that I should have realised because when we started that procedure the building had been evacuated every day for a week when the parcels were delivered as the security guards in the main reception thought they were parcel bombs! We were very popular with the police after that!

I then looked at the retention department and advertised within the company for three more staff. They came from customer services and telesales, great phone abilities.

I had the office expanded and a new phone system in place and I arranged for credit control to re-evaluate the system for clearing addresses of 'pre' debt as long as the person at the address could disassociate themselves from the person who had the service there previously.

I arranged for the new Retention department to either receive an email, Fax or through the post proof of ID or, if need be, send one of the old retention people around to the address to clarify.

The other beautiful thing about the whole system was that there were NO installation fees for the company because the wiring and cabling had already been done. All an engineer did was turn up with the new digital box and they were live.

Within a 6 month period Cable London got an additional 33,000 subscribers lifted from bad debt and into new contracts. It never looked back.

The thing is, failure happens. In business it is an occupational hazard. Leaders fail. I stand by what I said at the beginning of this post because Failure is not important, unless you accept it.

You can walk away licking your wounds, or you could do what I did and have always done...re-evaluate, look at it in another way, from a different perspective, and do something different from what you did before....make it a success.

Failure really is NOTHING...but what you do about it is EVERYTHING!!

Chapter 17 The Resolution Revolution

We make new year resolutions at the start of every year but we never ever stick to them. Do we need to reboot or reset our lives?

The answer is: UPGRADE!

But first...

Stop!

Don't fall for it.

Don't fall for New Year Resolutions.

Think about it....where are you right now? I don't mean your location on the grid or where you are in your home or office but where are you in LIFE?

Are you happy in that location or....yeah right ;-)

So you assume that this is the time to change your life, go for what you really want, and get the life you want.

Didn't you say that last year?

And the year before that?

Do I need to write that sentence again?

There is a definition of madness or insanity which is: doing the same thing again and again expecting a different result.

I admit we all do it..

"I am going to:

...drink less,

...exercise more,

...eat healthier,

...watch less TV,

...spend more time with family,

...yadda yadda yadda,

...stop saying yadda yadda yadda..."

After a while....we slip back to our default setting. We have all the best intentions but it's not enough.

It seems to me that the reason we fail so epically sometimes on resolutions is that we are throwing a behaviour or desire into a mix where it cannot survive. I knew someone who had a very large fish tank. He ordered salt and gravel from Fiji. Water solutions from Hawaii. He ordered fish from all over the world because he liked their colour or shape(!) Two guys would come to the office and change the water and treatments on this massive tank and they would be shocked at the mix of fish inside it. Fish with eels with crabs etc. He never, ever, thought about whether they were compatible with each other. He bought a lot of fish. In the end, he had hardly any, because some ate others, some merely killed others, some just died thru being in the wrong mix. I am not going to tell you who the guy was!

Resolutions are like that. We have to change a lot more than just ONE behaviour to make our life better.

If you reset or reboot your life then all you are doing is tidying up and streamlining. It's good, and it works to some extent but it doesn't bring the big rewards that you deserve.

The only way to truly advance, to move forward and be a person who does stuff that you never did before is to go for the UPGRADE.

If you upgrade you are saying to the world, the universe and everyone in it 'That was me THEN. This is me NOW. The New, Enhanced, Future-proof version of me.'

If you attempt to run the latest version of MSWord on a previous version of Office you are in for a surprise. For one thing, the upgraded version can't be run on the old software and secondly, it won't recognise the document.

If you try to play a Blue-Ray DVD on a basic DVD player....no chance.

All of those examples will work the other way around though. Because the operating system or unit is MORE POWERFUL than the old version. It recognises the old version. It has been UPGRADED.

The upgraded MSWord system will upgrade the older document so it can be read.

The Blue-Ray DVD will play an older DVD.

You can even put a PlayStation 1 game into a PlayStation 4 console.

Why? Because it is the more powerful version of the old version.

The Upgraded you can still relate and interact with whatever you choose to from your past but to move forward you need to upgrade yourself and step into the future right now.

You must upgrade everything around you, important to you, loved by you, used by you, into the new mindset and decide right now that you are no longer going to be that person who 'settled' and 'accepted' what was handed to you. You are now going to go out and get what you want, do what you want, be what you want with and for who you want.

Want to start a new business - do it.

Want to add a few zeros to your bank balance - do it.

Want to travel- do it.

Want to be happy- do it.

Want to make 2016 your best year and the start of everything- Do it!!

Don't just do one thing, do a lot. Do them well.

Grab every opportunity that comes your way. If opportunity doesn't come your way, go and find it. Go ITS way and Surprise it.

You have every single resource you need to achieve what you want inside you. You have the key. The key is the desire, the will, to change. Decide to make that change, that upgrade, and use the skills that you have that have lay dormant inside you, untapped until now.

Life does not get better by chance, luck, resolutions or hope...it gets better by CHANGE.

Chapter 18 Dare to Soar!

Are you living as a Chicken or an Eagle?

A man found an eagle's egg and put it in the nest of a barnyard hen. The eaglet hatched with the rest of the chicks and grew up with them.

All his life the eagle did what the rest of the chickens did, thinking he was a chicken. He scratched the earth for worms & insects, he clucked and cackled and he would thrash his wings and fly only a few feet into the air.

Years passed and the eagle grew old. One day he saw a magnificent bird above him in the cloudless sky, it glided in graceful majesty among the powerful wind currents, with scarcely a beat of its strong golden wings.

The old eagle looked up in awe and asked the chicken next to him, "Who's that?" ... "That's the eagle – the king of the birds" said his neighbour, "he belongs to the sky, we belong to the earth – we're chickens".

And so the eagle lived and died as a chicken, for that's what he thought he was.

So...What's it to be for you?

Are you going to live like others, do what others do, and be like others?

Are you going to believe what others tell you rather than do your own thing or find out for yourself?

Are you never going to question other people's beliefs about what you can achieve?

Are you going to believe something is unattainable because others around you have never reached those heights?

Are you going to continue living like that until, one day, you see someone living and doing what you can already do right now?

How are you going to feel seeing people living the life you want to live?

Or are you going to change, right now? Are you going to shed the shackles of restraint, throw off those limiting beliefs and listen to that voice deep inside you that tells you again and again to FLY?

Why don't you be the person you are destined to be RIGHT NOW?

Don't waste another second. Be the person you were BORN to be! Dare to Soar...and soar high!

Chapter 19 Context/ Paradigm Shifting

No more effort or energy is required in order to aim high in life, to demand abundance and prosperity, than is required to accept misery and poverty. Period! That is a FACT!

You may even be aware of someone who has experienced a dramatic increase in their income, seeing them go from earning 25K or 30K a year ... to 25K or 30K a month! I firmly believe that if you can earn 100K, you can earn a million. The only difference between the two amounts lies in a person's level of awareness. If and when quantum leaps of this nature take place, you can be assured that a serious paradigm shift that's been made, meaning they are working out of a new context.

If you're like most people, paradigms very likely are controlling every move you make. They are also designing the context that you work from.

A paradigm is a collection of habits. In most cases, these habits aren't even originated by yourself, yet they guide every move you make. They affect the way you eat, the way you walk, even the way you talk. They govern your communication, your work habits, your successes and even your failures in life. It's also important to know, that, for the most part, these paradigms are other people's habits – yet they remain the guiding lights in your life.

In order to replace an old paradigm that doesn't serve you (i.e., "I've never been able to make more than 40K a year), you must lay a new paradigm over that old one, ensuring that it's sealed from "leaking through again". When you understand how to lay this floor, so to speak, you will expose yourself to a brand new world of power, possibility and promise.

Paradigms change you to the core

Think of how the world has changed. There are hundreds of thousands of people walking the street today who went to school, worked hard, studied long hours, graduated at the top of their class, secured employment with a major blue-chip company and bought into the promise that just about every major corporation offered: "If you give us loyalty, we will give you security."

Twenty years later, as these loyal and misguided individuals stood proudly near the top of their corporate ladder, shouldering responsibility for big mortgages and small children, the corporate paradigm shifted. The ladder was yanked out from underneath them and they found themselves standing on the street, bruised, demoralized, unemployed and in a state of total shock.

Now, I know most people would say, “The problem is the corporation’s lack of loyalty” ... but this is not the case. A job doesn’t owe you anything. People work at a job or for an employer in a mutual sort of relationship, but that doesn’t mean that one or the other party is utterly responsible for the other party’s livelihood. Ninety-some percent of the population keeps getting the same results—year in, year out!

This is as true for students in school as it is for the person in business. If there is an improvement in the performance of most people, it’s generally minimal—just a blip on the screen and not enough to make any substantial difference in a person’s life-style.

Is there a problem? An enormous problem! It’s called paradigms.

You are going to be delighted to learn that just changing a very small part of the old paradigm can make an enormous difference in the results you can enjoy in every area of your life.

Think of the areas in your life that money affects. Imagine shifting your paradigm there to substantially increase your income before year’s end. If you have difficulty meeting people and you alter the paradigm so that it’s easy and enjoyable to meet people, this could have quite an impact on your life.

These are just two examples of hundreds that could be done in YOUR life. Today!

There will be no permanent change in your life until the paradigm has been changed. Choose one or two limiting ideas that are part of your paradigm and replace them with ideas that represent freedom to you. Consciously keep those new thoughts in your head, and act as if those thoughts are already embedded in the foundation of your life.

It takes a high degree of courage to live with the contradictions between our old views and whole new horizons of living (especially when what we’re currently doing may need substantial “undoing”). Human beings aren’t genetically encoded with just one way of seeing things or one way of doing things—it’s not a matter of finding a better paradigm, but a matter of being able to move among them. It’s not a matter of getting rid of our knowledge and experience. It’s a matter of getting our blind spots out of the way so there is nothing between us and what we’re engaging with.

Before you know it – your life will be transformed – and dramatically! The idea that we have a choice, or a say in the matter, is a central precept of transformation.

Chapter 20 The Movie In Your Mind!

The Lion King. I saw the movie when it came out in 1994. I saw the Video! And then the DVD. When I was in Disneyland in Florida in 1998 we went to see the live show in the Animal Kingdom. I then saw the Stage Show in London. I have seen enough of the Lion King so I won't be bothering with the 3D version blueray DVD.

BUT...

Isn't it amazing how often children watch the same DVD over and over again and never complain? They only complain if you don't let them watch it. How many times has the Lion King been in and out of your DVD player?

Now, I can watch a DVD again and again. Something like The Godfather, Hannibal Lecter movies or The Pink Panther movies. Perhaps your preference is Star Wars or Lord of the Rings? I admit that, when I am asked what my favourite Christmas movie is I get stunned looks when I say: "DIE HARD. Yeah, the first one, with Alan Rickman as Hans Gruber...Nakatomi Building, Christmas Eve Robbery, guns explosions..."

Whatever it is, we do it. And sometimes we see something, or understand something, that we didn't 'get' or that we missed the first or last time. I can't tell you how many times I have seen Glengarry Glen Ross or the Tom Ripley movies like Ripley's Game or The Talented Mr Ripley.

I am the same with books. They can be Thomas Harris Lecter thrillers or James Herbert horror novels or Patricia Highsmith psychological Ripley books, they can be books that are relevant to personal development, NLP, Hypnosis, Persuasion etc.

It's just that SOMETIMES we read or see something that resonates more than before.

Unfortunately this is what some adults do with their days. I say unfortunately because they don't do it in a GOOD way. The majority of men and women play a movie in their mind. And they do this day after day, relentlessly focusing on past events, most of which are unpleasant and disturbing experiences. From arguments and fights to bad experiences and failures.

They get so good at it that they can remember entire arguments. THEN they rewrite it and imagine themselves saying things they hadn't and WINNING an argument they may have lost, or saying things they hadn't thought of at the time.

At some point they realise that this is having a negative effect on them so they then allow impressions of their current surroundings and recent results to dominate their thoughts.

If they contemplate the future then it is usually by worrying about it, or wishing that something better might come along.

Then they wonder why bad things keep happening to them, or why they never rise above the issues and obstacles in their lives.

People are free to think anything they want but I know one thing for sure. If you keep doing the same thing your results will never improve.

An image in your mind is the first stage of the creative process in life. From your imagination your visions and plans arise.

Napoleon Hill wrote, "You will never have a definite purpose in life; you will never have self-confidence; you will never have initiative and leadership unless you first create these qualities in your imagination and see yourself in possession of them." He went on to say, "... imagination is the most marvellous, miraculous, inconceivably powerful force the world has ever known."

There is a concept called "Fantasy - Theory - Fact." The premise underlying this concept is that everything has its origination in the form of Fantasy, which some adventurous souls dare turn into a theory and then boldly turn into fact. Give this serious thought for a moment.

The idea of moon landings, communicating by email, traveling on jets, cellular phones or wearing synthetic garments was a very short time ago, sheer fantasy. Today, they are considered commonplace.

Your marvellous mind has factors that you can, with little effort, develop to use to improve the quality of life, not just for yourself, but for anyone you choose. Imagination is one of those creative faculties. The individuals who were responsible for the conception and creation of the email, cell phones and any of the thousands of modern conveniences we enjoy today had a highly developed imagination.

Think of...

Walt Disney with animation.

Steve Jobs with Apple

Thomas Edison with Electricity.

Edmund Hilary with Mount Everest.

All of the above had one thing in common; Imagination. They saw it, they achieved it.

Fantasy - Theory - Fact.

Think of it. Figure it out. Do it.

They didn't listen to people who said they were mad, or wasting their time. They took no notice of the people who poured scorn on their ideas. They didn't listen to people who said 'that can't be done'.

Do you listen to people who are negative, energy vampire, MOOD HOOVERS??

Why? They don't know what they are talking about.

Do you get involved in arguments with people? Why? They don't know what they are talking about or what they are doing.

They have no positive interest in you so why do you assume that anything they say should make any difference to you?

These pioneers above; Disney, Jobs, Edison...they used their mental faculties to fantasize, to build wild and wonderful pictures in their mind. Then, holding their thought with their will, they watched their fantasy unfold into a theory and then into fact. They seemed to have an innate awareness that if they could visualize it, they could do it.

Use this power to let your mind play. Fantasize a much better life than you presently enjoy. Draft your future with imagination, ponder and calculate with intelligence and awareness, then knit it with care. Next, devise paths and find tools to help get you there.

Create a vision board. Construct a board containing all of the things you want to buy, achieve and experience. One by one, or in some cases all at once, you will be able to tick off each achievement.

Commit to reach those new goals. The only barrier separating you from your goal is ignorance - ignorance of how simple, and simply powerful, your mind really is.

Think those powerful things again and again.

Read the positive books again and again.

Watch the great stuff again and again.

Be like a kid watching the Lion King again and again. Who knows? This time you may see something you missed last time ;-)

Chapter 21 The Universe Is Holding You Back?

The universe is constantly engaging with us, testing us and throwing all manner of things towards us that we can choose to engage with or not. The universe never stops.

Sometimes the Universe holds a big hand up telling us to stop, wait or go back. It's as if the universe doesn't want us to get on or progress.

But wait a moment. Look at it another way.

What if these challenges or 'problems' are sent as a sign to tell us, 'Not yet!' or 'Wait a moment'?

It is more likely that the Universe has a bigger better plan in store for us.

If you feel like you are being pulled back, like the Universe has some ulterior motive, you are right.

An arrow can only be fired at a target after it has been pulled back. The Universe is pulling you back and you are the arrow! Brace yourself because the Universe is about to launch you into something great.

The Universe is constantly bombarding us with opportunity, sorrow, pleasure, good things and bad. It will never stop.

Take death. If we deal with death badly, don't worry, another death will come along for us to deal with. Same with strife, worry, concern. If we deal with negative things badly, it will send more until such time as we are strong and able to deal with it.

It will send great, wonderful, meaningful things to us too that we will enjoy; though some people have a difficulty dealing with the good stuff. Guess what? The universe will send more good stuff to them until they are used to handling it.

Sometimes, when we are about to gain a big success in our life, it doesn't happen. Why? Because there is an even bigger, more fulfilling success on its way and this time, it is the right one. Remember: You are the Arrow!

It is all a learning curve that we are on. A constant never ending journey towards self-realization and actualization so that one day, when the universe calls us to join it...we are ready.

The universe has no concept of rules or protocols. It doesn't care if you are busy, it

doesn't care if you are ill, it doesn't care if you are overloaded, it will still present you with opportunity; opportunity to grow. It only cares that you get what you want, learn what you need and do what you were born to do.

If we take everything that is given, sent or dumped on our doorstep in a visual, auditory, kinaesthetic, intuitive way then we will get it.

'Getting it' is everything.

How we 'get it' is immaterial. The Universe knows the right time.

Chapter 22 Manifesting with Passwords

Is it the name of your dog?
Your nickname?
Your mother's middle name?
Is it your favourite movie?
Your kid's name?
Superhero, girlfriend, and boyfriend...
...wait a moment...

What if it was none of those?

What if it was what you REALLY desired?

How many times a day do you see a box asking you to enter your password?

You see it for Twitter, Facebook, Google+, LinkedIn, your email, that forum you belong to, those on line banking accounts you have, your website design program...the list is endless.

Do you also see this message sometimes: "Your password has expired. Click 'Change password' to change your password."

That is a GOLDEN OPPORTUNITY to make something you desire MANIFEST in your world.

Instead of using the same old tired passwords why not tell the Universe exactly what you are focusing on?

Can you really keep asking for something from the universe again and again out loud? No! Not in company you can't...not if you are in the office you can't. People will think you are nuts. (I CAN do it actually, people have always thought I was nuts ;-))

But by changing your passwords into your wish or your command you can!

My business on line banking password was (and I repeat WAS!)....
M4keM00reMoney. I used that for a long time and money was being paid in regularly by clients.

What about:
g3tanewcar?
St4yH3althy/

Smokele\$\$?
Eatw3ll?
BeSucce\$\$ful?

These small actions keep what we desire in the forefront of our minds and they tell the Universe, 'this is the direction I am travelling'. I am a firm believer that The Law of attraction on its own is useless. Sitting around wishing for something will not make it happen, you have to do something to show your determination, drive and desire for it and the Universe will comply. The last two syllables of Attraction are ACTION. Action is the key. Do SOMETHING to get nearer and nearer to your desires and make them happen.

The Universe is moving all the time to conspire and make your dreams come true but you have to do your part and these very simple, underused but simple and powerful Password changes, used effectively like this, will keep your desires, your dreams and your future on track because you are continually reminded of them and you reinforce them EVERY time you type them.

Dream big, live large.

Chapter 23 Within you lies the answer.

Motivation is one of those things that comes from within.

External help is just that: help. There has to be the desire within to be/get motivated, some impetus that makes you want to change.

I can help you. Others can help you. That's all it is. Help, assistance, aid, call it what you want. The only person who can 'do it' for you is YOU!

No one can 'Happy' you into being Happy.

No one can eat for you when you are hungry.

No one can drink for you when you are thirsty.

No one can read and study for you if you want to learn something.

No one can run for you for your fitness regime.

..Motivation is exactly the same.

You have to take action and start the process yourself.

Self-help books can't do it for you. They can only help you; the clue is in the name. In fact, they should be called 'shelf' help books because that's where they end up, on a shelf, because you lost interest or motivation to read past page 22.

A great coach doesn't tell you what to do: they show you where the answer is for you to discover it.

But first, you have to want or need to find it.

If the need, or the desire, isn't there then no amount of help will 'help'.

So if you want to be motivated, successful, fit, happy, healthy, wealthy or wise...start by looking within...because you have to really want it.

Chapter 24 Are You Waiting For A Sign?

I woke up at 6am this morning and I spent a few moments lying in bed asking myself; "What are some of the secrets to success in life?"

I found the signs right there in my room.

Then I found signs EVERYWHERE I looked!

The signs are in your room too. You just need to look for them....

The fan said, "be cool",

The roof said, "aim high",

The window said, "see the world",

The clock said, "every minute is precious",

The mirror said, "reflect before you act."

The calendar said, "be up to date".

The door said, "push hard for your goals".

The light said "Always see me."

The corner said, "You can always fight your way out of me."

The glass of water said, "Stay thirsty for knowledge."

The shower said "wash yesterday away, today is a blank canvas".

The notebook laughed and said, "read me for direction."

And I can see more of them now I am looking for them.

What signs are there around you?

Chapter 25 GUARANTEED RESULTS?

A question I get asked about the Regeneretics Seminar is:
'Am I guaranteed the same results in my life as you?'

The answer is simple: NO.

A lot of people will now say 'Aha! I knew it; he can't guarantee me the same level of success in my life as in his! I bet it doesn't work.'

Truth is that response comes from a short sighted, glass half-empty, kind of mentality. It's the mindset of a person who has preconditioned their failure and will accept nothing but failure so that they can be proved right. Isn't that a great context to work out of?

The reason I can't guarantee you will be at the same level of success in life as me is because you could quite easily far exceed my success!

How you implement the teachings of HPT into your life is down to you, and it can bring massive, monumental, change. Concentrating on it not working will stop it from working. So, if you are one of these people who think it won't work for you, you are right, it won't, and that is YOUR FAULT.

If you want a guarantee then here it is:

"If you do absolutely nothing with this information...it will definitely not work!"

You and I want our lives to matter. We want our lives to make a real difference — to be of genuine consequence in the world. We know that there is no satisfaction in merely going through the motions, even if those motions make us successful or even if we have arranged to make those motions pleasant.

We want to know we have had some impact on the world. In fact, you and I want to contribute to the quality of life. We want to make the world work.

First, we need to create nothing first.

From nothing, one can build something better than what existed before.

If you take something already in existence and rebuild it alter it or modify it, all you are doing is changing something that is already there.

We can, each of us, make a positive change to the world around us and to the people we meet and know. We can do that continually, on a daily basis. But what if we collectively create change? What if we align ourselves with other like-minded people who see the world differently...?

PHASE TRANSITION

Quantum Physics shows us that the random particles in a particle accelerator begin to align 1 by 1...when they reach a Critical Mass all the others fall into place.

All it takes to make a massive change in your life, in your community and in the world is a group of likeminded people to reach a critical mass. Then you will shift the conscious mind of the planet.

We think too small these days.

Where are the visionaries?

JFK, who said 'we will go to the moon by the end of the decade.'

Gorbachev, who helped tear down the Berlin Wall.

Elon Musk who created Tesla, SpaceX and Paypal

Richard Branson who is taking the first civilians into space.

Naveen Jain who is soon to be sending a spaceship to the moon and even Mars!

Steve Jobs who after designing computers put the soundtrack to your life in your pocket on a cell phone.

This is all about LEGACY!

It's what we leave behind for future generations.

It's what we are remembered for.

It's what we achieve.

We transform the world we know into a world of infinite possibility.

Whoever your personal God is, or maybe it is a Universal spirit....it wants us to choose goals that are SO BIG we cannot do them alone!

We do not get fired up by the things we can do easily!

We get fired up by doing things we have no idea how to do, and those that are HARD!

Communities are the key, the spark.

Communities are the Critical Mass.

We need our tribe.

We are here to leave a legacy!

What can we do right now to make a difference?

Collectively, and with the same objectives, we become unstoppable...and the universe will conspire behind us and we create a Transformation...

Chapter 26 A Prisoner of Belief

"I don't want any of you to believe a thing I'm saying. Get that. Don't believe me. Just listen. I don't need you to believe me. I want you to listen. Listen to understand: not just hear what I am saying. Listen to understand and listen also to what I am NOT saying too. You have a thought process, a decision strategy, which made you pay £2000.00 for this weekend. You booked your ticket, you paid, and you got up this morning with the sole purpose of being here with me and everyone else. You are not alone, everyone else here did the same. You make choices, you decide on what you believe and what you don't. I know it, you know it. What's more, I know that you know that I know it!

Everything you hear this weekend is not for you to blindly believe. Think about it. Ask questions. Because what I am going to tell you are things you will be astounded at."

~ Opening Statement/ Regeneretics: Destination Seattle.

Have you ever been to the Novotel in Hammersmith in London? It's a fairly decent hotel with conference facilities. Not the biggest, most plush, hotel I have used for a seminar but I remember teaching the Regeneretics program there when we started. One of the tube lights in the ceiling was flickering on the third day and I remember a guy called Clark, who was sitting underneath it, looking very annoyed and I asked him what was wrong?

He told me he had been travelling for 5 years, working all over the world. He had been to Nepal and the Himalayas seeking out spiritual teachers who could show him 'the way' and how to gain 'enlightenment'. He had been to India to sit with psychic and meditative Gurus who would show him how to 'search deep within and draw out his internal strength and understanding'. He had lived and worked with 'wise men' from a Mexican commune, and spiritual teachers whilst in Africa. He was still searching at the end of all that. He believed that all of them would work. He believed that he needed something new, plugged in or fixed within his mind, to take him up to the level he wanted. He had no idea that he already had all of the tools within him and all he needed was to be shown how to access them.

"I can understand why you are angry" I said.

"That's not what makes me angry" he replied, speaking into the microphone to 300 people. "After spending all that money, all that time and energy and travelling thousands of miles, believing that what I was doing was right, today I finally got it!" Everyone in the room applauded him, "What makes me mad," he said after the room fell silent, "is that I never believed that I would 'get it' while sitting under a faulty light in a room in Hammersmith!"

Beliefs are, in the majority of cases, a lie. They are not the truth. The truth has to be experienced. Unless we have experienced something, it is not real.

"Sometimes, the truth is so believable; people usually just believe it instead of experiencing it."

Everyone has a belief system. These systems were formed when we were children.

It is probably a result of our ingrained beliefs about what a relationship should be, as opposed to the reality of the actuality of a relationship that has resulted in the high divorce rate. Our beliefs of what is important and not important are so strange sometimes that we sit unknowingly at odds with them and have no idea what the issue is that is bothering us every day. We never ever think it could be our beliefs. We can spend our lives believing in something with no experience of the reality only later to find that the truth is somewhat different to what they believed.

When we separate what we BELIEVE from what we EXPERIENCE we will begin to run our lives, but not before.

The problem with a belief is that we take it to be the truth. That's fine if you imprint a belief in your mind that you will achieve, you can do it, you will attain success....but we have thousands of other beliefs that do not serve us. Those 'other' beliefs are detrimental and if we take THEM to be the truth we could get stuck in them.

In other words most of us persist in thinking and doing what we learnt long ago, rather than acting out of our experience in response to whatever is happening now.

A classic story illustrates this point:

A man watches his wife cutting an inch off the end of the Lamb bone before putting it in the oven to roast. After watching her do this a few times before, her husband asks her why. She tells him that her mother always did it that way. A few weeks later the husband asks his Mother-In-Law why she cuts an inch off the end of the lamb bone. She tells him, "My mother always did it that way." The Grandmother is very old, in her 90's, and when the husband and wife visit her one day he asks her the same question. "Your granddaughter, and your daughter, cut an inch off the end of the lamb bone before they put the lamb in the oven. They do it because you always did. Why did you do that?"

The old lady looks at the husband and says, "Well, in those days, I had a very small oven and the leg of lamb wouldn't fit unless I cut an inch off the end of the bone!"

Most people are cutting an inch off the end of something in their lives to fit into an

oven that's no longer too small for it.

Most people are stuck in a melodramatic soap opera of their lives with the same four or five problems they have always had. The bigger problem is that they continue with beliefs that have been carved into their minds since childhood and they are the reason they keep repeating the behaviour.

Here is a frightening example:

You trip over when you are five years old and cut your knee and your mother says, 'Don't cry; crying is bad,' so you don't cry. Then you have a fall while skiing when you are 17 and you break your leg but you keep a stiff upper lip and you don't cry because crying is bad. Then when you are 24 you break up with your boyfriend or girlfriend, and you really thought that they were 'the one' and you STILL don't cry. The more you repress your feelings the more your consciousness shuts down. You become barely alive. You act like a zombie. You function mechanically and get a reputation as 'a bit of a cold fish'.

The reality is that as you function mechanically more and more, in some cases, you become successful at it. Here's a reality check: Mechanical success is not any more satisfying than failure.

I took my psychology training years ago and therapy has always been concerned with the way people are run, or how they function, by what was rather than what is and how to free people from their past. That never sat comfortably with me. I know hundreds of people who trained just like me and never questioned it.

There are 2 reasons they didn't question it:

1. FEAR! As in: 'Don't make waves....if you question it they will flunk you.'
- and
2. Cut the end of the bone off the Leg of Lamb!

What do I mean by that? Think about it. That's right: It has ALWAYS been done that way, so there must be a good reason for it.

How does HPT (Human Potential Transformation) differ from Therapy? Therapy is concerned with curing people of an 'illness' whereas HPT offers people an experience of themselves, and the ability to design a future.

It is evident from my travels and studies and from the Transformational Change work I have done in the last few years which, I admit, has become more extreme and direct, that Belief Systems are, by and large, a myth. Belief Systems are created by knowledge or data without experience.

If you experience something, it is real for you.

If you communicate it to somebody, it is real for them because you are expressing your experience.

If they tell it to someone else, it's a lie. It is merely a belief without the component of experience.

A belief is a very powerful thing. You can kill or you can cure with one. I have earned my living for many years training people to believe in themselves, which is good. You CAN believe in yourself because you have the experience of yourself, you are your own reality. I can prove to you, from my beliefs, that what I think and see is true.

I ask people what they expect to get out of the training program and the list can be very diverse. Some say they want to get to know themselves, some say they want to make better decisions, have more self-confidence, be more decisive, fall in love, be more open, sell more products, and be a better leader or manager....

What they ALL have in common is a set of expectations! They truly believe that their happiness is dependent on more love, money, power, sex, self-confidence, etc. Each has a belief system that relates satisfaction to something they are striving for.

The REALITY is that their happiness is a function of accepting what is, and make it separate from what isn't, what was and what is to come. Belief is a structure which can contain very little information in terms of making it useful in your consciousness or well-being.

HPT works on Observation and not Belief. Observation has nothing to do with the senses, perceptions or belief systems. It only deals with direct experience...REALITY.

One of the core HPT Observations is that Life can be considered to be three foot long, and the first two feet eleven inches are about the material aspects of life (food, clothing and shelter) and what's known as 'psychological needs'. You need someone to love you and someone you can love back. You need self-esteem, recognition and respect from others.

After people fill their needs they start to look what it MEANS to fill their needs. They start to realize that there is no true satisfaction in just filling your needs and they look beyond that. And THAT is the last inch. THAT is what HPT is all about.

It is the last inch that has been cut off the bone again and again. That Inch is the life changer. That last inch is where we discover TRANSFORMATION.

Chapter 27 Discipline!

Transformation is a precise discipline.

Psychology and Philosophy are disciplines...I see Transformation as a discipline too.

The fact that Transformation is 'new' to many people it has a tendency to be completely misunderstood. That misunderstanding is not exclusive to Transformation. It happens with a lot of new disciplines.

When I was being taught NLP by Richard Bandler, the co-creator of NLP, he stated that when he walked into a bookshop and picked up a book on NLP written by someone he had never heard of he said, in the majority of cases, it either repeated what he had written, or it bared NO relation to NLP whatsoever. Bandler didn't recognise it as 'NLP'.

When people first began hearing about Cybernetics, it was assumed to be about a branch of engineering or Robotics.

There lies the challenge.

People try to grasp a subject in terms already familiar with them.

"When a thing is new, people say: 'It is not true.'
Later, when its truth becomes obvious, they say: 'It is not important.'
Finally, when its importance cannot be denied, they say: 'Anyway, it is not new.'
~ William James

Transformation is a discipline that explores the nature of Being. Transformation takes place personally, collectively, in a business or personal relationship.

It is a discipline devoted to change, augmentation, enhancement, growth (intellectually and spiritually), possibility and to accomplishment.

Transformation is the ultimate Change of Change!

One has to remember, and indeed live by, one very simple tenet: "One creates from nothing. If you try to create from something you are just changing something. So in order to create something you first have to be able to create nothing."

We use the word "transformation" to name a distinct discipline. Just as psychology, sociology, and philosophy are disciplines, so too we see transformation as a distinct discipline, a body of knowledge, and a field of exploration. I should add that because

the discipline of transformation is brand new, it's likely to be misunderstood—something that happens to a lot of new disciplines. At the beginning of the study of cybernetics, for example, people didn't know what cybernetics was. They assumed it was a branch of Robotics, engineering or mathematics. People tried to grasp it in terms already familiar to them. Eventually, however, it became clear that interpreting cybernetics as a branch of anything actually missed the whole point of cybernetics.

From our perspective, the same situation is now true of transformation. Most people attempt to understand our work in terms of psychology, philosophy, sociology, or theology. While it is true that almost anything can be analysed from those perspectives, none of those disciplines is our work. Each can provide a certain perspective on our work, but none of them is the work. Fundamentally, transformation is a discipline which explores the nature of Being. Less fundamentally, but still pretty accurately, we would say it is a discipline devoted to possibility and to accomplishment, in the sense of the source of accomplishment.

Chapter 28 The Propulsion System

Any power that you consciously or unconsciously acknowledge or engage with within yourself is a function of your internal propulsion system. This can be transmuted into your power being a function of the rate your propulsion system moves your intention into reality.

It is quite common for us to disempower or weaken ourselves by discovering ways to slow, impede and make more complex and difficult than necessary the process of powering our intention into reality

There are two contributing factors relating to the disempowerment of ourselves.

The first is the domain of being reasonable. We deal with our intentions or act to realize our intentions from a context of being reasonable. This means we are in the domain of working slow, permitting impediment and complicating issues. When we work from a standpoint of story or the narrative, the explanations, the justifications, there is no propulsion, velocity, speed, or power.

Results are black and white, acceptable or not, good or bad. In life, one either has results, which is signified by our intentions realized, or one has the reason, story, explanations, and justifications for it not being realized. The person of power does not deal in explanations. This way of being might be termed management by results (not management for results but management by results). The person of power manages him or herself by results and creates a space or mood of results in which to interact with others.

The other factor to be addressed is time. Now never seems to be the right time to act. The right time is always in the future, unless we check ourselves on that train of thought. Usually this appears in the guise of “after I/you/we do 'X' then it will be the right time to act”; or “after 'X' occurs, then it will be the right time to act”; or “when 'X' occurs, then it will be the right time to act.” The guise includes “gathering all the facts,” “getting the plan outlined,” “figuring out 'X',” “getting ready,” etc.

Since now is the only time you have in reality and now will never seem to be the right time to act, one may as well act now.

Even though “it isn’t the right time,” given that the “right time” will never come, acting now is, at the least, powerful (even if you don’t get to be right).

Most people wait for the decisive moment, whereas people of power are decisive in the moment.

Words to Avoid

Think about Bad and Strong Language?

Well, there is a difference. Certainly in my seminars.

Occasionally the 'F Bomb' is let off (not just by me but by the attendees when they are confronted by things they have denied) but that doesn't mean that the language is bad, just strong.

There are reasons why it is strong:

I want you to remember a specific thing.

I want to shock you.

I want to shake you.

I really mean it.

There is also a reason why I deliberately say things that are not grammatically correct. It is so that your conscious mind coughs on it, allowing my message to slip in and go into your unconscious mind. Sometimes, to get a message across we have to resort to sleight of mouth techniques.

So what constitutes bad language? Look at these words. If you use any of these you must eliminate them from your vocabulary. They do not serve you well.

You fill in the blanks....

B_T

T_Y

PER__PS

M__BE

Ok...

BUT!

Kick that but out of your life. No one wants to hear your 'but' go off! ;-)

TRY!

Yeah great, that's a real empowering word. Whoever wrote 'if at first you don't succeed, try, try, try again' wrote a great mantra to recite for failure. If I told you I would 'try' and get over to see you tonight, you KNOW I won't be coming. It's a cop out!

PERHAPS!

Another version of try...trust me, if someone says this to you....it ain't happening.

MAYBE!

This is a vague word. It's almost the same as try and perhaps but maybe is neither one thing or another. If you are asked something and you respond with maybe then you are sending a message that 'You don't know!' People want certainty.

Now the next four...

PRO__EM

L__CK

C__NT

HO__E

Yeah, I know...so here are the real answers...

PROBLEM!

Aaaarrgghh! The worst words of all. Any situation that causes concern is now labelled a 'problem'. There are no such things as 'problems'. Fact! A better word would be 'CHALLENGE'. I used to run firewalk events for charities to raise money (it was very successful)...They were called 'The Firewalk Challenge'. If they were called 'The Firewalk PROBLEM' no one would sign up or do it. Turn anything you would consider a problem into something that you can deal with by calling it a challenge. Down grade that sucker!

When you see 'problems' as hurdles you can leap over them. They never stop you. I would much rather watch the 200m hurdles than the 200m problem at the Olympics. Imagine the starting gun going off and everyone runs 20 meters and then stops at the first 'problem'. Who would pay the ticket price for THAT?

LUCK!

No such thing. And if there is, you don't want part of it. Imagine catching the eye of the pilot as you settle into your seat on a flight to Los Angeles.

You ask, "Hey, I was just wondering. Looking at all those dials and switches in there, how are you going to get us to Los Angeles?"

What would you do if the pilot said, "I don't know, maybe we will get lucky"?

That's right; you would be the second person off the plane. I would be first!

There is no such thing as luck. You create your own version of luck by the choices you make either consciously or unconsciously.

CAN'T

Anyone telling you that something can't be done is really telling you that they don't know how to do it. If you look around you now, most of the stuff surrounding you, that you bought, that you use, like TV's-iPads-Mobile Phones-Radios-Computers-Cars-Planes-the list goes on...NONE of that stuff existed at one time because people had no idea how to make them happen. They thought 'it can't be done'. People with vision, nerve, belief, invented them. They didn't listen to can't. They thought CAN!

HOPE!

Again, something to hold onto. It's a form of prayer. Hope is not a strategy. It's false. 'I hope I win the lottery!' Yeah right, keep hoping.

Choose your words carefully. Sometimes we say things by accident and we don't realise it's a limiter. If we KEEP saying it we engage with it and then it becomes a way of life.

Remember, Be Positive may sound like a blood group but it's really a way of achieving what you want, and doing what others say can't be done.

Chapter 29 Words to Use

Little did we know it, when we started to formulate language, we had no idea that what we said to someone affected us as well.

Not only does what we say to someone affect them, it has an effect on us too, as the person saying it.

Our vocabulary, the one we reside in most of the time, is a key indicator of our own mindset and system.

"Everyday conversation" has a different meaning for speakers in a variety of speech communities. In the speech community of my youth (East London 'Cockney' working class) I would say that less than 100 words are necessary for survival: "I am hungry," "I am thirsty," etc.

As a teacher/ speaker/ trainer or educator, it is necessary for me to converse on the nature of thought, the definition of various terms (right, wrong, truth, etc.) must be explained at dinner parties and in casual conversation with various Academics and in front of audiences during seminars. A person with a vocabulary of 400 to 500 words would be able to function effectively as a member of society, but would not be able to discuss the idea of writing as internalized social discourse re-externalized.

If your goal is to survive and to earn a living wage, then you could with a vocabulary of 400 words.

Working in a specialized field, however, (even if the field is machine operation in a factory) requires specialized terms.

The first line of this post used at least 21 different words. To give you an example of the need for a large specific vocabulary, there are nearly 4900 terms associated specifically with baseball! A nice fact to trot out at a dinner party!

Eliminating bad language from our vocabulary is a start. As I said in a previous post, we advocate the removal of vague and disempowering words in the Regeneretics seminar. This is because of the effect they have on us and on the people we use them on. We have spent our lives unaware of this. Sometimes, the words we embrace, and use repeatedly, can be the reason we do not get the results we want in life. The words we use can in fact have a negative effect rather than a positive or useful one.

Anything you can communicate about, you can be with-at choice. The words that Regeneretics advocates as language that should be in your vocabulary are

incredibly useful and important when you are describing something that cannot be contained in a person's belief system.

What they do is allow people to know that you are not describing what they think you are describing.

Here are a few of the basic and most used:

ACKNOWLEDGE:

Recognition of one person by another. Recognition of what another person says. Agreement that you have received what someone has said to you without giving any indication that you agree with it or not. A lot of the time, my response to comments in the seminar, if they are not a specific question, is "I acknowledge what you are saying." or "I get that, thank you."

ACT:

As in 'Getting your Act together'. Your face to the world. We describe people who have attained transformation as 'people who have their act together'.

AGREEMENT:

A mutual understanding or arrangement about which it is understood that you will do what you said you would do. An important factor of HPT is the importance of choosing to be responsible for keeping agreements. If you break an agreement you are expected to look at what is in the space between you and fulfilling your agreement.

One of the maxims of HPT is: Do what you said you would do, when you said you would do it, how you said you would do it.

AND:

Replaces the word 'BUT' which is something that should be kicked or slapped. Kick but out of your vocabulary as it has the connotation of 'Precluding' something negative. 'And' is far more empowering. Remember, no one wants to hear your 'but' go off!

APPRECIATE:

Far more powerful than 'Thanks' or 'Thank you'. Those just mean you are grateful, you have accepted something, like anything from an Oscar (Thank the Academy) or your change at the checkout (Thanks, bye!). When we say we appreciate something, as in 'I appreciate your comments' we display a connection far deeper than mere gratitude. We look and engage on a deeper level. We see more of what has been given to us. We can stand in front of a work of art and appreciate the effort, the beauty, the talent, the skill and the feeling we get from it. We never merely 'thank' a painting. We appreciate it. Conversely we can say 'I don't appreciate your

comments'. We never say 'I don't 'thank' your comments.

ASSIST:

Aid to another person, coming from the assumption that the other person is responsible and at 'cause'. It's in contrast to 'Help' listed in the post of words NOT to use, which puts the recipient at effect.

AUTHENTIC/AUTHENTICITY:

Being and acting consistent with who you hold yourself out to be for others, and who you hold yourself out to be for yourself. When the person you are when no one is looking is who you are when people are looking...

AUTOPILOT:

An automatic response is an unconscious one that we repeat until called on it. Like yawning when someone else yawns. Like shaking a hand that is held out to us without questioning. Like asking someone if they 'want fries with that' when they order a portion of fries. Like driving somewhere and having no memory of the journey when we arrive.

BARRIER:

Whatever you have that sits between you and you experiencing your own perfection.

BELIEF:

A truly nonexperiential way of knowing which can prevent you from experiencing (true reality).

It is a misconception that prevents you from seeing what's going on for real. Usually used as 'Belief System' which is just a whole bunch of beliefs. Beliefs in themselves are good, when linked to an experience.

My reality, when related to you, becomes a reality to you as it has the benefit of coming from my experience. When you relate my experience to someone else it becomes a mere belief as it contains no component of reality.

BUTTONS:

Automatic behaviour or 'autopilot responses' are triggered when someone 'pushes your buttons'.

CAUSE:

Being at the cause of your experience is the polar opposite of being at its effect. When we are the cause of our lives, then we create our own reality and we cannot be at the effect of other reality (powerless, bullied, victimized etc). Once experienced, people gain incredible power over their lives.

CHALLENGE:

A far more powerful word to use than problem. A challenge is something we can overcome, there is possibility of achievement in a challenge whereas Problem has the air of finality mixed with major issue.

Everything negative should be categorized as a challenge.

CHATTER:

Those voices in your head that tell you to do things. Make sure they are positive and not negative messages. The voice in your head is called thinking, and the voice is your own. You would not lie to yourself so make your thoughts empowering.

CLEAR:

Get Clear. Clarify something. Remove doubt and the rubble and wreckage that is preventing you from seeing. Be free of doubt, obstruction, obfuscation and restrictions. This is closely related to belief systems which prevent you from getting clear.

CONTEXT:

HPT creates a context in your life. From a context of where things in your life are arranged in such a way to make you satisfied to an experience of being satisfied RIGHT NOW and organising things in your life around that. A Context is a set of circumstances that form the setting for an event, statement, or idea, and in terms of which it can be fully understood. Most people work from within a contextual framework. Unfortunately, this frame is too limiting for them on a long term basis. Like a comfort zone, unless it is stretched and widened, no growth can take place or be achieved.

EFFECT:

Literally: "At the effect of". The consequence or outcome of the Cause. When one is at the effect one cannot cause it and therefore feels powerless. One can move from effect to cause by choosing to choose one's experience.

EXPERIENCE:

What HPT-Transformation and Regeneretics are all about. Experience, experiential training, the source of reality.

FABULOUS:

One of the ultimate acknowledgements. Also: Great, Fantastic.

GET/GOT:

Realizing the meaning or the significance of a communication or experience.

HURDLE:

Another positive word to use in place of Problem. Hurdles can be jumped over, climbed or kicked over. If there was a 400m Problem event in the Olympics, every one of the runners would stop after 20 meters at the first problem. The 400m Hurdles is a far better event.

INTENT/ INTENTION:

Direct relation to getting what you want. The achievement of your goal or experience.

LOVE:

Acceptance or agreement of the other to be who they are and who they are not.

MIND:

What we consider ourselves to be right now. "A linear arrangement of successive moments of now".

OBSERVATION:

The only way to know, other than 'natural knowing'.

ON PURPOSE:

How you live your quotidian life: with your eye on the goal. Purposefully.

REALITY:

Reality is the context in which we work and live but it can be described as an illusion. The only thing that is really real is experience. The test for reality is physicalness.

SHARE:

Communication of insights, experiences and realizations.

SOURCE:

Where it ALL comes from. Every river has a source, every idea has a source. The source is the creator of the idea. The source of every idea, thought, question, decision...boils down to you and me. We are our own source.

SPACE:

From here is not space: that is Distance. From here to the edge of the universe is not space: it is distance. What physicists and astronomers call space is actually distance. Space is where distance exists. We cannot measure space, we can only experience it. When we allow others to be who they are is allowing them space to be. When we are who we really are and we say and think what we really mean then we do so in the space we allow ourselves.

TRUTH:

Your experience/s. Your experience/ experiences are the ultimate truth in your life.

UNCONSCIOUS:

What we are most of the time. On Autopilot. Out to lunch. Unaware. Oblivious. An important HPT maxim is 'If everyone was allowed to say what was exactly on their mind right now, most people would be speechless!' Many people drive to work with no recollection of the journey.

HPT gives people space to wake up, become conscious, and look at their lives and live them.

YADDA YADDA YADDA:

The automatic stuff going on in your head most of the time. A synonym for chatter.

So, what is the bottom line?

Choose your words carefully. These words are only some of the preferred words in the HPT and Regeneretics canon.

We find them to be empowering, motivating, positive and above all else, honest forms of communication

Remember, 'Be Positive' may sound like a blood group but it's really one of the mental components that help you achieve what you want, and doing what others say can't be done.

Chapter 30 Find Your Mind!

Most people exist not in a state of Self but in the fallen or untransformed state: a State of Mind.

This is a terrible and sad state in which people consider themselves not as the matrix but one of the things created IN the matrix.

In Regeneretics, the 'Mind' is the way of designating the entire cybernetic system of any individual, including conscious as well as unconscious processes, operating without reference to Self.

The Mind is an automated warehouse of burdened, encumbered memories. It's a linear arrangement of complete multi sensory records of successive moments (memory records), and operates according to a simple and indiscriminating system of logic that associates, and even identifies, things that are in fact quite different.

The Mind is a device whose purpose or, more accurately, design function is to ensure the survival of oneself or anything that one identifies with oneself.

'Survival' goes beyond physical survival. It includes the survival of ones ideas, opinions, and self-conceptions, and thus results in being right and making others wrong, dominating and avoiding domination, justifying oneself and invalidating others.

To accomplish its purpose, the Mind scrupulously records those experiences that are necessary for survival. Experiences containing a real or imagined threat to survival, when successfully met, are those deemed necessary for survival. This list of experiences include those containing pain and unconsciousness; loss or shock associated with emotional stress; and unwitting reminders of earlier records containing pain, shock or loss.

Whenever the present environment resembles in any way some such painful or stressful memory, whenever one encounters a situation that one perceives to be threatening to survival - one in which one might lose, be made wrong, be dominated, be invalidated - the past memories are reactivated, called into play in an indiscriminating way, as guides to the avoidance of pain and threat.

They exert a total command over behaviour in the present, controlling the body sensations, facial expressions, posture, thinking, emotions, appearance, fantasies, attitudes, states of mind, everything!

The mind operates according to the logic of identification. Everything resembles

everything else, resemblances are everywhere, painful and stressful images from the past are reactivated continuously.
They permeate the present, whether the resemblance is there or not.

Chapter 31 You have NO Limitations

We tend to set our own limitations.

Usually they are based upon five of our senses.

Something we SEE.

Something we HEAR.

Something we TASTE.

Something we SMELL.

Something we TOUCH.

Why did I say 5 of our senses? Because the commonly held definition of a “sense” is “any system that consists of a group of sensory cell types that respond to a specific physical phenomenon and that corresponds to a particular group of regions within the brain where the signals are received and interpreted.

Our senses total up to around 21. The main 5 Senses listed above are always quoted but we tend to ignore or forget our sense of Balance, Thirst, Hunger, Fear, Pressure...the list of Senses is quite large.

But our self-imposed limits are the issue. We create an image or idea in our minds, a business we want to start, an amount of money we want to make or a relationship that we would like to have and if it is bigger and better than our current results we tend, on most occasions, to believe that we cannot do it.

Truth is, if we couldn't do it, we would not have been able to make the picture in our mind in the first place.

Again, going back to the 5 primary senses, when people are reading something in the newspaper, seeing something on TV, hearing conversations other people are having, they are mostly talking about why something can't be done.

If we engage with that information we set our self-imposed limit.

If you are going to allow what you do and achieve to be based upon what you hear then you better make sure that the people telling you are getting phenomenal results.

Would you take financial advice from someone who is broke?

Would you go and see a sick doctor to get healthy?

Choose who you listen to very carefully.

When you get an idea in your mind, don't ask if it is right or wrong. The question you should ask is 'will that idea take me from where I am and move me toward my goal?' If it won't, it will certainly take you in the other direction, because it won't let you stay where you are.

If you have to ask if something is right or wrong there's a simple way of telling. You had to ask! I guarantee that if you have to ask if something is right, it is definitely wrong. I have never had to ask myself once, at any time, if something was right. I knew it was right. If you have to ask, it's wrong.

When someone gives us a suggestion that takes us in any direction other than the one that we want to go we have the ability of consciously and objectively reject that idea.

But when we take that idea sitting in our conscious mind and turn it over to our unconscious mind it manifests in the physical body and we act upon it.

The context in which we have to create in is far greater than the self-imposed limit we have given ourselves consciously. The area of unused potential is far greater in size than we first imagine.

We have no limitations.

Half Empty or Half Full?

I know the question 'is the glass half full or half empty' is a great way of determining if someone is an optimist or a pessimist but then I always subscribe to the alternative version and that is, while the optimist and pessimist argued about it, the realist drank it!

I sometimes hold up a glass of water in seminars and I see the reaction from the crowd as one of 'not that old chestnut again?' but then they are surprised by my question...so here it is for you...

How heavy do you think that glass of water is?

Truth is, it really doesn't matter how heavy it is...it's how long you hold on to it that matters.

If I hold onto it for a minute it isn't a problem.

If I hold onto it for an hour I may get a little arm or shoulder ache.

If I hold onto it for a day then my arm is going to feel dead and paralyzed.

If I hold onto it forever, and an opportunity comes along I will never see the opportunity because I am focusing on the glass. What's more, I won't be able to grasp opportunity because my hand is already holding on to something...maybe something I don't need to keep holding on to!

In all those cases, the weight of the glass does not change, but the longer I hold onto it, the heavier it becomes. It becomes a dead weight because my strength is debilitated and my focus cannot be 100% fixed on anything else.

The stresses and worries you have in life are just like that glass.

Any grudges or complaints you have are just like that glass also.

Think about them for a while and there's no problem but if you think about them for longer then they will become painful. Think about them for a day or so and you will begin to feel paralyzed by them and they will take over your whole life.

It is important to remember to let go. Let go of your anger, your hatred, your confusion, your complaints, your grudges. Put your burdens down as soon as you can.

I met someone who had a dental appointment a few weeks later and they told me they were worried.

Another friend told me they were worried in case they got bad news from their doctor.

Another told me they were worried about how the job interview had gone.
Another had applied for a loan and was worried about being turned down.

In all those cases I asked two simple questions. Two questions that I have been told are so shocking to the person that they cannot come up with a rational answer. I now have philosophy teachers, Psychology students, clients, telling me the simplicity is brilliant but then again, I think the questions are obvious....

Each time I have been told by someone they are worried about something I always ask...

"Has worrying about something in the past ever EVER changed the outcome?"
The answer is always, once they analyse it, no...
"Then why do you worry?"
And then...silence.....

We can be caring, we can be concerned but our worry does one thing only, it makes US feel bad.

Remember to put that glass down! Let go.

Chapter 32 Building Your Future

Transformation is a different thing entirely from change.

It doesn't take the past and change it, add to it or re-organise it. It creates a new context. Possibilities that didn't exist now come into being. The future is built on possibility. The future is constant.

If we carry our past with us into the future, we are limiting the amount of space we have in our future because it is taken up with the past we bring into it. If what we have in our future is our past, our future is going to be consistent with what we had in our past.

If we can take the past OUT of our future, we create an empty space which we can fill with all manner of possibilities and opportunities that are not governed or linked to any past activity. If you do not empty out your past from your future right now then all you are doing is changing your past.

Childhood experiences that have been traumatic. It can be one experience that was big enough to be traumatic, or a series of experiences.

An example would be: If you have been bullied at school, it's probably not the one time but more likely a period of bullying over time. That begins to shape who you are, and who you need to be, to become, to survive. You can't do much at the time about that but you have to do something to defend yourself. And that leads you into continuing to be that person who has built up defence mechanisms to deal with bullying but at some point you have to find a way to take that past OUT of your future and put it back IN the past.

We all have excess baggage. We carry it around in our heads. It's there even when we don't see it.

We are concerned about excess baggage when we go on vacation. We don't want it then, so we weigh our bags to make sure we are below the requirement. Trouble is, we carry it around at all other times.

At any given moment of any given day, we reference the excess baggage for information. Even worse than that, we carry it into our future. We expect to be able to function and plan and build strategies for a brighter future when we carry our past around with us.

I am not talking about forgetting your past, or where you come from, or your history, or the people in it...

I am talking about today being the day when you stop paying for your bags of excess

baggage, and go forward with your hands open to grasp the opportunities that will come your way.

Chapter 33 You CANNOT grab opportunity if your hands are full!!

We human beings don't leave the past in the past. We have the past in the future. When you do that it appears as if the past gives you who you are, and who you are in the present.

Chapter 34 SPECIFY

Getting what you want in life, or a more positive outcome at least, is just like enjoying your favourite cup of Java in the mornings.

Have you got a voice in your head telling you to do things?

Yeah, that's the one! That voice in your head that just went 'Voice in my head? Ha! I am not admitting to that!'...or maybe it went, 'Voice in my head? Nah!'

We all have a voice in our head. It's called THINKING!

SO, there you are...thinking. All day, thinking. You drive to work and you are...thinking. You sit at your desk...thinking. You drive home...thinking.

You do a lot of thinking. We all do. We think about good things. We think about bad things.

Good, bad, funny, sad, pointless, important. You name it!

When you are cruising through your day, there is a voice in your head telling you stuff, telling you what to do, telling you to do things. Don't panic. You're not going mad. That's thinking.

Are you thinking good stuff or bad stuff? You need to check? Bad stuff can make you SO depressed you are going to believe that it isn't worth even attempting something. Why? Because you have already predetermined that failure.

Hey, do something different. Predetermine your success.

How many times have you worried about something, like a dental appointment, only to find that there was no pain, minimum amount of work needed, and on reflection, not a too shabby way of spending your morning?

Then again, it may have hurt, you needed root canal and it wasn't a great experience. But think about it. Would worrying have changed that? Would being negative about it have changed that? NO!

Here is a shock: Worrying about something has never changed a damn thing in your life!

The conversations you have with yourself are the key driver to the outcome of whatever it is you are doing.

How many times have you gone into a meeting and thought, or even muttered to yourself, 'This is going to be a COMPLETE waste of time'? Guess what? Yeah, it was wasn't it?

'Why am I driving down here? There will be no parking spaces!'
'I won't be able to get a table at that restaurant tonight.'
'That person won't be interested in me.'
Ever thought any of those?

I asked a group of salespeople once: 'What do you want to achieve this month?'
The first guy said, 'I don't want to miss my target this month!'
I asked him the same question 5 times before he realised he was thinking and focusing on 'missing the target'....

If you have ever thought like that then you are focusing on the negative. You are focusing on what you DON'T want rather than what you DO.

Why do you do that in your head when you wouldn't dream of doing it out loud?

When you go into Starbucks and the Barista asks you what you want do you say, "Well, I don't want a Latte, and I don't want a Mocha, and a certainly don't want a Tea"?

That would be stupid right?

You ask for what you want. "I'll have a Cappucino please."

So why don't you keep that mindset in everything?

Be positive sounds like a blood group: but it's more than that. Can you imagine what sort of life you are going to enjoy if you continue to focus on the negative stuff? Maybe you are already suffering that lifestyle. Well STOP. Right now.

Be specific about what you want and be determined to get what you want from situations.

'I am going to enjoy this meeting and get my points across'
'I am going to park the car down here and then go to the restaurant'
'I am going to make some sales today'
'I am going to get every single piece of information I can from this seminar'
'I am going to get a table at the restaurant tonight'
'I am going to have fun talking to that person'

Go for Cappucino in your life. Be Specific!

Chapter 35 Self Help? No! It should be called SHELF Help!

Self Help is a weird thing.

I have never understood why bookshops like Foyles or Waterstones have a Self Help section. They should take the sign down and let people find it themselves!

What's more, the books in the Self Help section, though very informative, should be called Shelf Help books because that's where the majority of them end up: on a shelf. And sooner than you think too because the other name they should go by is 'I could help you if you can be bothered to read past page 22' books.

A whole variety of Self Help events are at your disposal.

Mountaineering. (Didn't see the point)

Parachuting. (done it)

Rock climbing. (Didn't see the point)

Waterfall climbing. (done it)

White Water Rafting. (done it)

Walking through a forest blindfolded in the pitch dark and tied to 8 other people.
(done it - don't ask!)

Problem solving exercises. (done it)

Bungee jumping. (done it)

Abseiling. (done it)

Zip line. (done it)

and of course...

Firewalking, Glasswalking and Board Breaking. (done it and train people to do it)

Self Help is like Self-Abuse...you have to do it yourself. No book can really help you unless you take action and put the teachings into practice.

One of my core beliefs that I impress upon my clients is that they should stop buying self-help books and look at what books they already have and courses they have attended. The answers they are looking for are probably in there already. What's more, they probably haven't read them through anyway!

I remember taking a group of people in the Lake District in 1999. We were about to climb a waterfall. We met another group that was there and they were abseiling. They were a group of Double Glazing Salesmen.

I watched one of them slowly making his way down a cliff edge to the ground. He

was exhilarated by the experience. He was really charged up. He started pacing around and ended up standing near me.

"You look really pumped after that." I told him.

"Wow that was really something", he replied.

"Exhilarating?" I asked.

"Definitely! Definitely!" he said, punching the air.

"Do you think it will help you sell more windows?" I asked him.

"Definitely!" he said again.

Pause.

"How?" I asked him.

He suddenly froze and then started to grimace as he stood there silently. He had no answer. I could see his eyes flicking all over the place as the question bounced around in his brain, like a ricocheting bullet, as it looked for an answer.

In the meantime he started to deflate. He started to calm down. There was a visible slump.

Finally he came up with an answer.

"I don't know how, but I am sure it will!" he stammered.

Same question, same response as when I asked a guy how walking on fire would help him sell cars.

Did I rain on that guy's parade?

No.

You see there is something about the Self Help movement, of which I am part that is like no other movement on earth.

It is almost impossible to quantify the benefit.

The dividends or benefits of any self-help program are largely inexpressible. You SENSE something inside you has just CLICKED over. You can't articulate it. You just have to go with it.

Firewalking and Glasswalking, areas that I was very active in for a number of years, are also unquantifiable areas of achievement.

There is normally a 2 hour training session before the fire or glass walk. Well, there is when I train it. But NO amount of mind altering and conscious expanding exercises and belief system manipulation will make walking on fire or glass possible. It already IS possible. What the training session does is make you believe you can do it and therefore be confident to take that first step onto the fire or

glass. The rest is just physics. The state of mind is the belief to take the first step.

The result of a firewalk, glasswalk, board break, abseil, zip line, waterfall climb etc? That's down to you.

One thing is for certain. You will not be the same afterwards. You will sense, in fact you will know, that SOMETHING inside you has changed. It's as if a large dial, like the one on your oven or washing machine, has been turned to a different setting.

Just go with it! Go all the way with it!

You may not know how it will help you but just be sure of one thing....IT WILL!

Chapter 36 Wouldn't it be Epic to just do this...?

Wouldn't it be great if we could just do this once in a while? Fail.
Fail.

Because if we just did that, and realised that failing doesn't make us a failure, we can move on.

Unfortunately, we are in a society where we give things labels.

Why do we have to give things labels? I wondered where it would all end, this labelling. It hasn't ended, but it has ventured into a dangerous area.

Because now we have a set of labels for failure! A very empowering set of labels!!

Not only that, we actually elevate the fail to something else: an EPIC fail!!

I think it is great to be Epic in life. If you live your life in an epic way it means you make a difference to yourself and all those around you but, your failures? Why do we put a cloak on them and give them superpowers?

The predicate of Epic is not alone. Massive, Super, Omni, Extreme and my personal favourite: UBER!! Wow, how massive does that failure sound now?

If we make our failures big things we are also making it incredibly difficult for ourselves to get over, under, around or through them.

You see, people do not get stuck in what happened to them, they get stuck in the significance of the event.

There are certain things you can only know, believe, understand or live if you create them yourself. If we are consciously creating a context of Epic for our failures and mistakes, we are making them significant events. As I said, that failure becoming a significant event will mean we will be stuck. Replaying that movie in our mind, reliving again and again that significant 'epic' fail to such an extent that it will preclude us from starting again.

Choose your words carefully. If you want to be epic, be an epic success. Be an Epic person, friend, spouse or partner. Keep the fails in the context they belong.

Chapter 37 Hidden Messages

So many people put their hand up and ask questions in the seminars about the things they are 'doing' in their lives that are not working for them and then I discover that they have a love, or a desire, or a talent to do something that they are NOT doing.

Sometimes I feel like the Idiot Whisperer! I have said in my seminars that I feel like the Idiot Whisperer when I speak with people sometimes, so I am not saying this for the first time, I truly feel like that. I don't say it to be nasty or malicious, I say it because some people have all the answers in front of them, or in their head, on how to live the life they want, on how to be happy and successful and they STILL do something else, they focus elsewhere, and wonder why they failed.

I give them all the answers they need, all the tips, tools and techniques and I follow it up with a personal guarantee which is UNHEARD of in the personal development or Psychology world.

I tell them "I can GUARANTEE that if you do NOTHING with all the information I have given you, it will definitely not work!

People want to be happy, be a success, have money, have relationships, have a better job...whatever it is and yet...they focus on the perceived target, the bullseye, pull the arrow back, they stare at the target, then...they lose focus, fire, and miss the target, shooting some guy in the ass who was mowing his lawn in the next field!

A lot of the time, even MOST of the time, the answer is very simple. Inside of you there is music playing, a song being sung....and you are not letting it out.

Nothing annoys me more than seeing and speaking with someone who knows exactly what to do to be happy, successful, rich, loved, surrounded by people, surrounded by family, and to see them do something else. They know what they need to do but they just don't do it. They get side-tracked, they lose focus. They think if it is something they like doing, if it is something they enjoy then...that can't be it. It is supposed to be hard work, sweat, tears, pain, and torture...NO IT IS NOT!

Why don't people just do what they KNOW they should do? Why make it more difficult than it is?

The difference between being an idiot and being stupid is simple. Idiocy is not knowing what to do when you have all the opportunity in the world to find out. Stupidity is simple: it's knowing what to do but not doing it.

So what is the hidden message in this? Brace yourself, it's upsetting and it's a

shocker.

It's laziness. You don't perceive it as important enough for you to get off your backside and do something about it. If you did see it as important enough then you would find a way, whatever it takes, to do it.

If your life, your wellbeing, your family, your health, your future depends on you doing this, what message are you sending out to your family, your partner, your kids, the universe?

The message you convey is this.

You can walk up to your partner or spouse, your kids, your family and say, "This weekend I discovered how to be successful. I was given the guide, the master plan of how to live the life we have been dreaming of. I know what it takes to make sure we have a full bank account. I know what I need to do to make sure all your college fees are paid for. I know what it takes to make our lives successful and enriched. I know what it takes to live the life we were destined to live, I know what it takes....but I don't love you enough to do what it takes!"

That is the hidden message. And some people are unconsciously saying it to themselves every day when they look in the mirror.

If you don't know what to do, then that's a shame.

But if you know what to do and you don't do it...shame on YOU!

Chapter 38 It's For YOU!

In moments of quiet our mind wanders.
Eventually, it finds its way home.
We daydream, we plan, we think.
It is our dreams, our thoughts, which guide us to making plans.

Those DREAMS are the basis of our plans and they start and eventually they will lead us to the success we want.

We all want it.
We all think we deserve it.
But...Have we got the mindset to achieve it?

Success seems to be getting lousy press lately. It's as if achieving something is a bad thing. Society seems to prefer that we all stay at the same level and nobody should DARE to put their head up and stare at the goal and achieve a level of success in case it makes the others feel 'less successful'.

All together now: Aaaahhhh!

I feel so sorry for those people.....
Hold on, wait a moment. The hell I do. Nor should you either.
We all have the chances to make our dreams come true thrown at us on a daily basis but we choose to either 'Accept' or 'Decline'.

I can't believe that in this day and age of nanny state, care-bear outlook, wrapped in cotton wool mentality we even have sports days where NO ONE WINS! Kids get a medal for 'taking part' and not just for winning! Try that in the Olympics!

When your mortgage is due go and sit with your bank manager and say:
'I can't pay this month because another company got the business and I earned nothing. But, on the bright side, my company is as good as them' and see what reaction you get.
'OK, no problem, we'll wait...let's hope you get lucky next month'
(For your information, no, you will not get THAT response.)

If you want to be successful then BE successful, answer when your dream or success calls and go all out to win and be proud that you did.
BE THE BENCHMARK THAT OTHER COMPANIES ARE MEASURED AGAINST!

Are you geared for success? Is your mindset tuned up and raring to go?

Let's check....

Let's look at the word SUCCESS.....There are three S's in success.

1st. SEE it.

You have to see yourself as successful. If you can't see yourself successful not only will nobody else see you as successful, you will never be successful because.....You don't believe you can be.

Have you ever said to yourself or someone else 'I can't imagine myself doing that even in my WILDEST dreams'? Well, if you can't see yourself doing that in your wildest dreams, how you going to see yourself doing it in reality?

2nd. SUSTAIN it.

Whether you are planning, dreaming, scheming or even taking action...SUSTAIN YOUR MOMENTUM. It's all very well being successful but you have to keep doing what you do at the optimum level to maintain your success. You have to keep going.

We all get roadblocks in life. Problems, challenges, issues, crises.....but you have to keep going.

What do you do when you come up to a roadblock? You have three options...Go around it, go over it or go thru it! DON'T TURN BACK! Navigate that roadblock in one of those three ways. Find a way, find another way, and MAKE a way.

Here is the most important S of all. It is the one that determines whether or not you will succeed and is normally the one most peopling fear...

3rd. START it!

Planning is great. It's not rigid, it's a framework. A guide. If you try and stick to a rigid plan you will be very surprised when life intervenes or other people alter the plan indirectly. Planning is a great timewaster as well as a great resource. Some people spend so much time planning they never ever start! When we take too much time planning every possibility we miss opportunity. That is the key...START. You have to do SOMETHING. You MUST get the ball rolling. Best thing to do, tell people what you are doing. Writing it in your diary or schedule is great but we can choose to ignore those entries. When you tell someone what you are going to do you really don't want to lose face by telling them later 'I didn't do it'. Start it. Start it today. If you think you should have done something before now then now is the time to start.

The journey to SUCCESS can be VERY scary but there is something even MORE SCARY!!!!.....Regret!

The only way to never regret is to See it, sustain it but START it! Start it Now!

Chapter 39 Because, you're WORTH it!

I heard someone say one day: "Whatever you are charging for your services...it ain't enough!" Nine times out of ten, it's true.

We all fall into the trap. We become so competent at what we do, so expert, it becomes an innate ability or so natural we can relax and just 'do it' without thinking.....it is at THIS POINT that we start to wonder if what we are doing has value.

If it isn't hard work, how can it be good, correct, and worthwhile?

The fact is that we become so in tune with what we do that magic is created and we become one with our area of expertise.

We become Unconsciously Competent at what we are doing and work isn't 'work' any longer.

Never ever forget that what you do is valuable and in many cases INVALUABLE!

It is only easy for you because you are so, so, capable at what you do. To others, it is hard work.

That's why they hire you.

If it WAS easy to do what you do, everyone would be doing it!

Chapter 40 Be The You-Nique YOU!

Wherever you are right now, you are here for a reason. Behind you is the past with a whole set of memories but you have to remember that you do not live there anymore. Whatever you do, don't go back to the past. If you were sensible, you will have changed the locks.

Reference the past, think of the past but do not carry it around with you. Ahead of you is any kind of future you want. You just have to understand that you are the only You-nique you there is and your future is in your hands. The circumstances of your life are your own creation.

If you can look in the mirror and say to yourself 'everything in my life right now is down to me. It's all my fault. It's all my doing. The good and the bad' then you become empowered. When you realise that everything in your life is the result of the thoughts you had, decisions and choices you made, and the responses you gave; you will have control and you have account-ability. You have the ability to account for everything. That is what makes you You-Nique!

Many people get discouraged when they look at what has happened so far in their lives. They say, "I guess I just wasn't cut out to be a success." or "I've never really made anything work for me."

Every successful person knows that when it comes to success, the past does not dictate the future. If you look at your current results to define who you are and how successful you can be, you may disempower yourself and even limit your future success. It's like driving to work and figuring out where to turn by looking into the rear-view mirror instead of at the road ahead of you. It doesn't produce good results.

Your current situation is the direct result of your past thoughts, decisions and actions. If you look at your current situation and make decisions about who you are and what you can have based on those results, then you will repeat the same thoughts, decisions and perhaps even actions that got you where you are today. What this guarantees is that you will get the same results again and end up with more of whatever you have now.

When you change your thoughts, you will change your results. If you understand this principle, you can change your life. True success begins only when you turn away from the things you don't want and begin to focus on what you do want. Repeating affirmations, repeating empowering phrases and having positive thoughts is a waste of time if you are uncertain of your own true self's power and ability. Your words sound right, your actions seem true, but the message is diluted.

Saying things once, or hundreds of times, without passion, energy or ownership is pointless. Engaging with it, owning it, feeling it and using the energy of it is where the magic begins.

Saying something again and again, louder and louder will not make it the truth.

If you say it from a context of truth and authority just once, with conviction and authenticity, it will make it a reality.

The truth is always found in the circumstances you have, not the circumstances you had, or want.

Chapter 41 Are You Bound By Boundaries?

Is it possible that having no boundaries is enlightenment, and the freedom to consider and to choose and to own the possibility of living powerfully with no boundaries is transformation?

Look at the sky at night and see worlds upon worlds upon worlds, galaxy upon galaxy, without end. We are told that space is infinite, with no end...

What do you REALLY see?

I see no boundaries.

When I look at your face watching mine as I love you, I see no boundaries.

When I consider what's absolutely possible for every single human being I see no boundaries.

When I imagine how life could truly be for every one of the billions of people in this world, I see no boundaries.

Yet what would life in this world of ours be like with no boundaries? We have natural corporeal frames. We're not invisible. We exist. We have zip codes, capital cities, states and counties. We have insurance numbers and passports. We're expected to drive in our lane on our side of the road. We knock or ring the doorbell when we arrive for a visit at someone's home. We shake hands when we greet. We kiss when we meet and say goodbye. We have manners and we take or give right of way in everything from walking through a door to changing lanes on the motorway/freeway. Societal protocols guide us to agreeing that we don't enter someone's personal space without permission.

So, evidently there are physical and abstract boundaries everywhere, and we've got no means to be without them or to avoid them. We haven't got wings to fly over them or past them, and we don't skirt around them. Where, then, is the context of no boundaries?

They are in our own being, in that profoundly moving moment of self-awareness ... this is where there are patently no boundaries. There's no realm of 'no boundaries' to go to. There's no place without edges anywhere on Earth. The realm of no boundaries is a realm to come from.

HERE IS WHERE IT IS, NOW IS WHEN IT IS, YOU ARE WHAT IT IS

In reality: This is where it always is. It's been here for all eternity right up until this very moment. It'll be here from this very moment to beyond the end of time.

The physical boundaries of which side of the road to drive on, what zip code to mail your electricity bill to, the proper way to set a dinner table for your guests, the date by which to pay your property taxes on etc., and the abstract boundaries of being appropriate, respecting privacy etc, demand and command respect - or life doesn't

work.

But when I'm really with you in the moment, if I don't grant you permission to be who you really are around me, if I don't give you the space to have the experience you're having, if I am investing my time in you having another experience other than the experience you're having, when I'm engaged in the boundaries you've determined for yourself, it is at that moment I become your co-dependent in keeping you small, limited, confined. If I have prevented from you from discovering who you really are I will be denying and precluding you from the possibility of transforming your life...and I cannot, and I refuse, to do that. And you should refuse anyone from doing that to you.

Until there's transformation, the possibility of living a life with no boundaries is completely unreal. The miracle of transformation is it restores reality to no boundaries, and leads us to who we really are. It also allows us to conform to boundaries without seeing them as an intrusion on our own.

If a person intentionally drives on the wrong side of the road they are an idiot. And if they drive on the correct side of the road while resenting the rules and nature of boundaries, they're still a fool.

Choose to live from no boundaries ... AND ... drive, without questioning it, on the correct side of the road because that's what it takes to make a life with no boundaries work.

What is, is....and what isn't, isn't!

Chapter 42 Close But No Cigar!

Well...we tried...we almost made it...close but no cigar...

Perseverance!!!

That's what we need.

Sometimes when the going gets tough the tough give up. They throw in their cards, they fold 'em.

Many people have a default setting of: If at first you don't succeed: Self-destruct!

There is the famous story about a gold mine somewhere in America. The people knew the gold was there, they were digging and digging but...nothing.

They gave up! They sold the land.

The people who bought the land dug three feet away from where the previous miners had dug...They struck gold.

The first lot of miners had no idea just how close they were to striking gold when they gave up!

When you think about giving in, giving up, throwing in your cards, folding them, and cashing your chips in...whatever way you want to dress up the fact that you have given up, think of this...Do you remember that person that gave up? No...neither does anyone else.

Chapter 43 Seeing Isn't Always Believing

Increasingly, people are becoming aware that we need to change our way of thinking, being and acting in the world. We need to transform our focus from developing the Material, and 'the Outer' to developing the Spiritual, 'the Inner'.

Each of us has a success blueprint already embedded in our unconscious mind. This blueprint, more than any one other thing, will determine our destiny.

We live in a world of duality: good and evil, up and down, light and dark, hot and cold, in and out, fast and slow, left and right.

These are a few examples of the thousands of opposite poles. For one pole to exist, the other pole must also exist. You cannot believe in God without believing in the devil, and vice versa.

Consequently, just as there are outer laws for Transformation, there must be inner laws. The outer laws include things like knowledge, Skill, state management and belief strategies. These are essential. But the inner laws are just as important.

Having top quality tools is imperative to a carpenter but he must be able to use those tools in a masterful fashion.

It's not enough to be in the right place at the right time. You have to be the right person in the right place at the right time.

So who are you? How do you think? What are your thought processes? What are your habits and traits? How do you really feel about yourself? How confident are you in yourself? How well do you relate to others? How much do you trust others? How do you rate your ability? How do you rate your ability to act in spite of fear, worry, inconvenience and discomfort?

Can you act or function at your highest level even when you are not in the mood?

The bottom line is that your character, your thinking, and your thoughts are a critical part of what determines the level of your success and how your blueprint pans out...

One of the Keys to success in anything is to raise your own energy, vibration and attraction; when you do, people will naturally be attracted to you, they will tune in to your frequency.

Most people do not reach their full potential. Most people are not successful in what they choose to do. Research shows that 80% of individuals will never be free in the way they would like to be.

80% of people will never claim to be truly happy.

The reason is simple. Most people are on autopilot. They are asleep at the wheel of their own life and looking in the rear view mirror at where they were in the past too often.

This is one of the points in the Regeneretics seminars that makes people feel uneasy but I am only interested in what works. I am not saying any of this to make you happy, I am saying it to HELP you.

They work, think and behave on a superficial level of life – based on what they can see. They live in the visible world.

Imagine a tree. Let's suppose that this tree represents the tree of life or living. On this tree are fruits. In life, our fruits are called our results or experiences. So we look at the fruits (our results or experiences) and we don't like them; there aren't enough, and they are too small, or they don't taste good.

What do we tend to do? Most people put more attention and focus on the fruit, the results or experiences.

They will clean the fruit, spray the fruit and nurture the fruit.

But what is it that actually creates those particular fruits?

It's the seeds and the roots that create the fruit.

It's what's underground that creates what's above ground.

It's what's invisible that creates the visible.

So what does that mean?

It means if you want to change the fruits (your experiences or results); you have to change the roots. If you want to change the visible, you must first change the invisible.

In my experience, what you cannot see in this world is far more powerful than anything you can see.

Try electricity. You can't see it, but you can see its effect when you turn on a light.

How do you know electricity exists? Is it because of the light?

Put your finger in the socket and test if it really exists. I guarantee your doubts will disappear.

You may not agree with the statement about what you can't see being more powerful than what you can see but you will suffer if you don't apply this principle.

Why?

The law of nature determines that what's underground creates what's above ground. As humans, we are a part of nature, not above it. Consequently, when we align with the law and work on the roots, our inner game of our life flows smoothly and we are a magnet to opportunity. We bear fresh fruit.

We do not work or exist on just one plane of existence. We work in four.

Physical – Mental – Emotional – Spiritual.

Most people never ever realise that the physical realm, what we call reality, is only a printout of the other three.

Let's suppose you have written a letter. You want to change the font or a colour on the letterhead. You turn it Purple and into a flashy font that you like. You hit print and out it comes. Whoops...no change!

You try it again and out comes the letter without the change.

Whoa! I just changed that, so you check and...it has reverted back to the original version.

You now study the six hundred page manual called 'changing fonts and colours'. You now have the tools and the knowledge you need. You make the changes again but this time you hit the button APPLY. You hit print. You look. Success!

Things cannot be changed in the printout, the physical world; they can only be changed in the program: the mental, emotional and spiritual world.

Whatever results you are getting, be they great or bad, positive or negative, always remember that your outer world is a reflection of your inner world. If things are not going well in your outer game, it's because things are not going well in your inner game.

It's that simple.

What you hear, you remember; what you see, you remember; what you do, you understand.

Forget the magic bullets, punches and pills you seek. You are just victim of Loch Ness Monster disease.

'I have heard of this phrase but no one has seen it. It's a great close which, if you say it, you get everyone to buy from you. If I could get hold of that I would make it'.

Wrong.

Once you sort out your inner game and realise that you control your energy, your state and your focus then you will get what you want in life. You will have your cake and you will eat it. What is the use of having cake if you can't eat it anyway? What are you supposed to do with it? Put it on the mantelpiece and look at it?

There is a major difference between the people that 'get it', the people that are not sure they 'get it' and the people who think they will never 'get it'.

1. 'Get it' people believe 'I can have my cake and eat it'.
2. 'Not sure I can Get it' people believe 'Cake is too rich, so I will only have a little piece'
3. 'I can never get it' people don't believe they deserve cake, so they order a donut, focus on the hole and wonder why they have nothing'.

Which one are you?

Chapter 44 Solution! Change the Context.

"Solutions come from people who do not accept the limits of the question or problem." ~ Dave Moore

'How come all the commands for a computer come from a keyboard' ...somebody already asked that one; hence they invented a mouse.

It is said that madness is a level very close to genius. People working in either of those contexts can sometimes look alike.

Both look at things in a very different way from your average person. Neither one accepts what is called the norm as being the only way to do things. They do things differently, some better, some silly, but always different.

Never be afraid to ask what on the surface may seem stupid.

Without the question you will never come up with an answer, and your brain will always come up with an answer. Do you think the Internet sounded like a good commercial idea forty years ago? But someone asked the question 'How can we make computers talk to each other.' Now when that was first said the reply they got was 'Computers talk to each other, you must be mad!'

Another old saying "A wise man can learn more from a foolish question, then a fool can from a wise answer."

Everyone can learn from a question that others fear to ask, or just cannot see. Solutions come from people who do not accept the limits of the question.

Chapter 45 CONTEXTUAL FRAMING

Definition: the circumstances that form the setting for an event, statement, or idea, and in terms of which it can be fully understood.

One could say, the more space you have to think in, the bigger the idea or the greater the understanding.

One of the factors of the Regeneretics training is the directness.

The confrontational manner in which the training is presented shocks some people at the very start. After a while they take the loud, direct, powerful and confrontational manner of the training to be the norm. They don't get 'used' to it...they simply accept it as 'that's how it is'.

I have always believed that the training has to be that way. It has always had that element of confrontation, wherever and to whoever I have presented it. A Seminar room with paying attendees or within a maximum security prison, the format is ALWAYS the same, because it works.

It is a wakeup call and there must be a shock to the system to jolt the recipient of the training into change, reaction, self-questioning and accountability. The context of the training program, indeed the context of the training environment we create (in essence, the space for HPT to be completely effective) is a strict regime.

This in itself is unusual as it puts a group of people into an environment where the contextual frame and content is far removed from what they are used to on a quotidian basis.

One of the things that struck me very early on in the formation of the Transformation Program was the contextual frame from which the training took place in comparison to the contextual frame the attendees were used to. It became apparent to me and my team that context is a major factor in growth, experience and usability.

Most people work from within a contextual framework. Unfortunately, this frame is too limiting for them on a long term basis. Like a comfort zone, unless it is stretched and widened, no growth can take place or be achieved.
Life begins where your comfort zone ends!

When some people see an accident on the motorway where people die horribly and one can see the blood and mangled car and, in some cases the people, some of the people looking at that scenario will faint. Unfortunately, human nature means that people in other cars will slow down to have a look at the accident because they don't

want to miss any experience. In truth, they are just nosey. They feel entitled to see. The excitement takes over but then another feeling kicks in for many of them, they feel faint, nauseous and they pass out.

Anyone watching surgery for the first time will likely as not faint. Anyone watching any medical procedure, from an autopsy to a minor operation, will feel, or may indeed, faint.

The reason is because the scene they are witnessing sits outside of the contextual framework they live in.

A surgeon, a traffic cop, a paramedic...they see this every single day, so it is WITHIN their quotidian Contextual Framework.

The HPT Training is not unusual to us because it sits within our contextual frame, but to the attendees...wow! Some of the questions, presentations, directness, and even the training process itself is so far outside the context of the people taking the training it allows us to cut through the barriers, obstructions and masks that people wear on a daily basis.

We speak to the real person. Not who they are at the time, or who they think they are. We talk to who they REALLY are, behind all the masks and stuff that hides that.

Our authenticity is our contextual framework. We sit outside their context and then we enter their framework and THIS allows us to strip them Back to Nothing, speak to the real them, and help them Transform.

"This is all about becoming the person you were DESTINED to be! You need to release the REAL you! That's right! The REAL you, the one that you were, the one that all this useless 'stuff' is hiding.....We need to strip you back. Back to NOTHING...so that the person you were meant to be recognizes the person you really are, and takes you into a future of endless possibility!" ~ Dave Moore

Chapter 46 IDEA!

IT IS NOW 1984!

"Pssssttt! Keep your voice down...someone may overhear us....listen.....

I have a great idea I want to share with you. Listen carefully. Tell no one about this as I want YOU to be part of this. I have a plan...

I have designed something so GREAT that I reckon it will sell millions. This is it. Teenage Mutant Ninja Turtles.

Well? Great idea huh?

These turtles are big, human size.

They carry backpacks instead of shells and they keep all manner of stuff in them.

They are named after Italian Renaissance painters.

They wear blindfolds so nobody recognises them (!).

Their boss is a RAT!

They live in the sewers.

They ONLY eat Pizza.

They do Kung Fu.

They fight crime.

All I need is \$20,000...are you IN???"

I have a pretty good idea what most people would say. 'What? Are you nuts? \$20K??'

Do you know who said 'NO' to that idea? Every major toy manufacturer including Hasbro; the largest toy manufacturer at the time. (They later changed their mind when they had become successful and they took over the merchandising.)

That stupid idea was seen as a great idea by a small visionary toy manufacturer called Playmates Toys and marketed. The rest is history, to the tune of all manner of merchandise, TV series, movies, records and millions of dollars.

Napoleon Hill wrote, "You will never have a definite purpose in life; you will never have self-confidence; you will never have initiative and leadership unless you first create these qualities in your imagination and see yourself in possession of them." He went on to say, "... imagination is the most marvellous, miraculous, inconceivably powerful force the world has ever known."

SOMETIMES we read or see something that resonates more than anything else before.

A lot of the time people walk around on autopilot, with nothing going on upstairs. They travel to work by car, bus or train and when they get there they have no recollection of the journey as they have been in an altered state.

"If everyone said exactly what was on their mind right now, most people would be speechless!"

An image in your mind is the first stage of the creative process in life. From your imagination your visions and plans arise.

There is a concept called "Fantasy - Theory - Fact." The premise underlying this concept is that everything has its origination in the form of Fantasy, which some adventurous souls dare turn into a theory and then boldly turn into fact. Give this serious thought for a moment.

The idea of moon landings, communicating by email, traveling on jets, cellular phones or wearing synthetic garments was a very short time ago, sheer fantasy. Today, they are considered commonplace. The individuals who were responsible for the conception and creation of the email, cell phones and any of the thousands of modern conveniences we enjoy today had a highly developed imagination.

As Leaders, we realise that there is infinite possibility in our imagination. No idea too big. No idea too outrageous. Leaders have Vision.

Some people have an ability that others don't. They have the ability to see opportunity and possibility in the most outrageous ideas. A Leader needs a mindset of Can-Do, Anything is possible, opportunity is all around...

There is no such thing as a bad idea...only an idea that isn't investigated and acted upon correctly. If you, as a leader, are presented with, or have your own, wild idea you have to be able to see the big picture and realise that by rationalising and expanding a great idea or a stupid idea you could have a life changing success.

If you don't believe that then think of these two words...SpongeBob Squarepants! Would you have given me \$20,000 for THAT one?

Chapter 47 One Direction

"Would you tell me, please, which way I ought to go from here?"

"That depends a good deal on where you want to get to," said the cat.

"I don't much care where..." said Alice.

"Then it doesn't matter which way you go," said the cat.

Alice in Wonderland, Lewis Carroll

The cat was right.

If you don't know where you are going you may as well stay where you are.

Some people don't know where they ARE let alone where they want to go.

A compass has 360 degrees or points, and if you do not know where you are, you have 359 chances out of 360 to go where you didn't want to be in the first place.

So if you are at a point in your life that you can build upon that will impel you towards your goal or target then great. But what if you are not?

You need to focus on what you want. Your destination.

You need a road map!

Nobody says 'let's go on holiday' and then gets in the car drives off and waits to see where they end up.

If I asked you to meet me in London and you were in Manchester, there is a big chance that you might look at a map or turn on your Sat-Nav .

You must start with the destination in mind. You have to have a clear defined and resolute goal or target and then you must aim at it. If not, you are going to drift through life and end up as one of the masses. You will have wasted your life, wasted your potential, and wasted your dreams and aspirations.

The UK at the moment is made up of some startling facts and figures...

100% of the population want to be successful

80% of families didn't buy or read a book last year

75% of teenagers want to be famous but have no idea what for

70% of adults haven't been to a bookshop in 5 years

60% of all paperbacks sold are romance

58% of graduates never read another book after graduating

50% of hardback books bought are never read past page 22

48% of all hardbacks sold are romance
40% of all men don't read anything except at work
32% of men read nothing but newspaper sports pages
Out of 100 people who started work at the age of 18, by the age of 65....
1 is a millionaire
3 are still working
4 have adequate capital to retire
29 are dead
63 are dependent on social security, friends, relatives or charity
Only 5% of the adult population can comfortably retire at 65.
The other 95% are dead, broke, or dead broke!
But...when you consider the resources around us right now...
IN A WORLD WHERE ONE THIRD OF THE POPULATION IS STILL A TWO-DAY
WALK FROM A TELEPHONE...YOU HAVE NO EXCUSE FOR NOT BEING
SUCCESSFUL!
Remember that compass I mentioned? ...

Those 360 points on the compass? ...

What's YOUR point?

Chapter 48 Don't Quote Me On This, But...

Sometimes I get a Bright Idea!

"It is just as if I plug myself into myself and I light up!" was how someone described this process once....

When working on a presentation I have been known to say things that are a complete surprise to me, not just because it's the first time I have heard them too, they sometimes come up to the surface of my memory, but because I think 'Hmm. that's a keeper' and they go in the file of 'To be used again at the relevant moment!'

In the last few seminars, these ideas came up...

Bad leadership is self-serving - Great leadership is serving others.

I don't say this to impress you, I say this to impress upon you that.....you can do this too

Don't sell the means; people buy the end!!!

This may be the crack in the wall through which you will see the world.

If you are going to go fishing, bait your hook with something the fish likes and not YOUR favourite food.

Don't 'assume' your client is as clued up as you...think about it...it's your job to know what it does, it's their job to use it.

When people believe they can do something, or if they believe they can't, they are right on both occasions.

I don't need to be your friend for you to trust what I say will work.

You don't need to be my friend for me to make you more successful.

You don't need to be my friend for me to change your life for the better.

People don't get stuck in what happened to them, they get stuck in the significance of that event.

There are certain things you can only know by creating them yourself.

We are in a society where we are looking around for leaders, when in fact we should be looking for the leaders within ourselves.

Irrespective of conditions or outside influence, transformation can happen at any time. People have the ability to transform.

It's not what you think that changes your life; it is the space in which that thinking takes place.

Common Sense isn't all that common.

You have to live your life in a 'you AND me' world and not a 'you OR me' world.

The majority of people are motivated by the avoidance of what they don't want rather than the attainment of what they do want.

If you create a context of well-being in your life, the circumstances in your life will reflect that.

You are living in the past at today's prices.

The trouble with talking too fast or talking a lot is you may say something you haven't thought of yet! If that's the case, write it down!

We live in a society where we are looking for leaders, when in fact we should be looking for the leader within ourselves.

And...This is why I keep hammering home the point about always keeping a notebook! ;-)

Chapter 49 The Code

In Life you should have a code of conduct that you live by just as you have in business. You should have a 'mission statement' for yourself so that everyone who knows you understands who you are and what you expect. It's the very essence of your being. It's how you walk through the world. So..

If you feel happy, smile.

If you feel daring, act.

If you receive good service, compliment.

If you feel energetic, do something positive.

If you know a good joke, tell it.

If you feel generous, give.

If you are interested in getting wealthy, save and invest.

If someone needs help, lend them your strong hands or soft voice.

If you give your word, keep it.

If you can say something nice, say it.

If you can stand up for the weak, do it.

But, also consider this.....

If someone says something you don't agree with, tell them.

If you see behaviour you don't like, stop it.

If someone is rude to you or someone else, call them on their bullshit.

If someone is bad towards you, show them.

If someone lies to you, tell them you know.

Chapter 50 The Power of Passion, Energy and Ownership

Words. Affirmations.

How many times do we use words and affirmations when we 'reach for the stars' only to find that we never even get off the ground?

When we use empowering words without any emotion it's like a broken pencil: pointless. Just like the old saying of comparing a toothpick with a spear. Words with no emotion are toothpicks, but words with emotion behind them are like a spear.

Be positive sounds like a blood group but being positive isn't everything, as some people would have you believe. Being positive just isn't enough. We can all be positive about something if we choose to be. We can be as positive as we like. But is just 'being positive' enough on its own? From the research we have conducted over the years, just saying something, just using the word(s) is not enough.

Just being positive will not make something change, or happen, or become achievable. It is better than the alternative, negativity. Positivity is a great context to work out of, far better than a negative one, but just 'doing' positive stuff will not make it happen.

We can use affirmations all day, again and again if we choose. We need to realise that positivity and affirmations alone will change NOTHING. Take an empowering affirmation like 'I am Powerful' and repeat it 20 times, 30 times, or maybe just 10 times and you will notice how the word loses all meaning.

But when we say an empowering word, like 'Powerful' once and we stand shoulders back, head up and punch the air with as much ownership and passion as we can muster, as much energy as possible, we start to feel a change immediately. Now imagine the feeling of being powerful, embody it, and own it. Feel power coursing through your veins, feel it tingling on the surface of your body, feel it, see it and hear it in your mind, and own it. Now say the word 'Powerful' again and feel the difference.

Saying things once, or hundreds of times, without passion, energy or ownership is pointless. Engaging with it, owning it, feeling it and using the energy of it is the point.

Saying something again and again, louder and louder will not make it the truth.

Saying it from a context of truth just once will make it a reality to you.

Chapter 51 Reality or Construct? You Decide.

WHAT REALM DO YOU WORK OUT OF?

When something totally unexpected happens in our life, one normally wonders or asks: "how do I deal with it?"

A better question would be, "When I deal with situations like that, what Realm do I work out of?"

Consider: There are two different realms that human beings work from inside of. A 'Reality' realm called 'What happened' and an imaginary realm called 'Story/Interpretation'.

The 'What happened' realm is Reality, the facts. If you were a fly on the wall you would be able to see exactly what happened. You would see the facts; you would know exactly what caused something, the content of conversations, the incidents...everything.

Then there is another realm totally unique to human beings because of language and imagination. It is the interpretation of what may have happened. It's a construction by our imagination that builds something totally incorrect. A story we make up.

All of the interpretation or story you make up is extremely powerful, and can even be useful as a tool for improving and expanding your mind through creativity as long as you remember that the story you make up, or your interpretation, is not the truth.

Ongoing, we link what happened to the story we create about what happened and we make them one and the same.

The only thing that really happens is the fact. Let's look at a situation involving you.

Situation: He/ She didn't call me. Could be a client, could be a potential customer, could be someone you met and gave your phone number to...

Story: He/ She didn't like me, they were messing me about, I am not good enough for them, they lied to me, they found a better deal somewhere else, and they have been injured and can't get to a phone...

The only thing that really happened was the...

Fact: They lost your number or are just busy and will call you soon, but there really is NO Problem.

Everything other than the fact is a story not based on anything real.
But, who created the story? You did.

If you believe the story rather than what Really Happened then you will reinforce the fact with the story and you are locked in a vicious circle, over and over again.

If you can recognize that what you are concentrating on is a story you created and not the reality, what could you live like? What could be possible for you?

Chapter 52 Now is the Time

What are you afraid of?

Why are you putting things off?

Why are you delaying decisions, delaying calls and delaying talking to that 'difficult' person?

The definition of a Procrastinator is; someone who can't take NOW for an answer?

Are you one of those people who think "Why put off until tomorrow what you can put off until the day after?"

You're a Procrastinator!

Procrastination is a killer. It can kill achievement, business, personal development, quality of life. You name it!

Procrastination, or delaying your decision or action, can be the difference between success and failure. No grey area.

This scenario is so common...

You get a parking ticket. £60. Three weeks to pay. You put it on a table in the hallway with the intention of paying it 'when I get around to it'!

Three weeks later you remember the fine and realise that you have one day left to pay before it increases to £80. You are busy next day, but not busy enough not to take time and pay the fine. You decide that it is only another £20 so you will pay it 'when I get around to it'!

The next thing you know you have a bill for £180 and a further £300 to get your car back from the car pound

What happened? What happened was that you were 'doing' procrastination. You 'do' procrastination. Just like you 'do' happy, sad, excited and confused.

Kick that procrastination into touch.

Why put off until tomorrow what you can do RIGHT NOW!

"The wealth you are seeking right now, the millions you are seeking, whatever wealth amount you are seeking: is inside the cave you fear to enter!"

NO FEAR? KNOW FEAR!

Fear is very...Scary?

No.

Fear is very...Frightening?

No.

Actually,

Fear is very Fashionable!

It is so fashionable to talk about fear in the negative.

So much so that everyone is telling us to face our fears.

I also hear that it is good to live with 'NO Fear'!

Thanks for that Einstein!!! Imagine having absolutely no fear. I doubt you would live very long.

"Courage isn't the absence of fear; it's the ability to function in spite of fear."

Fear gets a bad press in my opinion. Fear is an emotion, just like any other emotion that we create. We can look at fear as a bad thing, or a good thing, to have.

Fear doesn't always stop us from doing something. It also makes us do something we want, must or need to, more often than we realise. Fear isn't always a limiter; many times it is a liberator. It is an emotion that sits within us waiting for us to use it.

I have heard the phrase "People are either running towards something, or running away from something". It is true. But running from the fear of NOT achieving is a very useful experience. Wanting to grow, advance and become more is also a version of being afraid of remaining where we are, who we are, and what we are. Fear can be a launchpad for Transformation because sometimes, we just HAVE to make a massive change.

Embrace your fear for what it really is. See it for what it really is. Understand it and you may see that it really isn't a fear after all, it's a sign.

Chapter 53 Quackers!

So...If it Quacks like a Duck and Looks like a Duck then it has to be a Duck, right?

Not from what I see, not every time anyway...

I run a lot of seminars. Law of Attraction, Persuasion, Sales Training, Inner Game, NLP, Motivation, State Management, Attitudinal Training, Firewalking, Glasswalking....It's a big list.

I have sat in on a lot of personal development seminars run by other 'trainers' in my time. I have even gone undercover at a few just to see what some people are actually saying and doing in front of groups of people, otherwise known as paying Clients/ Customers/ Delegates.

I have also kept a low profile at some Firewalking events up and down the country and I am amazed at what I hear sometimes.

Old, out of date, training exercises being rolled out again and again, either through inexperience, lack of training or just plain old laziness. On occasion I have actually feared for the safety of the public on some of these events. I saw an Arrow Bend once which could have ended up on the SkyNews.

Some are re-hashing old out of date exercises, or it's the new 'expert' that has either read a book or read someone else's notes or even just took a company over and decided they know what they are doing.

Some of the messages conveyed to the audiences leave a lot to be desired. A little knowledge is a dangerous thing. That's for sure.

The challenge you have is 'how do you know the person you are listening to, or the person training you, is the right one to follow.

I have to refer you back to a previous blog post with a story that hammers home the point:

It's a story about a man that would walk down past the jewellery store every morning and he would take out his gold watch and he would look in the window and he would set his watch by the big clock in the window. And then he'd be on his way. This went on day after day, week after week, month after month. Every morning for a few years the jeweller saw this man doing this.

Well, one day the jeweller is out in front of the store and he is sweeping the sidewalk

and the man stops, takes out his watch and sets it. And the jeweller said, "Pardon me, where do you work?" He said, "I work down at the big factory and it's important that I have the watch set properly because I blow the whistle at noon telling everybody it's time to go to lunch."

The jeweller said, "Isn't that funny? Because I have been setting that clock by that whistle every day at noon."

The moral here is, are you following the right person? Do they know what they are talking about? Where do they get their information from? How old is it? Does it work?

When I was at college the craze was (and still is if you look at the dumbing down of examinations) to not buy new text books but to read the textbooks others had used and read the writing, the notes made in pen in the margins, and check out the underlined passages. I couldn't figure that one out. The person who had the book before you could have been a mad man!!!

There is a lot that is lost in translation. Things get diluted, distilled and the original message can be lost.

Always check to see what their history is, who they know, who they have worked with. Better still; find out who THEY are following!

You see, once you start questioning you realise that sometimes, if it Walks like a Duck, Quacks like a Duck and Looks like a Duck...it could be a cartoon duck and NOT the real thing!

There is a lot of rubbish on the web, lies, untruths, fabrications, written by people with nothing but time on their hands and a bad heart. If you want to work with someone always ask them to provide a checkable history. Anyone working with me gets one whether they want it or not.

One more thing. There is a Phobia that is very relevant in the Self Help or Personal Development arena. The Phobia is Anatidaephobia ...It is the Fear that somewhere in the world there is a Duck watching you.....There are a lot of ducks in this business. I know who they are and I know they are watching me.

Chapter 54 The Cheese is Gone....Look Elsewhere!

Are you living the life that you want to live or do you look at other people and think 'hey, they have my life'? (Followed closely by 'how did they get that life anyway'?) Are you living life or just existing? (be honest!)

Do you keep doing the same thing again and again in the hope that you will get a different result? (Some people call that the definition of madness but you would be shocked at how many people do that on a consistent basis)

This isn't about 'Who Moved My Cheese'. In itself a good book about team work but not what I am talking about here. No, this is about getting what you want out of your life. Realising that waiting for something to come to you will not work.

If we put a rat in a maze with four tunnels and always put cheese in the fourth tunnel, after a while that rat will learn always to go to the fourth tunnel to get cheese.

A human will learn to do that too. You want cheese? Zip zip zip down the fourth tunnel, there's the cheese.

Next day you want cheese? Zip zip zip down the fourth tunnel and there's the cheese.

Now after a while the Great Lab Technician in the Sky moves the cheese to another tunnel. Zip zip zip goes the rat to the fourth tunnel. No cheese in the fourth tunnel. The rat comes out.

Goes down the fourth tunnel again. No cheese. Comes out.

Goes down the fourth tunnel again. No cheese. Comes out.

Goes down the fourth tunnel again. No cheese. Comes out.

At this point the rat will stop going down the fourth tunnel and look elsewhere.

Now the difference between rats and human beings is simple:
HUMAN BEINGS WILL GO DOWN THAT FOURTH TUNNEL FOREVER!
FOREVER!

HUMAN BEINGS COME TO BELIEVE IN THE FOURTH TUNNEL. Rats don't believe in anything; they're interested in cheese. But the human being develops a BELIEF in the fourth tunnel and he comes to MAKE IT RIGHT TO GO DOWN THE FOURTH TUNNEL WHETHER THERE'S CHEESE IN IT OR NOT.

"This is where it's always been, this is where it is always found, this is where it will ALWAYS be, it isn't here yet but it will come!"

The human being would rather be right than get his cheese.

Could this simple fact be why, for a long time now, you haven't been getting any cheese and your lives aren't working as well as you would want them too? Maybe you've got too many beliefs in too many fourth tunnels?

Well, that's fine. That's why I created the Human Potential Technology Transformation program. By using the Regeneretics system I have created we will blow up all your life-denying, cheese-denying beliefs so that you can begin locating what you really want. We're going to help you throw away whole belief systems, totally tear you down so you can put yourself back together in a way that lets your life work, and lets YOU work.

It will not be easy. You've been dedicated to knowing that you're RIGHT; your whole life is based on the principle that you're right. And the fact you're miserable, that your life doesn't work, that you haven't gotten much cheese for ages -- that makes no difference. You are RIGHT.

Your belief systems are the best that money can buy or minds can create; they're the right belief systems and the fact that your life is all messed up is just an unfortunate and unrelated accident. Isn't that right?

Your correct, intelligent, reasonable belief systems are directly related to your not getting any cheese.

You'd rather be right than be happy and you've been marching down fourth tunnels for years to prove it. You know you've been spending your time in empty tunnels because every now and then -- accidents will happen -- you experience some cheese: a freedom, a joyfulness, an aliveness so different from your usual flow that you wonder whether someone slipped something in your morning orange juice. And 'Wow!' you say to yourself, 'This is great, I'm going to hold on to this,' and you reach out to get a good grip on it and whoosh! It disappears. The harder you try to get it back again the worse you feel.

You'll NEVER get it by trying to get it where it just was. The Great God of Life in the white suit is always moving the cheese. You'll never be happy by trying to be happy, because 'trying' doesn't work. As soon as you have an idea about what you want and exactly where it is, you've ruined your chance of being happy and alive, because an idea or belief destroys experience and you are never going to be alive unless you live in the realm of experience...

The new Regeneretics program will not only show you, but demonstrate to you, that you can have exactly what you want, live the life that you want, and experience everything right now. Your belief systems will be broken down and re-assembled. Your perceptions of life will be changed. You may be alive, but Regeneretics will show you how to live!

Chapter 55 Now is the Time!

When one first went to school, to kindergarten, the idea was to push along until you got into 1st grade.

Then you had to push along some more to get into 2nd grade and then to push along some more to get into high school.

Then there's the pressure of pushing along even more to get into college and then step by step by step one gets out into the scary real world, where we have no safety net, and then the struggle intensifies.

We reach out for ladders to climb hoping that the ladder we are climbing is against the right wall because so many times one finds that the corporate ladder we have climbed is against the wrong wall, a wall that bears no comparison to another wall and we should have climbed that corporate ladder so we jump from one ladder onto another and we climb that one and when we get to our 40s or thereabouts we wake up and say to ourselves, 'Huh?' Have I arrived?

And then we find ourselves thinking that we feel the same as we did back then at the very beginning. The same way that we have always felt. And we wonder if we haven't been a little bit cheated.

We have all been fooled.

You are always living for somewhere you are not.

While I say it is of tremendous use for us to be able to look ahead in this way, there is no use planning for the future which, when you get there, it will become the present and you won't be there.

You will be living in some other future which hasn't yet arrived.

One is never in this way able to enjoy life in the now.

One cannot live at all unless one can live fully right now.

Chapter 56 A Crime We Commit Against Ourselves

Beliefs can be very detrimental. Even to the point of harm.

Why do I say that? Because we do harm to ourselves through a belief that we held but now know to be wrong. First:

I always get asked what I believe in. My answer is always the same: Nothing. I used to have beliefs. Wow, did I have beliefs!

I believed that things would turn out ok. I believed that I would get the job I wanted. I believed that the company I worked for would always be there. I believed the new marketing plans we worked out would be fantastically successful. I believed the new salespeople I employed and trained would go on to greater things in the company. I believed that customers loved our cable TV product and packages...the list was endless.

And when, surprisingly, some of those things didn't happen, and things went wrong, and the outcome was not what I believed it would be, guess what?

I had a belief about that too!

I believed there was a reason that things didn't happen and why things went wrong and I believed in that. It made me construct a whole new set of beliefs.

At a point in 2009, my transformational experience, which I have outlined before, made me stop and realise. I knew NOTHING. N-O-T-H-I-N-G-! And then I realised, I knew EVERYTHING I needed to know and I would ACCEPT new teachings and understandings ONLY when I had investigated and looked at them with a critical eye. No more blind acceptance just because someone who is successful, or has a lot of fame or money, or has a book or has been on TV tells me so. I question new intelligence. If it seems unreal, or I cannot experience it, I don't accept it until I can experience it. I do not believe in things.

Beliefs have a tendency to mess us up. We get so comfortable in a belief that we accept it as fact and stay with the belief rather than seek out the reality or the experience.

It is a stark reality when one considers this: Nothing in the world that is real requires a belief! Think of something in this world that is real and I guarantee you don't need to believe in it to make it real.

A belief is not reality. It is a perception of a reality, not an actuality of a reality.

I have had people say to me, 'You do believe me don't you?' and I have replied, 'No. But I accept that you believe what you are saying, so I accept it.' Big distinction. When it becomes a reality, when it happens, THEN I will have the reality, the experience and I won't have to believe.

How many times have you believed something?

Here is the sad truth of how debilitating and destructive beliefs can be....

Some people believe that being married will be wonderful, loving, inclusive, happy, even forever.

Some people believe that being rich or successful will be fantastic, fun, give them security, happiness and freedom.

Some people believe that the new job will be the one that will set them up on a new career path, that it will give them all the prestige and money they need, that they will really excel at the role.

Some people think that going to a particular place for a vacation will be life changing, awe inspiring, fun, exciting, wonderful and unforgettable.

Some people believe that the movie or the show they are going to see will be unbelievable, emotional, scary, funny, intriguing and the best thing they have seen for ages.

The fact is...

Some people spend more time, energy, effort and money on planning a wedding than on a marriage. They focus on the day, not the life together.

Some people spend so much time dreaming about what it is like to be successful and rich but never plan on what to do when they are.

Some people spend a lot of time, effort, and training to get the job rather than KEEP the job. They were great at the interview, but doing the job? No.

Some people put so much time, effort and planning into arranging a two week holiday but have no idea of what will happen in the remaining 50 weeks of the year.

Some people make a movie in their mind about how great a cd, a show or a movie will be. They believe it, they think it will be wonderful but then, when they listen or

see it, it doesn't match their expectations.

When one of those situations happen, when the reality of the situation is different from what our belief of it was, our belief has been so strong and believable and we have engaged with it for so long it makes us commit a crime against ourselves which, if we continue and repeat it, will destroy us.

Because reality was nothing like, or just different from, the belief we have carried around for so long,

The crime we commit on ourselves is this: we start to believe that we did something wrong.

We think that the reason the reality was nothing like our belief was something to do with us. It was our fault. We just didn't 'get it'. We are lacking in something.

No it isn't. It is the fault of the belief that we held so true, so right, so great, so close.

Reality is just that: Real. It is EXPERIENCE. Our beliefs are nothing at all to do with reality. Reality will always beat our beliefs. In fact: Reality doesn't give a damn about our beliefs. Beliefs are just ideas and opinions with no basis in experience. Only when we separate what we believe from what we experience will we begin to run our lives, but not before.

Chapter 57 RAFT of Knowledge

We have 2 brains. We have 2 different kinds of intelligence; rational and emotional. When we cannot decide we say we are 'in 2 minds'.

The techniques you are learning form a part of your EQ. That's your Emotional Intelligence. Your EQ is more important than your IQ. The IQ test may help you get a job but your EQ will help you keep it. A high IQ is around 135. As I said earlier: many people with IQ's of 135 and above work for people with IQ's of 100 or less. Why? Because the person with the high EQ, the one who knows how to relate to other people, talk to other people and interact with other people in a manner they like, is always going to be way ahead of the game and have people following him. Because they do it naturally.

I describe the Regeneretics seminar as a raft as it enables you to cross from one side of the river to the other. From who you are to who you were destined to be.

A raft is very handy if you want to get from one side of a river to another. You may want to get from the unsuccessful side of the river to the side where infinite power and success are available. But once you have reached the other side, you no longer need the raft itself. In fact, if you want to grow, and continue your journey, you have to leave the raft behind.

The challenge that we have, as humans, is that we tend to fall in love with the raft. We start to think, "This raft has been good. It's a useful raft. It's served me well. This raft is me!" But if we hang on to the teachings they will become a hindrance. You have to have the teachings ingrained, so ingrained in your mind they are second nature, and therefore, always inside you with no need for you to refer to them consciously.

The trick is this. By integrating the raft, or what we took on board while on the journey, into our being and into our unconsciousness it becomes second nature and we see opportunity, we hear opportunity and we create opportunity all around us. We become that person we were destined to be and we gain control of our lives.

Being awake to openings, opportunity and life is the best way to be. Your energy level is high, your awareness is at peak level and your state is at a higher level. You become a magnet for opportunity. It seeks you out. And once you become one with the teachings, you will always be ready. You will never need the raft again, because for you...there is no going back.

Chapter 58 The Energy and Freedom of Yes!

There is Energy and a Freedom created by the word Yes.

“Yes” Is a very powerful word.

It allows possibility, it creates opportunity, and it signifies agreement.

I remember reading an improvisational artist saying that the first rule of improv is to agree – to agree with whatever your partner has created.

The second rule of improve is to agree and then add something of your own to the mix.

If a scene starts with me saying: ‘Wow! Isn’t it cold in here?’ and you just say ‘Yes’, we are at a standstill, the exchange is over and there is no way forward.

If you had replied, ‘yes, and it can’t be good for all these old people sitting around in here’ then we are going to get somewhere with it.

Our patterns of conversation, the way we listen and speak and our first responses, are often defaulted around ‘no’ or ‘but’. If we throw some reasons to underpin our response into the mix we limit the future in front of us.

For something, anything, creative to happen or appear in our lives, it shows up in our stand for possibility, in our ‘yes’. I am not talking about manipulated events, not accidental or figured out but creating a context that allows for ‘yes’ to make things possible.

Standing up for possibility comes from nothing and when we create the field, the context, for ‘yes, and...’ it extends everything and broadens the horizon of possibility for us.

Creating ‘nothing’ is the foundation. From ‘nothing’ we have the ability to create anything. If we try to create from ‘something’ we will fail, because if we start with something we are merely changing something.

Chapter 59 Have, Be, Do Anything You Want!

Have you ever read a book like The Secret, the Power, Think and Grow Rich, Ask and It is Given, Rich Dad/Poor Dad and others. Haven't we all?

The bookstores on our high streets and online are turning over thousands of copies of these books every week. One common factor runs like a thread through all of these books: they promise to teach you how to make millions, be happy and manifest all your desires.

It is no surprise that they have been talked about on SkyNews, Oprah, CNN, NBC, The Today Show, and Newsnight and written about in Time Magazine, The New York Times, GQ, Cosmopolitan and hundreds of other publications. Major celebrities, famous billionaires and members of Royal Families have admitted to using the information in these books to achieve riches and fame.

When you read one, or all of them, did you get the feeling that something was missing? As if you had completed a 1000 piece jigsaw only to find that the most important piece was missing? You are not alone in feeling like that!

These books are very good. They explain a lot. They show you what can be achieved. But there is a problem with them...they ALL miss the most important secret key ingredient that makes the information REALLY work, and work FAST!

That's why most people who read them do not get results. Most of the people who buy and read these books get all excited about their life changing, getting that new job, new car, new partner and that ability to have some salary left at the end of the month rather than some month left at the end of the salary! Then, the reality sets in. They do everything those books suggest and they wait, and they wait, and they wait...and NOTHING has changed!

Quite naturally, people believe that they did one of three things:

1. They did something wrong...they didn't!
2. They didn't do it right...they did!
3. They missed something...no they didn't...it wasn't there!!

The third one is almost right! In actual fact, they didn't miss anything, it just wasn't there! It's very hard to miss something if it isn't there in the first place.

The fact is that there IS a MISSING KEY that has been PURPOSELY OMITTED from these books and others like them! This KEY INGREDIENT makes ALL THE DIFFERENCE!

I am about to tell you about the MISSING KEY to making ALL YOUR DREAMS COME TRUE! Here is how I learned about this and why I am offering it to you now.

As I have revealed in my seminars and on my blog, I have spent many years studying just what it is that some people do that makes the difference that makes a difference. Why are some people more successful than others? Why do some people seem to have everything while others spend their lives wanting? Why is it that some people seem to live high up in a rarefied atmosphere where wealth is all around them and yet, they don't appear to be doing anything different than YOU?

How many times have you asked yourself: 'Why can't I be more successful?' or 'Why can't I have what I want, live the life I want, and provide everything for my family?'

Get ready!

I am going to show you how to have, be or do anything you want!!

There is one major factor to know above all others.

There is an inner circle in personal development. People who teach personal development, in any shape or form, will teach you all you know, but not all that they know. That is the distinction.

HERE IS A VERY IMPORTANT POINT!

In all the books and seminars you have read or watched, in person, on tape, on DVD or on the Internet, you have ONLY EVER been given enough information to make you want more. The people promising you answers are not going to give you THEIR secrets because they don't want the competition. They are just going to tell you enough to make a slight increase in the levels of your life so that you see an improvement. So that you think 'it worked' but then...nothing else happens. If you are happy with that then stop reading now.

Here is the difference that MAKES the difference:

I UNDERSTAND how it works and at my seminars I SHARE THE COMPLETE PROCESS WITH YOU.

Here is the shocker, you better sit down: I DON'T CARE HOW SUCCESSFUL OR RICH YOU BECOME because I don't see you as a threat to ME...I KNOW THERE IS ENOUGH WEALTH IN THE UNIVERSE TO GO AROUND...IT IS ABUNDANT. THERE IS ENOUGH FOR EVERYONE.

The ONLY barrier to your success is YOU!

I have associated with some of the most successful and powerful people on the planet. This creates a “master mind” group – making the society even more powerful, and membership even more beneficial. When you associate and learn from super successful people, it actually DOES rub off on you — YOU are changed for the better!

See it as the ULTIMATE CIRCLE OF INFLUENCE AND SUCCESS...And the best part of a circle is....? BEING ON THE INSIDE!

Think about it...dream about it...AND watch for the next post when you will be given the opportunity of your lifetime.

In the meantime...think of this...

WHAT WAS YOUR LIFE LIKE FIVE YEARS AGO?

Chapter 60 Take Flight

I am writing this chapter as I sit on the plane flying back to England.

I love flying. I remember that one year, through work, I had flown over 140 times! Short day trips and longer flights.

I am amazed at the man behind me. He is holding a bible, and a rosary, and has spent the last two hours sitting there, head bent, and with his eyes closed. When I say 'holding' the bible and rosary I mean strangling them. His knuckles are white.

He isn't sleeping...he is praying: with the occasional groan.

The flight from LA to London meant a transfer at Chicago. He got on at Chicago and we have at least 8 hours flying time so, as prayers go, that is going to be a humdinger. I hope his personal God is taking notes.

So here we sit. All is quiet apart from the hum of the engines, the clink of the glasses at the bar, and the occasional groan of the praying man.

This is 1st class. There are big comfortable seats and a bar. I am up front in the bump of the Jumbo Jet.

Fear of flying has always puzzled me. They say it is the safest form of travel. You can be born on a plane, live on a plane while it flies non-stop and you would reach 77 years of age before it ran into any kind of trouble. I don't really believe that...I

think it would need to refuel occasionally.

Checking the in-flight magazine I see that we are strapped into a huge 231ft long metal tube that shot along the runway at 180mph to take off and climb up into the sky, weighing 833,000lbs, containing 52,000 gallons of fuel, flying at an average height of 36000ft and hurtling through the air at 565mph to land on a two mile strip of concrete....what could POSSIBLY go wrong with that? I wonder if the praying man has read that? Probably.

I hope he hasn't looked at the bulkhead wall. There is a door 3 feet away from him which, if I can, I will take a photograph of....there is a sign on it saying 'PULL'. It is a door leading to oblivion by the looks of it. I hope he realises it is not an option.

Chapter 61 Have YOU Got the Answer Yet?

Look around you, and tell me what you see on line...So many Guru's telling you they are an EXPERT!

So many of them promising to tell you how to be successful, but then forget to.

So many of their books saying they are going to change your life but don't.

All those seminars that promise so much but deliver so little...

What about the ones that tell you they are going to 'show you' how to change your life but just go on and on and on about how they changed their own life without giving you ANY details you could take away and implement or any indication of what they did?

Or the people who tell you to just 'Make a Wish' or 'Ask the Universe' for what you want, as if that's all you need to do?

What about the ones who offer you a free information pack and THEN tell you that to find anything usable you have to buy the 25 DVD set or attend the £5000 Seminar to get the information you really want? And even THEN you have to sign up for numerous downloads and books....

What about the think and grow rich people? OK I admit having the right mindset is key, but...that isn't all of it. No amount of wishing for something is going to make it materialise. I agree it focuses your mind on what you want but if you do nothing to go and get what you want, it isn't going to magically appear under its own steam.

'What you think about, and talk about, comes about!' Have you heard THAT one? That gem comes from 'The Secret' book and movie. Here's a secret for you...it is wrong! Here's the truth: What you think about, talk about, and get off your butt and DO SOMETHING about is what comes about!

You can touch yourself rich! Really?.....'Touch Yourself Rich' is a program out there where people believe that 'you will get rich if you touch yourself in a certain way!' Is that right? You can touch yourself until you are happy, but, YOU ARE NOT TOUCHING YOURSELF TO GET RICH! If that worked I would have been a Billionaire by the time I was fourteen!!!!

What IS it with all this stuff? These are people who got rich by writing books about how to get rich. Most of these 'Gurus' were not rich, successful, happy or 'living the dream' before they wrote the book. They wrote the book to get the money, the life, the dream. Choose your 'Guru' wisely!

Chapter 62 Consistency...an Every Day Regime!

What we do every day, on a regular basis, defines us. It is the key to success.

This has got me thinking and I can see the parallels with business success, personal success and this keep fit regime of mine.

I have been working out a routine, and a diet, and the lifestyle changes to make the dramatic change I need and I am made aware of how this is exactly like our routines we need to do consistently to be a success in life and business.

I am about to embark on a punishing fitness regime. After 5 years of semi sedentary lifestyle (on Doctors and Surgeons orders) I now have the complete, final, 100% go ahead to get back to my fitness level prior to the Terminator 2 style car crash I had in France that damaged my lower back which I posted about the other week. I am also going to be holding some seminars in various parts of the world and, yes, I do understand that travelling and hotels do not, necessarily, act as conducive elements to getting fit. The convenience food, the elaborate hotel menus and the travelling taking up so much time that it can inhibit exercise time.

I could make an even worse decision and wait for a better time or even the right time to start.

I say even worse decision because how do we know when the right time is? We can always do something other than what we need to do, so putting off starting could lead to never starting. Waiting for the right time could mean the right time is never the right time.

No, the right time is NOW and success comes to people who keep going, keep doing, and never give up.

I know that what we consistently do, on a daily basis, are the incremental steps that become habits, GOOD habits, routines that shape and form our objectives.

Each step is a step nearer to our goal. Each routine or habit is a refinement.

How many times, even though we know we should do things daily, do we try to catch up and cram it all in on one day?

I tell people to carry a notebook and write down things they think of or are told. Sometimes they forget and at the end of the week think 'Hmm what was that again?' and write all manner of stuff in one big hit.

Perhaps they need to do something daily at work but they don't. After a few days they play catch up, and things never turn out as they hoped.

Our daily routines are massively important, in business, leadership and life.

Not only that but when we fail to complete the daily tasks, and we cheat by trying to cram all the work in at the end of the week, it is highly dangerous and can be fatal for the business, the company and you!

According to my instructor, I should drink 1.5 to 2 litres of water a day. If I do that consistently, on a daily basis, out of routine or habit, then it will have such a beneficial effect on me that I can not only see the results, as in glowing skin, hydrated body etc. Within two weeks, the long term benefits are staggering. What's more, there is NO DETRIMENTAL effect to me, quite the opposite.

If I forget, if I just drink tea, coffee or sodas then guess what?

At the end of the week I may think "Hmmm that 1.5 to 2litres a day....I missed a week of doing that...so...that totals to 14 litres for the week, I know...TODAY I WILL DRINK THE WEEKS SUPPLY, 14 LITRES OF WATER!"

That will not have just an adverse effect....it will KILL ME!

My system will be overloaded...not by anything bad for me, the water is GOOD for me, it is just the amount of it in one hit. It has to be spread out on a daily, and consistent, basis.

It is the same with those daily routines and steps for work and success. If you are serious about being successful, do things consistently, every day. Otherwise if you try and play catch up, and you do all those good things that you should have done on a daily basis in one go...even though they are as harmless and as life preserving as the water, because you are overloaded...you will kill the business!

Success comes from:
Doing the right things DAILY
Sticking to Your plan of action and...
Being Consistent!

Chapter 63 Overview of the Regeneretics Training

The Regeneretics Standard Training is a form of participatory theatre. It is like a drama with one major overriding difference: Although a catharsis is one of the aims, it ALSO aims to bring the STAR of the drama, each participant to an experience of themselves which is the transformation itself.

To get the most out of Regeneretics I recommend that you don't try to figure it out. If you don't make an effort to understand it...you will probably understand it. The ULTIMATE way to understand it is to experience it so this is merely an overview without the benefit of reality.

The reality is total immersion over four 10 hour days. 40 Hours of transformation technology, and usually more. The training has been known to go on until 1am.

The setting of the training is arduous and the content is irreverent and intrusive. You cannot get sympathy from this environment. Within this setting a number of things take place but let's look at three of them:

First: There are presentations that are given by the trainer. Either I or one of my trainers will run the program. We provide information and philosophical analysis, distinctions and definitions; we monitor and give evidence of the differing levels of experience.

Second: The sharing of information and experiences and the questions from the participants. They are encouraged but not required to share their experiences, what's happening to them, their problems.

Third: there are the processes, the exercises that may be done in an altered state that stems from what's called an Autogenic Relaxation Method. The exercises take place in the room as a group or individually or in pairs. They are done sitting down, standing up or lying on the floor. Eyes closed, eyes open.

The exercises and activities are designed to bring out the various levels of unconscious into the light.

People have peak experiences during the training. The aim is not to make that happen for its OWN sake, but to transform the trainee's ability to experience.

We give a contextual shift: from deficiency orientation to sufficiency orientation. From a context of where things in your life are arranged in such a way to make you satisfied to an experience of being satisfied RIGHT NOW and organising things in your life around that.

The training promises an encounter with the self. The person you were destined to be, the REAL you. You need to connect to the real you, the real you that all this useless 'stuff' is hiding. We strip you back to nothing, so that the person you really are can see and recognise the person you were meant to be.

The only true way to create something is to create it from NOTHING! If you try to create something from something, you are just CHANGING or ALTERING something. In order to create something you first have to be able to create NOTHING.

Regeneretics is a self-confrontation experience. This confrontation is not with one's self, but the truth about one's self. It includes elements of Zen, Buddhism, Taoism, and philosophy, Cybernetics, Psychology, NLP and Neuroscience.

We conduct a context where a siege is mounted on the mind. This is to identify and examine the presuppositions of the trainees' positionality and break up the existing wiring of the mind.

The essence of Regeneretics is that it produces and IS what you get. People dis-identify from their minds, bodies, emotions and problems, which is the story of their lives. The training room is a safe environment so that you can step back and look at yourself instead of being forced to be yourself or defend yourself.

Every time your mind attempts to justify a concept you have about who you are or the truth about who you are, Regeneretics will puncture it. When this happens often enough, you start to be in silence. It is then that you experience the truth. That truth is: You Are.

While each of us knows that, the training allows people to know it experientially with their whole and entire being. We bring suppressed emotions to the surface so they can be experienced.

The training gives people the opportunity to be with all of the things which you have kept hidden or under the surface. As one by one those hidden things come up, they appear to be an enormous burden on physical, mental and emotional systems. Underneath the things people don't allow themselves to experience is the experience of their own truth.

The Value of knowledge is determined by the way in which it is known. This means, it's not only WHAT you know, but HOW you know it, that determines how you USE what you know.

We are stuck in our system of beliefs. Our lives are based on the idea that what we believe is actually so. In reality, what we believe is based on a system of agreements which just symbolise what is so. Our language or system of knowing is not experiential. They just symbolise our experience. Language just conveys something ABOUT experience.

Regeneretics introduces Real Knowing through a form of direct exposure. It's called abstract learning.

It's beyond believing. It's beyond thinking. It's beyond feeling. It's beyond sensing and beyond doing. It's akin to one of those moments when it all suddenly becomes clear after you have been working for days on a problem.

Without the addition of new information or facts, clarity unfolds, and you see the facts in a new way, which dissolves the problem and reveals the truth.

Four areas of concern are:

1. Mind Structure. This is the structure of our thoughts and a condition of how we work now. The organizational principle. Mind structures are not built on beliefs or specific belief systems or attitudes. Mind Structures GOVERN ALL belief systems, attitudes and viewpoints that arise IN the mind state. All of those things must conform to the mind structure. They govern what we know that we know and believe what we believe. During the training the trainees' context and organizing structure of the mind state is on show.
2. Mind Traps. These are resentment, regret, self-righteousness. Anyone continually tripped by the Mind trap will always be working from within the context of the trap.
3. Mind Stories. Each person has stories, experiences, beliefs which determine how their life is lived.
4. Mind Repression. Unconscious contents that are occasionally conscious. Individual traumatic occurrences. A Freudian repression of behaviour from the past.

All four areas may need to be dealt with but it is much more empowering to deal with the first of the four categories than the second or third or fourth.

There is a major flaw in psychotherapy and most of the self-help movement. Napoleon hill, Maxwell Maltz, the majority of the elite 'gurus' of personal development, psychoanalysts like Freud are preoccupied with the third and fourth categories. Focusing on the past can JAM that person deeper and deeper into the Mind system.

We give analysis, and experience in an experiential environment where the trainees TAKE PART in the exercises and training. Explanation ALONE gives no power. Mastery comes from realization of a philosophical context which operates out of the first two categories. Looking and studying and referencing past experiences as a template for the future does not work.

Past, disempowering, limiting beliefs and memories do not serve you but the majority of people engage again and again with them.

The past is something a lot of people tend to carry around with them. They reference it, they think about it, they look at it, they let it change their minds, they let it cloud their judgements and even worse, they carry it into their future.

If you are looking ahead, into the future, you want to fill that big open area with all manner of great, positive, useful stuff but...you have your past in there, taking up a load of room. We say, 'drop it'...you don't need to carry it around with you and you certainly don't want your past to limit the amount of space you have to fill in the future.

Regeneretics is about experience. Patterns and problems continue to appear but instead of acting them out, dramatizing them, one begins to experience them and thereby one 'experiences them out'.

The training itself is, as I said, about total and complete immersion over four 10 hour days, minimum. Usually, it's longer than that. Time is not the issue. We aim for 9am to 7pm. More often than not, the training is 9am to 9pm.

Day one is mainly conceptual and not experiential at all. It begins at a level where most people operate from, at a level of concepts. The trainees confront conceptual systems that devastatingly limit and shape them on a daily basis.

Day two consists of the Trainees bringing a statement of an unwanted condition that persists or a problem. We go over them in detail only to find that the trainees persist in conceptualization.

Their statements are narrative rather than experiential.

We then take them through the truth process. Many of them experience the disappearance of the problems. Then we take them through the Danger process. This does two things. They experience their own position and they experience the fear that drives them to hold on to that problem.

Day three is when we question the very nature of reality. We help rehabilitate the powers of imagination and the experiential reality of the trainees.

Day four is the discussion day where we discuss The Compartments of the Mind. This is where we lay siege on the mind. This powerful lecture like discussion stuns the trainees into a state of horror. By now they can take a concept and experientialism it. They hit Rock Bottom. But it is at that moment they realise that they are NOT their minds or their positions, or their beliefs: and they have falsely identified with them and created ego. At that point, they blow their mind, they transcend their mind, and the siege has ended. We give them the opportunity to experience choice and responsibility.

The Understanding of the Self follows. This is experienced after you have transcended the mind, you experience it directly.

The Self is without position, it is space. The space to move, breath, create without content; it's the context or matrix – it has no form, no process or content, no position, but it gives rise to them. This is who you really are. The trainees are now transformed, and the training is ended.

Transformation:

A transformed person is one who tells the truth and who understands that experience and reality are the only beliefs.

A transformed environment or business is one where the truth can be told.

Chapter 64 Level of Thought

“We cannot solve our problems with the same level of thinking that created them.” I have no idea if this is a quote from Einstein.

It is attributed to him but there are a lot of books, websites and forums that say otherwise. There is no empirical proof that he said it.

Whoever said it was absolutely right though!

A problem is created from a level of thought. Once we create that problem, or the circumstances that create that problem, we have to change that thought process to fix it. If we don't, we will be forever bound to the mindset of problem creating and not problem fixing.

We make one major mistake!

We assume that a higher level of thinking is required to solve the issue. This kind of thinking, as has been demonstrated over the years, is totally wrong!

Sometimes it takes ages, years, for someone to come up with an answer. That's because of two reasons.

1. They are working along the same guidelines, principles and thought processes that created the problem in the first place, and
2. They are so close and engaged with the problem from a perception of 'solving' that they can see nothing other than the problem.

Amateurs have been known to solve very complex problems that scientists have laboured over for years.

People can get 'caught up' in a problem. They engage with it, stay with it and eventually see nothing but the problem.

But sometimes, a fresh pair of eyes, like a consultant with no need to conform to red tape, policy, protocols and guidelines can look at something and see exactly what needs to be altered, changed or transformed to make it work.

Examples:

A truck is travelling along a country lane; the driver takes a blind bend and sees a low-level bridge straight in front of him. He hits the brakes, but he's too late. The truck slides into the bridge and is stuck fast. The driver attempts everything but his truck just won't move. Hours later the Police and Fire brigade are there trying to

release the truck. The road is closed off and it's starting to get dark. The Firemen are just about to start dismantling the bridge when a small child rides past on his pushbike. He looks up at the Police and shouts "Hey, Mister, why don't you let the tyres down?"

A delegation of Dutch prison officers visit an English prison and are amazed at a very large and expensive looking piece of steel machinery on wheels. It has claws, a battering ram and large pistons.

"What's that?" They ask.

The prison governor puffs his chest out and says:

"This is the latest state of the art piece of kit to deal with prisoners barricading themselves in their cell. It can push the door in and then clamp and lift the door off. It costs £150,000. I bet you would like one of these to deal with your prisoners who barricade themselves in!"

"No need," explains the Dutch official. "All our cell doors open outwards."

Sometimes the obvious is just TOO obvious to be seen if you focus on the problem rather than the solution.

Chapter 65 Identity

The way a person rationalises in a contextual framework of significance and evaluates previous actions, feelings and thoughts is what provides them with an identity. The alternative is to be able to be aware of the present situation and to recognize they are the cause of experience and to have aliveness. This detachment frees you from what are identifying with.

To do this you only need to be aware that you are the source of that with which you previously identified. Unfortunately so many people act with an identity that is a monument to their past. The person comes to view themselves and their life as the result of what has happened to them. This "point of view" gives them the illusion that they "know" why events occur and the "whys" almost always are seen as existing outside their control.

The function of "being" is based on the reality of the moment of existence. Being is the awareness, the recognition and the attention to the experience at hand. Furthermore, it is at the cause of experience. It is to "be" something rather than to "have" or "do" something.

The functions of mind and being are that as one dominates the other recedes, rather like those clocks that have a man and a woman taking turns to come out depending upon the weather. The point of view, once you have established it, tends to perpetuate itself so if a point of view about oneself or others is threatened by new information, the records of the old experience come into play, and determine the current behaviour and limit any sense of being.

"It is the dominance of the mind function, the need to protect an identity rooted in past experience, which limits a person's satisfaction and sense of completion. For instance, an individual who views himself as an unhappy person will act to protect this point of view and, in order to be right (another function of the mind), will continue to be unhappy. The person as a mind or identity will justify, explain and find reasons to support his unhappiness. He will even find it righteous to be unhappy, and yet this activity will never bring the sense of satisfaction desired. His action will be grounded in the past, and it will deny him a full participation in the present."

EXAMPLES DETAILING IDENTITY DIFFERENCES

Some of the common attitudes and activities associated with the protection of identity include the need to be right while making others wrong, the need to dominate the situation while reducing the effect of others, the need for self-justification that results in the invalidation of the ideas of others and the sense of self-righteousness that provides an illusion of survival. Self-righteousness, for example, can take

various forms, such as the attitudes that "I am poorer than thou," "I'm more stupid than thou," and "I'm more tragic than thou." It generates a kind of reverse superiority.

These are patterns of behaviour that most of us demonstrate in our daily lives. They are not necessarily the gross examples that have come to be associated with cases of neurotic or psychotic personalities. The "point of view" is a function that we all possess, and it is that aspect of our lives that limits our ability to be authentic, to create new experiences and to see life as it exists in the present. Patterns of behaviour that are expressed in the need for success-or inferiority or superiority-can dominate an individual's life, as in the case of the neurotic, or can be found in the everyday games played by normal individuals. In each situation the persuasiveness of the point of view limits the individual's experience of aliveness and likewise affects the relationships he establishes.

The example of a person who develops an attitude of inferiority based on early experiences will serve to illustrate the mind's dedication to its own survival as well as demonstrate the resulting pattern of personal relationships. If early experiences have diminished a person's feelings about himself, he will tend to act out these feelings in subsequent behaviour. Reinforcement may come from old interpretations of new interactions and he may come to expect or create further personal devaluation. Over time this pattern, this point of view, becomes more thoroughly substantiated and the individual assumes the identity of inferiority. The individual also develops reasons to explain his feelings and behaviour and these help to defend him against any threat from situations that do not support his concept of personal inferiority. Within this context the mind is dominant and behaviour is automatic no matter how well explained.

For the identity of inferiority to remain whole and right the activities of those who attempt to help will be perceived as wrong, just as those who attempt to criticize will be wrong. The helper will fail in his attempt to change the individual; the critic will receive blame as the source of negative feelings. The person with inferior feelings ultimately considers himself right because "It's the way things are," and "I can't help it." Each attitude is controlled or dominated by the condition of inferiority; a condition based on a point of view developed in the past and defended to protect a sense of identity.

While this is an exaggerated example, it expresses the model for everyday situations in many of our lives. It demonstrates the purpose and methods involved in the way we deal with disagreeable situations, differences of opinion, upsets with others, disappointments and unfulfilled expectations and the infinite variety of circumstances perceived as threats to our personal identity. This identity is at odds with a clear perception of the present, with an acknowledgment of responsibility and a personal sense of aliveness and satisfaction.

Chapter 66 Don't Try – Just Do it!

Yoda said,

“Try not. Do or do not. There is no try”.

(Well it was Frank Oz actually but I didn't want to ruin the moment!)

If I tell you, “I tried to open the door”, you know I didn't open it. If someone tells you they will “try to be there” you can guarantee that they will not be there.

Try is another word for fail, unless you play rugby of course.

Don't even think about trying to do something, do it and be determined that you will 'do it'. If not, you will merely try.

Here are a couple of things to forget.

“If at first you don't succeed, try, try and try again”.

Why bother? If you don't succeed, make sure you do it next time. Or hide all evidence you attempted it.

And:

“The whole world loves a tryer”.

Of course they do. People love tryers because they never really achieve anything and it makes them feel better to have someone less successful than them around.

You must be a do'er and not a try'er.

Achieve things and be a success.

If you are not, don't try to be. Just Be a success!

Be the person you were DESTINED to be!

Chapter 67 The Belongers!

How interesting it is to see that in some areas of this vast world, areas known as British Overseas Territories STILL have the right to classify people as 'Belonger' and 'Non Belonger'..

I remember Richard Branson saying that he had fallen in love with the signage that the British Virgin Islands arrivals building has in the immigration hall saying 'Belongers' and 'Non-Belongers' in place of 'Resident' and Non-resident'. I have fallen for that sign too.

I really fell for the term when I arrived at the Airport in Providenciales in Turks and Caicos and saw for real the same signs in the arrivals hall. I totally wanted to be a BELONGER!

How extraordinarily Powerful is the word 'Belonger'?

Nothing says more about how a country feels about you than when it tells you it thinks you belong there.

Perhaps we should use the term more often?

I have started to use the word for people who work for me at the Moore Consortium. I think a lot of Communities should use the term BELONGERS for their members too.

What if your company had Belongers rather than Employees? Would your 'Belongers' feel more involved, included, appreciated?

When your people 'belong' where they are, it breeds a whole new form of loyalty. They believe that they make a difference, not only to the company but to everyone around them.

What a great difference it makes when a nation decides that it's people BELONG HERE there rather than just 'living' or 'existing' here.

How Powerful would it be for a company, or a community, to decide that its employees or members 'Belonged There' rather than just 'worked there', or were just members?

How about getting rid of the name Human Resources or HR Department? I hear employees call it Human Remains or Human Reburial Department! I admit, many years ago during meetings at Cable London/ Telewest (when I had a 'proper' job?)

we used to introduce the Head of HR as 'Jan from Human Remains!' Everyone laughed, including her.

How about...Belongers?

I am a great believer in Transformational Language and Change....and this combines the two. Change our terminology and our language will transform our people.

Chapter 68 Live How You Want to!!

“Age is a number, and mine is unlisted!” That is a well known quotation. Here's a quote that I think it sums up one of the main tenets of Human Potential Technology.

"Live your life and forget about your age. That's the difference that makes the difference. A lot of people live their age and forget they have a life!"
David Moore - HPT-Transformation

It was an off the cuff remark at a Seminar in London a while back and when I said it I had to stop and think about it because it came from nowhere. I said it without thinking, and as I hadn't heard myself say it before I was stunned...Just one of those occasions when, during a seminar, a question is asked and I make some sort of comeback.

But how right is it?

Have you noticed when you watch a movie from the 60s or 70s how old people look? You think they are 50 but actually they are 35! All the joy and energy seems to have been sucked out of them and they are older than their years.

They are not living life, they are living their age.

If you are going to do that why not pick an age that you really enjoyed and stick at it. OK you may get older on paper but in the mind, where it really counts, you can stay 35 or whatever age is right for you.

Don't succumb to getting old in thought.
It will not serve you.
Take risks, take chance and seize the moment.

Remember, it is NEVER too late to have a happy childhood! ;-)

Chapter 69 Personal Leadership Tips

I had a very happy childhood. My family were very poor, in London's East End in West Ham, but my parents gave me love and I grew up in a loving family. We had hardly any money, but we were happy. We weren't dirt poor, but we were dusty ;-)
We had a toilet at the bottom of the garden and a tin bath that hung on the wall outside until it was time to fill it up and put it in front of the fire.

My parents pulled us out of that situation by hard work.

My father worked his way up a corporate ladder through the late 60's right up until he retired in 1990. He started with Woolworths on the shop floor stacking shelves and gradually got promotion after promotion until he was in charge of the stores in the south east of England. He made his way through a few supermarkets, like Fine Fare, finally becoming a senior area manager for London the south east of England for Bejam/ Iceland.

He was always sought out at dinner dances and corporate events by up and coming managers and assistants who would sit and talk to him and listen to his advice.

Sadly, my Father passed away on November 3rd 2002. My Father was a LEADER!

I remember hearing about a school of parenting that was all about 'children being seen and not heard' and parents telling their kids to do something 'because I say so!'

My parents were not like that. My friends' parents were not like that.

Isn't it amazing how many bosses ARE like that?

Being 'bossy' is not an attribute that I have ever admired.

The term, the Boss, has always conjured up images of a corner office with a secretary sitting outside who you have to either side-track, confuse, occupy, kill or marry to get past to the Boss.

I started as a Saturday boy at HMV records in Stratford in East London. 18 months later I was the youngest store manager at 18 years old. I continued climbing corporate ladders and one day I was the Sales and Marketing Director in the Cable TV industry for Cable London and I was also the national sales trainer for Telewest/ Comcast.

TIP 1: Get out of your office.

When I was given an office on the third floor of a massive building off of Tottenham Court Road in London I knew I had to do something about it.

The LAST thing I wanted to do was fall into the trap of corporate culture and lose sight of what the public needed, and lose the ear of the man and woman in the street, our customers, and listen to Marketing people instead. My Father was always out and talking to people, staff, working a room or networking long before it was called networking. He taught me.

We had a great Marketing team but they had never cold called, sold anything, walked the streets in the snow and rain, knocked on a door and spoken to complete strangers to sell our product.

I was hardly ever in my office. I had a computer, and a phone.

I would walk into one of our offices that were dotted around London and just pitch up there for the day, grab an empty desk and work.

It was a nightmare for my P.A. Alexa, but she was brilliant at knowing what calls to put through and what to divert or take a message for. She was my right arm and I still keep in touch with her today.

The thing is, if you are not out there, visible, talking to your people, out in the field and leading them you cannot stay in touch with the ever changing realities faced by your business.

I cannot impress upon people the importance of remaining 'In Touch' with the public.

Tip 2: Meetings.

Sitting in the boardroom listening to complex and detailed analysis and reports that have been collated by people who get their feedback from the front line is not the same, and cannot ever compare with the experience of being there to see and hear it first-hand.

I HATED boardroom meetings. I soon discovered that BOREDroom meetings were what they should be called. People would get too comfortable in a boardroom. Those relaxing chairs, the air conditioning...Zzzzzzzzz

Two weeks later I had all the chairs removed from the boardroom and the boardroom table raised by two feet so that you had to stand at it, like standing at a bar. It was amazing! The meetings went from one hour minimum to 15 minutes maximum. Productivity soared and endless banter stopped.

Tip 3: Your people have ideas too.

By listening to people, I got a very good insight into what they thought about the company and what issues they had and in fact, that started me off on one major radical communication shift with the employees. It was simple and very effective. Each office had a suggestion box. I had installed another box. It was for salespeople to anonymously raise a concern, be it a business process or an issue with the product. BUT, there was a major difference. NONE of these concerns would be read unless the person filled out the back of the slip of paper. They had to come up with a solution too. One of the best ways to make your people think and grow is to ask them to come up with a solution to the problem they bring you.

Tip 4: Don't be a boss.

I now work mainly from home, or from the hammock in the garden. I travel around and run presentations and seminars all over Europe. I don't ask people to do things I wouldn't do myself. It is rare that I speak to salespeople who have a challenge I haven't overcome or work in an industry that I have not had experience of.

I saw a movie on TV the other day of a battle and the generals were miles behind the front line and sending messages to the troops, sending them into battle. This is very similar to the way companies are run today. Bosses sit far removed from the front line and send memos or emails to the troops.

A Leader is a very different animal to a Boss.

A bad Boss is no better than a bad schoolteacher, pouring his opinions into children's heads in a 'my way or no way' style.

Tip 5: Don't hold a meeting if you can GO to the meeting.

Whenever I had a meeting with people during my corporate years I always went to THEIR office rather than invite them to mine. It wasn't that I was anti-social, far from it. The reason was simple. I could never get people to leave my office. They always wanted to talk about this, about that, all manner of stuff. I was very busy, and I was sure they should have been too. I always went to their office and spoke with them. That way, I could leave at any time I wanted to. As soon as I had said what I needed to, when a point had been discussed and dealt with, I was off. Meetings have a tendency to drag on if not controlled.

My mentor, Hal Stamford, told me that he always arrived 5 minutes late for meetings. If it could start without him, he needn't be there.

I am not an educator. I am a teacher.

Educators take something simple and make it difficult. Teachers take anything and make it simple so that EVERYONE understands. Teachers put stuff on the bottom shelf.

Great Leaders, like Great Teachers, do the opposite to Bosses. They draw opinions and ideas out of their students or associates. In doing so, you make people think for themselves and when they see you take their ideas on board they feel included, part of the team, they grow and they feel their opinions count sometimes.

You see, soon, someone will say, 'OK, you're the boss'.

Just reply, 'Hey, we are a team. I may be in a leadership position, but I want you to tell me what YOU would do if you were in my place?'

It makes them feel that they are part of change, part of the company and part of the future. It makes them feel included. It makes them feel that their ideas and opinions count. It makes them feel valued by you.

And that's what Leadership is all about.

Chapter 70 Is Imagination More Important Than Knowledge?

What do you think is the BIGGEST reason people don't follow through with an idea? Not EVERY idea, but the BIG ones! Well?

HOLD THAT THOUGHT!

I am a great believer in there being no such thing as a bad idea....Bad ideas do not exist! No, never, Nothing!

I have said before that there are two kinds of ideas. Great ideas and mad ideas. Sometimes the mad idea isn't actionable...but, not being actionable does not mean they are bad ideas. It means that they are ideas that, though great ideas, cannot be realised because of other factors. These factors may be time, money, effort etc. Sometimes things happen that preclude you from taking action on an idea, however safe or mad.

The biggest thing for me is people using their brains.

I cultivate a climate of 'controlled madness' in my office. I encourage a 'can do' mentality.

A sign in my office says; 'Find a way or make a way.'

'Organised Chaos' is my favourite description of my office culture.

In that sort of office, there are no bad ideas.

And NO ONE is afraid to say anything, ask anything come up with an idea for fear of being laughed at. Even ideas that we find will not work more often than not have some element of a great idea that can be used somewhere else.

So, What DO you think is the BIGGEST reason people don't follow through with an idea?

I believe the biggest reason people do not follow through a potentially big or life changing idea is...they think it has already been thought of and built or made or is on the market already.

In other words, they think; 'Ahh, someone will have already thought of that!'

I LOVE watching Ice Hockey. I love all winter sports but Ice Hockey for me is exciting. I enjoy everything about it; the speed, the tension, the fights even. And boy, are there fights?

Ice Hockey is about 150 years old. The Goalie mask is...not. It was invented by a goalie called Jacques Plante in 1959!!! Why? He got tired of being hit in the face with the puck!

He finally had his nose broken and that, I suppose, was his tipping point. Montreal Maroons' Clint Benedict wore a crude leather version in 1929 to protect a broken nose too, but Plante introduced the mask as everyday equipment, and it is now mandatory equipment for goaltenders.

My point is...Wouldn't you think that SOMEONE would have come up with this idea before then?

There were millions of people who enjoyed the game but only two guys who came up with a safer way to play it.

You see, there are thousands of equally obvious, audacious ideas out there...YOUR job is to be thinking about them!!

I firmly believe; Imagination is just as important as knowledge!

Chapter 71 How Do You Like Your Team In The Morning...Poached or Scrambled?

One of the biggest issues we have as Leaders is our people. Our teams.

It is not only the recruiting but the retaining of our people that we as leaders have to concentrate on. What makes a team of people exceptional or, at the very least, effective?

Recruitment is a major issue. More so than at any other time. I have never seen so many recruitment companies as there are these days. When you look at the amount of recruitment sites and companies around you get a clear understanding as to why it is so difficult for people to get a position these days, as sometimes 50 different companies are propelling people towards the same opportunity.

I have been a Sales Trainer and Seminar Leader for almost 25 years. As a Sales Trainer I can tell you with 100% authority, recruitment of the right people is the biggest issue. All the sales training in the world will not make someone who is not interested in the role better at it.

I read a sign once that said 'You can lead a horse to water but you can't make it drink. You can lead someone to knowledge but you can't make them THINK!'

Although it doesn't rhyme there is also the line 'You can give someone ability but you can't make them use it!' which would fit nicely on the end of that.

As leaders we have to be pretty savvy when interviewing people. We have to listen very carefully at what the candidate is NOT saying just as much as what they are saying. We also have to consider that this person may be fantastic at interviews but not at the job itself.

People spend so much time and effort planning and organising a two week vacation but make no plans for the other 50 weeks of the year. Couples spend so much time, energy and money on a wedding but have no idea how to STAY married. Likewise, people spend so much time and energy on getting the job when they have no real idea of how to do it or keep it.

One of the most simple and plain truths there is in recruiting the right people is to look for them rather than let them come to you.

Having a team of people with scrambled abilities and dedication is a nightmare...consistency is what you need. A company needs a minimum level of ability in its people.

You may need to consider looking at other companies, other businesses, and target their people.

Hey, controversial huh?

Poaching? No! It is all about giving people alternatives.

The BEST businesses in the world have the best.....PEOPLE. You cannot sit around waiting for these people to come to you. Go and get them. Create your team of excellence. Design and mould a team of infinite ability and then train them in the ways of your company.

It is necessary for your people to have the ability to learn and the mindset of an achiever. You can give them all the knowledge, tips, techniques, strategies and tools in the world. They have to be capable at some level already to be able to go to the next stage with you.

I know that a motivated idiot is the most dangerous person to have in any business. The saddest is a person with all the ability in the world but no desire to use it.

If you want a high performing business you need to recruit and retain high performing people. It is a well-known fact that one great person can outperform 100 good people. The bottom line is this: If you want a team of excellent people you need to hire excellent people.

I visit the Pomme d'Or hotel in Jersey in the Channel Islands every couple of weeks. Their staff can never do enough for their guests. They have a level of service that exceeds excellence. They call your room every now and then and ask if everything is fine. There is a smile on the face of every member of the team.

I said to the Manager one day: 'your people are so friendly, always willing to help and always smiling and happy to see people. What do you do to train your people to be so friendly?'

She said, 'We don't train our people to be friendly. We just hire friendly people!'

Wow! How simplistic is that? Of course, that can be translated into 'We just hire THE RIGHT people.'

Chapter 72 Real Life Experience Vs Theoretical Leadership Training

Would you deem an Ontological approach to leadership more useful than a 6 year Doctorate from a business school?

Is there a difference in Leadership ability or even mindset between a person who has been schooled via a classroom, examinations and a tutor and a person who has learnt through experience?

In short, an epistemological mastery (a from-the-stands mastery) of a subject is the theory, such as theoretical business models in university and college study or role-play in a training room, which leaves one knowing what a leader has to do.

An ontological mastery is a reality version (an on-the-pitch mastery) of a subject, as in absorbing more and more duties in a current employment position, facing challenges, dealing with potential issues until such time everyone else assumes you are in charge or you have grown into the role, which leaves one being in a leadership position.

Do we need to learn to lead or is Leadership something we all have within us that lies dormant until we need to 'take charge' because something needs to be done but nobody will do it until told? Is THAT the moment we step over the line and become a leader. Is that the time we light that leadership fuse? In many cases that is the only time that fuse is lit. Something will tip us over that point and we become a leader.

I do what I do because I saw so many other people coming into the Company I was leading to give management consultancy programs and I would think 'I know more than they do, I can do that, I can teach that'. My tipping point came when I realised that not only did I know more than they did and I could present it better, I wasn't using my knowledge to its fullest extent in the role I had acquired over a number of years. I had gone from salesman to Sales and Marketing Director with a sales team of 600 within two years. I became the national sales trainer for Telewest and then decided to work for ANYONE...taking Leadership to a whole new level.

My belief is that if you have ever got someone to do something for you, or they have done something just because you have asked them to, then you have led. We all lead others in our lives. We have all been led by others too.

Is it possible that one can learn something in theory without the reality of the role. Is learning the theory of Leadership enough to make you a leader that can inspire, transform, and motivate others to follow you?

Learning in an ontological format leaves one being a Leader which, in itself, allows for the development of self-expression in the role. If you think about what it takes to

be the most effective leader you can be, to match the effective leader you hold yourself out to be, it really has to be about you and your natural self-expression of who you are.

The important word in that paragraph is 'Natural'.

If you watch Rafa Nadal play Tennis or Lionel Messi play football I don't think for one moment they have to 'remember' how to play, the game is just a natural self-expression. Of course they have technique, skills and ability but it is unconscious competence. Their natural self-expression makes them extraordinarily powerful and effective 'players'.

A natural leader can only become 'natural' in the role by being a leader. It is only then can one understand, in the real world, what being a leader is all about.

A Leader needs very high levels of being and action. Certainly if one is to plan a future, it will be based on certain conditions and elements that are in the current time. A target or goal is based upon our being now, when in fact it should be based on our being then.

A persons 'being' and 'action' must be aligned and in unison to make them effective, as a tennis player, a footballer or as a leader. When one is being a leader and exercising leadership skills this occurs through natural self-expression dependent upon how what that person is dealing with as a leader occurs to them. The goal as a leader is: 'how am I going to get what I am dealing with as a leader to occur for me so that my natural self-expression as a leader can deal with it?'

So where do we get our being and action when creating a goal or a target? Mostly we get our being and action from the contents of our brain, which is filled with experiences from our past or current existence and experience. If we stand in the future, which is where our target or goal is situated, what the brain can draw on is imagination and creativity. If we stand in the past we cannot see the pathways that lead to the success. If we stand at the bottom of a mountain and look up, it is difficult to see how we could possibly reach the top. If we stand at the top of the mountain and look down, we will see more than one way to get to where we are.

Standing in and leading from the future reveals a lot more possibilities for realising that future goal or target.

Outstanding leaders never come up with a future and present it to the people they are leading. They find a way to get that future created from the people they are leading.

If you came to me and said, 'Dave, this is the top of the mountain, this is where we are going and we are going to get there...' I have to buy into that. But if I participate with you in deciding which mountain is the top mountain, that doesn't require any buy in from me. Getting there belongs to me as well as you, maybe in a different way, but I am involved. The leader will have had a lot to do with shaping meetings and conversations to enable their team to see and share the vision and decide which mountain is the one to go for.

The leader must be committed to the critical importance that the future really belongs to everyone, not just the leader. Your people have been moved, touched and inspired not only by your input and leadership but by the fact that their contribution made a difference. A combined noteworthy contribution on a shared goal will reap far greater rewards and this only compounds the basis of ontological learning. You have to be part of it to get better. All the theory in the world, all the textbooks in the universe will not make you the leader you are meant to be.

If you balance on a stool in your kitchen you can practice all the strokes and movements of being a swimmer but you will not be a swimmer until you get in the water.

Chapter 73 How to Have, Be and Do ANYTHING you want! This Is The Sign!

My story is very unique.

I have lived a lifestyle most people only dream about.

My achievements in business, health, my uncanny luck, and my lifestyle have amazed me and the people who know me. I have lived an amazing life.

Here's what using these powerful secrets has done for me:

My associated companies have done MILLIONS of pounds in sales

I have owned Publishing companies, Sales companies and businesses in the UK and in many other countries

I have lived in million pound homes, all across the UK, and on 3 continents

I live a life that allowed me to drive cars like Rolls Royce's, Ferraris, Jaguars, Bentleys and Mercedes

I have owned millions of pounds worth of fine jewellery, gold, antiques and art

I travel first class wherever I go (including jets, limos and the most expensive hotel suites)

I've had private chefs, drivers and bodyguards

I've dined in the finest restaurants and enjoyed the most expensive wine and champagne

I have associated with some of the richest, most powerful people in the world including Prime Ministers, Generals, business tycoons and Hollywood celebrities

I also have unreal human health (I virtually NEVER get sick)

The reason I tell you these things is NOT TO IMPRESS YOU.

It is to IMPRESS UPON YOU that I know something YOU NEED TO KNOW!

If YOU learn what I have been taught, YOU could HAVE, BE or DO ANYTHING YOU WANT IN YOUR LIFE!

But life was not always good for me!

I was an only child, born in a very poor part of East London. My parents worked VERY hard to put and keep a roof over our heads. I grew up in a very loving environment with the best parents anyone could wish for.

Things didn't get better until my Father became a Manager with a very large supermarket chain. He became an area Manager and Director before he retired. In the early days we had no bathroom, just a tin bath in front of the fire three times a week. We had a toilet at the bottom of the garden lit by candles. We had no

telephone until I was 12 and a colour TV didn't appear until I was 15. My parents worked long hours to make money. I went to work when I was 15.

Before I discovered how to get everything I wanted and learned the secrets, I was just an average guy who grew up in a very poor and moneyless environment.

I never went to college, that was much later, and for years went from job to job. I did not have “connections.” I was dead broke and overweight. Life was a struggle. Making ends meet was tough. I was in debt and had trouble paying my bills. I couldn't get a date. I was unhappy and unfulfilled. Things never went my way. I felt like I had a black cloud over my head. I was unlucky in everything. I felt like a curse was on me. (Maybe you can relate in some ways.)

I WAS KING MIDAS IN REVERSE...
EVERYTHING I TOUCHED
TURNED TO CRAP!

I was desperate to change my situation. I read over 1,000 self-help books and went to every seminar I could, to learn HOW to be successful. The problem was that none of the people teaching me WERE successful! They all made their money TEACHING other people how to be successful! They NEVER did it themselves!

Everything I learned was THEORY.
It just didn't work in real life.
Worst of all, it was just a theory to the people who were teaching others.

But I was a young man who seemed to have potential. Although not a member of an elite privileged family, I was fortunate enough to meet someone who knew how to get what they wanted. They also showed ME how it really works! It was a total fluke. I was at the right place at the right time. They gave me an offer I could not refuse. At the time I did not know WHY I was chosen to learn all of this.

When I received my invitation I immediately accepted! I studied and learned the secrets with more passion than anyone ever had in their history!

It turned out I was gifted with the unique ability, much like Einstein, at “crunching” or simplifying complex concepts and making them easy to understand and apply. I totally integrated the “secrets” into my whole being and life!

I even created what I call the “5 Second Miracle” from all this amazingly powerful secret information — which is based on taking 100% responsibility for everything that happens in your life. I simplified the secrets I had learned, the information and secret keys to success.

One day, I felt I was READY to see if this secret information would REALLY work like they told me. Could it be true that by simply applying this fool proof, almost magical secret, I could HAVE, BE or DO ANYTHING I WANTED? Would it REALLY be that easy? Would it REALLY work so fast?

All these well-known, powerful, and super rich members told me it was true, and they had the physical proof it worked. They had the money, wealth, power, control, luck, health and status. It was definitely working for THEM. But would it work for ME?

It is a little like changing fonts and colours and margins on a computer. It may look great but it will not be a permanent change unless you hit the 'APPLY' button.. and I hit 'APPLY' in my life!!!

Everything changed almost overnight for me! From the MOMENT I starting using this new knowledge, it worked – in fact, EVERYTHING in my life became better. It was almost magical! It was almost like I had found Aladdin's Lamp and had a Genie that would grant me every wish I had!

Within a short time, I got out of debt. I started making more money than I could ever dream about. I became lucky at everything. I lost weight. My health became amazing! I had luxury cars, houses, jewellery and clothes. I bought my parents a home and a new car. I travelled first class, and most importantly, I was HAPPIER than ever before. I was living a stress-free magical life

I felt I could see the future and predict events and will things to occur in my life with uncanny accuracy!

I also felt totally in control of all situations and people.

My confidence was at an all-time high and I had no fear in my life!

I have attracted MONEY FROM ALL DIRECTIONS and have enjoyed a lifestyle that most people could not even imagine.

People all around me could not believe my success! It happened so FAST it looked like I hit the lottery! I became super "lucky!" Everything I touched turned to gold as if by magic.

Then one day, a person who worked with me came BEGGING to learn my secrets. He wanted to know HOW I was getting so lucky.

After three years of BEGGING, I reluctantly decided to teach SOME of the secret discoveries to him. This was AGAINST the rules of the PEOPLE WHO SHOWED ME!

These discoveries and secrets were for THE CHOSEN FEW ONLY! But I felt I was only revealing a “FEW” of the secrets – NOT ALL OF THEM.

These secrets are SIMPLE and EASY to learn. He was a quick learner and he started applying these secrets right away.

Within a year, starting with ZERO, he became RICH BEYOND HIS DREAMS!

I could not imagine how good I would feel seeing another person succeed with this knowledge. It was fantastic!

Like I said before, I am not telling you this to impress you. I am telling you to impress upon you that...you are no different to me, you can do this too.

Chapter 74 Energy Vampire or Mood Hoover

Well, I doubt if anyone would say no to a REAL Vampire if it was Kate Beckinsale in Underworld but...You have only one life to live. You want to be happy and to make your life meaningful.

You haven't got time to waste associating with negative people (Energy Vampires and Mood Hoovers). They will drain your energy and when they find a willing or captive audience, just like a real Vampire (Real vampire?) they won't let go once they have sunk their teeth into you.

Negative people may have justifiable concerns but too often they get over involved in minor matters and imaginary transgressions.

Negative people may be envious of your ability to. They may also be scared of your ability as you could inadvertently outshine the 'leader'.

They may feel guilty knowing that they aren't willing to pay the price that success asks.

Negative people are usually negative because they have given dominion to their happiness to others, often many others.

It's the boss, the neighbours, the kids, the politicians, and the police.

It's money.

It's the bills.

Be polite and encouraging to negative people. Listen to their complaints or stories but only once.

Give them a copy of this book. It may help. Chances are they will hate it. If their 'problems' are serious enough, guide them to professional help.

Don't judge. Empathise with them but avoid being drawn into their web of unhappiness.

Help those you can while realising that you can't help or save everyone. You can open your heart, be compassionate and still be strong enough to walk away.

You can say no.

Everyone has 'problems' but not everyone allows those things to rule them. You can offer a temporary safe haven without it becoming a permanent home. An Energy

Vampire, or Mood Hoover, will suck the life, joy and energy out of any situation and leave it as dry as a desert.

They will infect everyone...negativity is contagious. Remember that!

You do not have to sacrifice your life to the issues of another.

But what about you?

Are you negative sometimes? When you are let down, or disappointed, or passed over for promotion or being told 'I don't think we should see each other again'. So? What are YOU going to do about that?

Take a case in point.

Remember back to the first time that you had your heart broken, the very first time! Remember how bad you felt, remember the pain and the anger. At the time you really believed that it was the end of the world. You thought that you would never love any one as you loved that person. You thought that you would never be able to love again.

And you were wrong. Two weeks later you're back out there on the prowl. How many 'loves' have you had since then?

Two, three, five or more?

Now if you'd hung on to the past, if you'd only focused on the pain and sorrow, you'd still be a sad, miserable bastard with no friends and one massive forearm.

But you didn't, you let go, and put the past behind you.

And that is what you need to do in every situation.

Focus on the positive aspects not the negative.

We will all make mistakes; we will all still get a broken heart from time to time. But it's the here and now that we must focus on, not the past, and not what may happen in the future.

Everyone gets knocked down at some point...but only the **STRONG** ones get up!

Each day I give thanks to all of the people who told me that I would never be successful and rich and that I would never make it to the top. I thank all of them for telling me because, without them, I wouldn't be. They made me determined.

Chapter 75 Psychological Slight of Mind With A Dollar

Three housemates walk into an electrical store with the intention of buying a TV. It has to be second-hand, it has to be cheap, and they have to be able to take it away today.

They see one they all like.....

They ask the store owner how much it costs.

The store owner tells them it costs \$25 so they decide to split the cost. Each housemate hands over \$10 and the store owner takes the three \$10 bills to the back of the store where the cash register is to get their change while the three housemates look at the TV admiring their purchase.

The store owner has a brainwave. He thinks to himself 'I can make a little more profit and no one will know. I will tell them I messed up, the TV costs \$27!'

So the store owner does this. He deposits three \$10 bills into the cash register and takes out five \$1 bills, two of which he puts in his pocket.

He then goes back to the three housemates and tells them he made a mistake, the TV was \$27 and not \$25...and hands each of them back \$1.

The three housemates leave very happy with what they consider to still be a bargain, the store owner is happy for conning them out of an extra two dollars. Everyone is happy....

...Is there a problem here?

Three housemates hand over \$30 and the storeowner returns with five \$1 bills. He palms two for himself, and gives each housemate \$1. This means the housemates have paid \$9 each....

$$3 \times \$9 = \$27 + \$2 = \$29.$$

Suddenly, there is \$1 missing.....

If you cannot figure out this psycho-mathematical problem then you have just had your pressure points massaged...

Persuasion Engineering (Trans: Mind Hacking)

It was a fine line....I will tell you what that line was in a moment.

Many years ago, in the mid 80's, I started to study NLP when NLP was very new. In fact Bandler and Grinder only created it in 1977! Little did I know that I would get my NLP qualification from Bandler 20 years later!

I was a salesman so NLP was something that I believed I needed in my armoury, and I was right. Interpersonal skills led to persuasion techniques and that was that. I was dangerous.

I was, by that time, a timeshare salesman. Many people you meet say they are great salespeople but, with no modesty required, I was the best. I still am. I am not being big headed; I am merely stating a fact.

I had a voice in my head telling me over and over again: I am the best at what I do. Every time I looked in the mirror a voice in my head said: I can do it!

A Sunday newspaper, the News of the World, sent some journalists to the Costa del Sol in Spain, where I was working, to interview timeshare salespeople because so many holidaymakers were saying they had been tricked and cajoled into buying a dream which turned into a nightmare by fly by night, wide boy, liars...otherwise known as OPC's.

When the journalists arrived on the Costa these fly by night, wide boy, liars were on the streets with their scratch cards telling people they had won a prize and had to go to a 2 hour presentation to get it. Heaven help the OPC's if they strayed 'off patch' and started to stop tourists in an area deemed to belong to a rival company as that would mean 'the Clumpers' being sent out and all manner of mayhem with baseball bats and pick axe handles would ensue. Anyone poaching on another company's patch would be in hospital that evening. The money was big so the retribution was too.

I managed to avoid the Journalists. They wanted to interview me about my techniques as all the sales people pointed at me as the one who was very successful. Truth was that I was successful because I didn't sell it, I made people buy it. Others made such a desperate sales pitch that they decided to lie and claim all manner of things to get the person to sign the deal. They were giving the business a bad name and I wanted no part of it. I didn't want the connection and I didn't want my picture taken.

Apart from a slightly blurry pic of me in Marbella wearing a white shell suit, leaning against a silver Lotus Esprit while on my mobile phone, which was a grey house brick sized monstrosity (think Gordon Gekko Wall St 'money never sleeps Bud Fox' style) I escaped the press attention. It was a test drive car anyway (I will tell you more later about that).

At the presentation they would be told all of the benefits of timeshare ownership and given the chance to buy a couple of weeks in the sun by a very slick salesman. I was that salesman. I didn't appear very slick. I didn't appear manipulative. I didn't 'ooze charm from every pore and oil my way across the floor' either. I was confident, capable, assured, knowledgeable, and friendly. I made them feel at ease and then made them feel that this was the right thing to do. It never took long for them to start to think, 'I like this guy, he is just like me'. In fact, I made them buy from me rather than me sell to them.

My hit rate was out of the park. I was earning so much money that at the age of 26 I had two cars (one a Porsche) a house in England and three apartments in Spain, two of which I rented out.

I had worked for 8 different timeshare operations because I came as a team. I had 5 people who worked the streets with the scratch cards. These were my OPC's (Off Premises Canvassers) or "Outside People Catchers" as I liked to call them and brought the potential clients to my Qualifier who asked all the right questions to ensure that I wasn't wasting my time by talking with them. From the initial grab on the street, in to the Marketing suite and then back to their hotel would take a little over 3 hours at most. At the end of it they would have signed a contract worth between £3000 and £8000 (remember-this is the mid 80's) and I would have earned £1500 minimum from the deal and I did that once or twice a day 5 days a week for three years.

I got really good at reading people. I knew exactly what I was going to say to whoever came in and it was based on how they reacted to me, what they did inside the marketing suite, how they interacted with each other and how they spoke.

I didn't tell them what they wanted to hear. I didn't lie and I didn't pressure them. I told them what I wanted them to hear...but in a manner that they wanted to hear it in. I used the same predicates, tone of voice, pace, pitch as they did and some, though not all, of their mannerisms.

After a few months I came back to the UK and continued at the Company Headquarters in London's Leicester Square. Holiday Ownership Exchange was based in the square directly opposite the Odeon where all the movie premieres were held. It was a very prestigious address and very plush offices and suites. Four

months over winter was just what was needed.

I continued to sell timeshare even though the villas and apartments were over a thousand miles away. It became apparent that people set time aside to watch the presentation and incorporated it into a day trip to London. Once they had received a mailshot telling them they had 'won a prize and that all they had to do was come to Leicester Square etc' they were very relaxed. It was different to Spain where one of the OPC's would grab a family covered in suntan lotion and sand on their way from the beach to their hotel who wanted nothing more than a shower who, instead, sat listening to me for two hours. In Spain they could walk around the complex of apartments. They could stand on the balconies, they could touch the walls, and they could test how soft the beds were. In London it really was a dream...an idea...a set of photographs in a book...but I still maintained my sales record.

Was my skill only for use in Time Share or Sales? I didn't know? I started to think about it after I made £6400 in one day and other sales people and Managers were asking me to teach them my 'tricks'. I didn't have any tricks.

I remembered being three months behind with the rent on my apartment when I had first arrived in Spain (before I started buying) and convincing the landlord to write it off.

I remembered opening an account at a major high street bank and getting a £25000 overdraft facility even though I had only opened the account with £20.

I remembered taking Lotus and Ferrari sports cars for 5 day test drives instead of the usual 40 mins max. One of them I drove back to the UK for a week and then took it back to Spain.

I remembered going to a major bank and negotiating a business account before I left for Spain that included a £10,000 bank loan. I remember the conversation in the Managers office very clearly:

Bank Manager: 'How will you make the monthly repayments in the first six months?'

Me: 'That will be no problem. There will be £10,000 in the account.'

Bank Manager: 'But that's the money WE will put in.'

Me: 'Exactly!'

Bank Manager: 'So you are suggesting that we pay ourselves?'

Me: 'Can you think of a safer arrangement? You are hardly likely to default yourself.' When he laughed and said 'Well I can't fault your logic but it is unorthodox' I knew I had the money....

It suddenly occurred to me that I was walking a very thin line. It would be so simple to step over the line and become a fraudster. If I had been inclined that way I would have been a very dangerous person.

I met a Fraudster once who had accumulated a large amount of money by conning

people. He was so far behind me on the scale of persuasion and manipulation I could NOT believe how he had done it. Nerve most likely. He had decided, after meeting the love of his life, to 'go straight' and started work at HOE in Leicester Square selling timeshare. That was his idea of 'straight'. He couldn't hack it and left after a month. He was quite proud and open about his criminal past and it was a surprise to me that HOE had no reticence in recruiting criminals, even if they were 'Ex' ones.

A few years later I was diagnosed, after being analysed by a psychiatrist friend for fun, as some kind of unfathomable genius. I could mind-hack someone and intercept and decode the psychological DNA of their free will. The light switches of my brain were wired very differently and my neural meteorology was unpredictable.

But WHAT had I discovered through my training and my experiences? I had discovered where the brain's pressure points were, where people's blind spots are....

I had made a number of discoveries...and why shouldn't I have...I regarded myself as some mad scientist who used other people's brains and minds as my laboratories. In doing so, what were some of the things I had discovered?

The brain responds excellently to pink. This is a scientific fact, from a real research laboratory, not one of MY laboratories. Pink is a very tranquillising colour which produces a pattern of brain waves unlike any other.

Put that one down to the evolution of Man....

Ancient civilisations would have seen a pink sky at sunset and sunrise and given the ambient light it would have associated pink with sleep and relaxation. If you want to keep the status quo, keep everything in harmonic balance, Pink is a colour to have around

There is one particular shade or hue of pink called Baker-Miller pink that is the most powerful. It is also sometimes called 'Drunk Tank pink', as violent offenders' moods have been calmed merely by putting them in a room painted this colour. I only EVER wore shirts of that colour, be they business shirts or polo shirts.

The science that underlies all of this is ongoing. Research focusing on metabolic changes in neurotransmitters such as serotonin and norepinephrine, or in the hormones serving the hypothalamus, that part of the brain that oversees the emotions, seems to show Pink as nature's Prozac. Science lesson over....and relax!

Having sorted out my wardrobe I deploy a technique I describe as working the 'Three A's of Social Influence': Attention, Approach and Affiliation.

The Three A's are such a potent cocktail that ships so much psychology into the bloodstream of the brain that the recipient loses all resistance to persuasion.

It really is a persuasion algorithm...

The basic raw material of what you say...what your audience/client/customer pays ATTENTION to.

How you deliver your raw material is a major factor and a predictor to how your audience/client/customer will APPROACH it.

Social engineering factors relating to how your audience/client/customer evaluates you, how they feel a connection with you, how they accept what you say in relation to all other factors and their perception of who you are and what you stand for are the basis and parameters of AFFILIATION.

When these three align then barriers come down.

Take a cartoon of a famous person. You can recognise who it is from barely nothing, the bare minimum of detail. As long as the key lines are in the right place you will recognise it. It is the same with persuasion. If you know where the brain's pressure points are then you press them...or you draw the key lines...

This Algorithm has advanced into what is a major factor of my HPT-Transformation program. Regeneretics incorporates the SPICE© program.

Simplicity,

Perception,

Incongruity,

Confidence,

Empathy.

It incorporates it because you need to know that it is being used on you hundreds of times a day by advertisements. Of course, what YOU choose to do with the ability is your business. One thing is for certain: it really is the Area 51, stealth bomber, of Persuasion.

Chapter 76 A Ship is meant to Sail the Seas

As I sit and look out from the balcony of my hotel suite in St Helier I can see the harbour below me full of gleaming yachts and speedboats

So many boats, from small speedboats to Sunseeker powerboats and larger, are docked here. Many people live on board their boats and yachts over here in Jersey in the Channel Islands. I have heard that some of the boats, like a few of the ones moored in Marbella and the Greek islands, have had their engines removed to allow for the installation of a second or third bedroom.

The ones that still have a working engine, but sit idle in the harbour, are at the greatest risk. A ship, boat or yacht is meant to be at sea. If left in dock, unused, not taken out and used to its fullest capacity at sea, it will deteriorate. Not only that, but it will deteriorate at a far more rapid rate than if it was sailed every single day. It is meant to be used, enjoyed, and out of the safety or calm of the harbour.

Do you sit in your own personal harbour? Are you a leader that is office bound by choice? Do you believe that your team should be out sailing around while you wait patiently for their return? Perhaps you choose to stay in port, never venturing out into the world?

Have you considered the damage this is doing to you?

You are a leader. You are a salesperson. You are....well, whatever you do for a living, you have to realise a cold hard fact.

If you do not leave the confines of the dock your skills will deteriorate faster than a boat will deteriorate if it is never taken out of the port.

The brain is a muscle, it needs to be exercised. The same goes for your talents, your knowledge and your ability. You need to use it, engage with people and make change on a day to day consistent basis.

Don't end up in dry dock. **POWER UP, GO OUT ON THE SEA AND USE YOUR SKILLS NOW!**

Chapter 77 Strong or Weak?

I like things strong.

I like challenges.

I will take on any situation.

I have no fear.

Fear is, False Evidence Appearing Real. That's all.

It's not reality.

I know a lot of people who give it large, the big'un, all the front. Most do it by letter or online because that's where they belong, in the dark, hidden, safe. Some have the nerve to do it in person but when push comes to shove, or punch, or kick...they crumble like dust.

I understand fear. I understand strength. I understand courage.

Courage is not the absence of fear; it's the ability to act in spite of fear.

If someone is trying (that's one of their words - try(ing) - they can never 'do') to impose fear or frighten you. If someone is threatening you physically, verbally, business wise...so what? What can they do to you? They can do nothing? Well, actually, they can do something. It's called 'only what you let them'.

Realise one simple fact. They are behind/ below you. So far behind you all they can dream of is being you.

In fact they are so far behind you, the only reason you can see them is because you are lapping them!

Who cares what they say or do; it doesn't matter, they are irrelevant.

They really don't know what they are doing.

If I gave you a present, and you said 'no thanks', who owns the present? That's right; I still do. That's what you do with the low lifes, the scum, the idiots, the mood hoovers, the energy vampires, the people who want to hold you back, and the people who want to derail you or your business.

Remember: there is no need to dream up all manner of torture for these people. No point in thinking up ways to harm them.

Why? Because anything you dream up in those dark moments when you feel that you have been slighted or harmed will be eclipsed by the damage they will do to themselves on a regular basis.

People look at them and laugh.

There is nothing to FEAR. Be strong...they hate it, because they can't be strong...

The reason they don't like you is simple...it's because they can't be you!

Chapter 78 Attitudes Are Contagious, Is Yours Worth Catching?

What do you see written here?

OPPORTUNITYISNOWHERE

Do you see 'Opportunity is Nowhere'?

Good. If you like that sort of thinking.....But, do you know what is better? What you SHOULD be seeing?

'Opportunity Is Now Here!'

It's your choice, you decide, your conscious and unconscious minds conspire to read whatever it thinks you want to read. If you are wired to see 'nowhere' then your attitude is going to stop you from seeing Opportunity all around you.

How important is attitude to a Leader? How important is attitude, period? Underlying EVERYTHING we do is attitude....How we do what we do, how we engage with people, how we see and plan the future (our own and our company) and what we take away from any situation.

Bad attitudes are infectious. One person in a company with a bad attitude can infect the entire team until one day everyone is sitting on the steps outside with their office in a cardboard box asking 'what happened?'

Have you ever gone to a meeting, or a party, and thought, 'this is going to be a total waste of time'? It was wasn't it? You made it so. You pre-conditioned your mind.

Somewhere between starting school and getting our first set of business cards printed we lost the importance of attitude. In fact, we are not taught Attitude at school. They focus on learning, skills and ability to use those skills. We learn a lot of things at school that are totally useless in our lives. I have never been asked to talk about the Magna Carta in my business life but I was taught about it.

When we are graded for our work at school we get an 'A' in English and an 'A' in Art and maybe a 'C' in Maths. What happened? We were told to work harder at Maths! Why? We have an affinity for English and Art and that's the direction we are heading.

But a great attitude is infectious too. It breeds other great attitudes.

Try this....My gift to you.

I am going to take you away from your job for six months and let you stay all expenses paid on my private island. All meals, drinks, entertainment, expenses: all covered. How cool is that? Not just for you but for ALL your family. What a deal? Am I a great guy or what?

I am also going to pay you your salary...as long as you do ONE thing....

Place an advert in the newspaper for your replacement. They have to be good. They have to be BRILLIANT at being you for six months. If they mess up, share prices drop, staff go on strike or they are just hopeless in the role....it will be your fault and I am bringing you back to reality in 12 hours...1st flight home (economy).

You have TEN words in this advert to describe what you do. Ten words that define what you do as a leader. Ten words that sum up the attributes that person must have to take over from you while you sunbathe and walk on that white beach and swim in that blue ocean.

Does your list look like a little like this one?

Conscientious
People person
Punctual
Good with numbers
Smart
Confident
Good listener
Decisive
Positive
Can train staff

That's the average of all of the times I have run this exercise.
Notice anything?

For one thing, the 80/20 principle is evident.

8 out of the 10 attributes are clearly ATTITUDE!

The other two have a foot in both the attitude and the skill camps.

We teach SKILLS...we assume people bring great attitudes with them.

As a leader our attitude is the most important facet of our being. It is the Mindset of a great leader. It is a magnet for success.

Chapter 79 Authentic Authenticity

Some people say that Authenticity is a big thing. I think it is bigger than we think. In many cases it's the ONLY thing some people have.

An Authentic Leader is seen to be a beacon of hope, a strong example, and an ethical person who does the right thing. They are seen to be someone others aspire to be. They are magnetic forces because others want to align with them for one or both of two reasons.

1. Trust
2. Hoping that some of the magic rubs off on them.

Having the strength to confront your inauthenticity's is hard. Some may say it's the hardest thing you can do because you are looking at yourself in a new way. When you admit, to yourself and others, your inauthenticity's then you are being AUTHENTIC about them. Denying they exist is further compounding them.

"If you cannot find the courage to be authentic about your inauthenticity's, you can forget about being a leader...The actionable access to authenticity is being authentic about your inauthenticity's..."

At some point we are Inauthentic as well as being Authentic at other times. Certainly, situations can determine who we are or what we say and do. To be authentic we must discover and confront our inauthenticity's. We must also be honest, and tell the truth, to ourselves and others about when we are not being genuine (authentic). But, how far do we go with that?

In 2010 Domino's Pizza made a decision to come out and tell the truth about their Pizzas. They agreed that they tasted like cardboard.

In 1991 during a speech to the Institute of Directors, Gerald Ratner, the CEO of Ratner's Jewellers said 'People ask, "How can you sell these (earrings) for such a low price?" I say, "Because it's total crap."'

In both instances the business world was shocked at the honesty. I would assume the shareholders had a 'moment' too. Wow! If some leaders could just fake authenticity they would be happy but, there IS no faking it. With Domino's it's a consumable but it was only a recipe issue, the quality is not in question, nobody was poisoned, nobody had their health compromised. With Ratners it WAS purely a quality issue, the goods were not worth the money. Domino's continues...Ratners went down the tube.

Authenticity is not an easy subject to tackle and wrestle to the ground. One needs to step outside of conventional thought on authenticity. It takes a lot of courage to discuss authenticity/inauthenticity as it lifts the lid on things we may keep hidden, knowingly or unknowingly. Taking part in this chat will certainly broaden our awareness of ourselves, as a Leader and as a person.

A superficial description of authentic is being real, genuine, the “real deal”, honest. Would you be as honest as Ratners or Domino's? If your business made a monumental mistake, it's all very well admitting this to your people but would you admit it to the world, your clients or SKYNEWS? How far does authenticity go before we have to make a stand and be, to all intents and purposes, Inauthentic because the outcome may determine that we cannot be authentic in that instance? The definition I use of Authenticity is: Being and acting consistent with who you hold yourself out to be for others, and who you hold yourself out to be for yourself.

The central definition is ‘who you hold yourself out to be’. It is NOT your personality, not your thoughts, not your feelings and not social protocols...it is more a DECLARATION that you make, a stand you take on yourself, a commitment to a set of values.

Bill George, Harvard Business School Professor of Leadership and author said: “After years of studying leaders and their traits, I believe that Leadership begins and ends with authenticity.”

The cold hard truth is that because of certain situations, with certain people, in some ways and at certain times we can all be Inauthentic. Because we avoid at all costs confronting our inauthenticity's, we are consistently inauthentic about being inauthentic. What if you find yourself discussing ‘How does a person determine when they are being genuine?’

Above all else, Authenticity is CENTRAL to leadership and to being a leader.

Are you authentic all the time? Even when NO ONE is watching?

If you are Authentic or if you are aware that you are Inauthentic sometimes, then you have a very great chance of being an exceptional leader.

Chapter 80 The Belief Filter - the Negative side

Your belief is conditioned by your perception of the world around you.

That perception is from information that your brain filters through from the world and presents to you in a form you can understand. Filters do exactly what they say they do. They filter. The brain obeys the filters it imposes and this, in turn, constructs the reality around you.

Your perception of the world is put together by the information the filters allow.

Let's have an example of this.

How many times have you lost your keys? You've put them down somewhere but where are they? You have no idea. So you go on the usual well tried route around the house. Search and find. Hallway, kitchen, dining room, bathroom, bedroom, lounge. Nothing!

What do you do next? You go on the same route but with more energy! Again, still no joy. Nothing! They have disappeared. In comes your partner, or flatmate.

"What are you doing?" they ask.

"I've lost my keys," you tell them, "Where have you put them?"
(Apportioning blame seems to make some people feel better!)

Why is it, after you have told someone you have lost something, that they can look in a place you have checked three times and find what it was you were looking for?

It's because their mind is tuned in to finding rather than losing.

You, on the other hand, say to yourself: "I've lost my keys, I've lost my keys!" and embark upon this manic search.

You could walk past the table your keys are lying on and your eyes say to you, "They're on the table." You say to yourself, "I've lost my keys." Your brain says, "Ok then, you're the boss!" and goes with you, not your eyes.

It refuses the information your eyes give it.

You go on the circuit. No joy! You go on the circuit again and, as you pass the table with your keys, your eyes say, "On the table, on the table!" but you ignore it, believing that your keys are lost.

Your eyes see the keys and say to your brain 'There they are'. The process is: key's - eyes - eyes - brain. In the brain is the Reticular Activating System. This decides what comes in and what stays out. Your eyes spot the keys and they tell your Brain but the RAS says, "Ssshh! The keys are lost!" This is your filter. Your eyes say 'Oh OK then, let's do another circuit' and off you go again.

Think about when you buy a car. Say for instance you decide to buy a brand new Arctic Silver Range Rover Sport series. And why not? What happens when you start to drive around in it? What do you see in front of you, in your rear view mirror and coming the other way? Range Rover Sports! Everywhere. They are all over the place.

Now you have got one, your mind says, "Look over there, there's one. Look, there's another!" Now you have one, your mind starts to filter in the information. Before you bought one you were under the impression that there weren't many around so your brain believed it. Now you have one, your mind is open for information and here it is!

Belief is a make or break. It can shape your destiny or destroy it. Belief in yourself is the most important factor in the makeup of success. Belief in what you do is the overriding factor in whether or not you are successful. Strength of mind and purpose is the main ingredient in your battle with the odds. If the odds are stacked against you, belief is the one thing that will carry you through.

Chapter 81 Dreamer, nothing but a dreamer

Roger Hodgson of Supertramp coined that phrase and what is wrong with that? It's a very good thing to be.

As I sit here with a mug of coffee, black, two sugars, stirred anti-clockwise (it improves the flavour) my mind wanders off. I'm not concerned, it's nothing unusual. It does that sometimes but it never strays far and it always comes back.

My mind is thinking of a hundred, a thousand, things at once. I get a bit of a glazed look on my face (not good when driving) and some people look at me and ask 'What ARE you thinking?' or the classic one; 'Penny for them!' A penny? They are worth more than that! People who really know me take no notice. They just wait to find out what direction I am now going to go in thanks to the thought.

I am a dreamer. A Day Dreamer. I think deeply and day dream. There is nothing wrong with that.

We have voices in our heads that tell us to do things. That is called THINKING. Part of my training program means I ask groups of people 'Do you have a voice in your head that tells you to do things?' A few people sit there and look at the ceiling and mouth the words 'do I?'

If people don't put their hands up I usually tell them 'The voice I am talking about is the one that said "voice in my head? Woah! I am NOT putting my hand up for that one!"

(I once asked a group of people if anyone had a phobia about putting their hand up in public. One person put their hand up! - Unbelievable. You can't make this stuff up!)

If you dream at night you will be very lucky to remember it next morning. Well, you remember the bad ones, the nightmares.

People often say to me; "I can't imagine doing what you do, even in my wildest dreams!" Well, if you can't imagine doing it in your wildest dreams, how are you going to do it for real?

Dreaming during the day is just an extension of thinking. It's giving your imagination some time to wander around to see what it comes up with.

T.E Lawrence (of Arabia) wrote a book called 'The Seven Pillars of Wisdom' and in it he wrote the following....

"All men dream, but not equally. Those who dream by night in the dusty recesses of

their minds wake in the day to find that it was vanity: but the dreamers of the day are dangerous men, for they may act their dream with open eyes, to make it possible." If you imagine it, dream it, see it...then you will achieve it. Naturally you have to take some action to get it but if you see it in your mind, you will receive it. Dream it, and do it."

If you think I am alone in that thought then let's leave the final word to the late, great, John Lennon;

"You may say I'm a dreamer, But I'm not the only one.
I hope some day you will join us, When the world will be as one."

Chapter 82 BELIEF! Have you got it?

What's the Difference that MAKES the Difference?

To me it's got to be attitude. That self-assuredness, that energy, that belief that no matter what happens, no matter what obstacles appear, you will achieve what you want to achieve.

People always look for cop outs. Excuses. They have a but!
You need to KICK THOSE BUTS Out of your vocabulary now!

"I could have done that...BUT!"
"I would have done that...BUT!"
"I should have done that...BUT!"

That's the old 'coulda, woulda, shoulda' scenario. At the heart of that scenario is another word. 'Didna'.

I know that if you have the right attitude you can achieve anything. Your BELIEFS will determine whether you get what you want.

I use myself as an example.
I have an air of uninsultability. I don't care what people say about me. Why should I? They don't know what they are talking about! (I only have one condition on that: They *must* get my name right!)

I decide where my energy goes, nobody else.
Everything people say or do to me is energy, and it's just a toy for me to play with. I don't take anything that people say to me at first to be written in stone. In other words, what people say first can be changed.
Nothing in life has any meaning except the meaning I give it.
I never hate people who are obviously jealous of me. I respect their jealousy because they must think I am better than them or they want to be me!
90% of people are running on autopilot 90% of the time
If I am told something can't be done it's because the person telling me doesn't know how to do it. So I go and do it.
It is also important to think different. A case in point.

I had a conversation the other day regarding work. Someone was looking for a change of career. It seemed that working from home might be better than going out to work. I made a quick suggestion.

"What about some form of MLM? Multi-Level Marketing is booming. You could get on the vitamin and herbal remedy market. There are a lot of companies looking for

people to sell products and you could have vitamin evenings and sell the products at home to people who come around for the evening party?"

What was the response...? Well...objection.....?

Before I tell you the response/ objection let me reframe it....

Throughout my career I have advised people on what to do for a business venture, in what to sell, and how to sell. In all of those areas I get the same response as I got here. The same! What amazes me is how the same reply from me always makes them realise what a stupid, dumbass objection it is...

This is the response I got, "Do you know how many companies there are out there selling that?"

Duh! Yes I do. Maybe not to the exact figure but I can hazard a guess...

What was my reply? "So what? Do you know how many people there are out there buying that stuff?"

Simple. There are millions of people out there. BILLIONS of people in the world. Are you telling me that they are ALL buying from these companies? No. They are not.

Advertising either works or it doesn't. If it didn't work then people wouldn't advertise.

I had someone tell me once, 'I don't advertise because I know it won't work!' I told them, 'You know when you will realise that it does? In a years' time when you place an advertisement that says 'Business for Sale', THAT is when you will realise advertising works!'

We all know Louis Vuitton, Bentley, Rolls Royce, Rolex, Breitling and all manner of stuff that we desire and /or buy. Why do they advertise? Why do they HAVE to advertise? Because it works.

Then I got this..."If people want things like that then they would just go down to the supermarket and buy them."

No WAY! People have to be TOLD what to buy. They have to be given options. That's why you sell someone a year's supply rather than a months.

What's more, selling things on the Internet or at home is designed to undercut the big stores as well as the small exclusive ones. These MLM companies market stuff that you cannot buy in stores. The opportunity is there!

It's a matter of doing things differently. Thinking differently, selling differently and Being Different. And that's the difference that MAKES the difference!

If you let NOTHING get in the way of your target, nothing get in the way of your dream and nothing get in the way of achieving what you want then nothing will.

You have to change your beliefs, change your attitude and change your mind set.

You must not let anything get in your way.

Here's an example...This is someone who never let anything get in their way, never let anything stop them, adapted situations to suit and changed themselves...they know the meaning of the difference that makes the difference.

Chapter 83 Autopilot Responses...

So many people walk around on Autopilot. So many people have an Autopilot response to questions or situations.

In Regeneretics one of the main tenets is, 'Never take a first response as written in stone. It's just an autopilot response and it is also something to play with.'

It's just a response that emanates from where that person is right now.'

What do you say to a Big Issue seller?

What do you say to Jehovah's Witnesses?

What do you say to a clipboard carrying student grinning maniacally at you in a shopping mall?

What do you say to yourself in day to day situations?

How many times have you pitched a product or service only to hear, 'we are not interested?' That's just a weak, pointless, gutless, cop-out of an autopilot response.

All objections are state related.

Some of the state related objections are autopilot responses.

If you want examples of Autopilot responses ask for a regular size quarter pounder meal in McDonalds and you will be asked, 'Is that a large meal?'

Ask for a portion of fries and you will be asked, 'Do you want fries with that?'

I had builders working in my home and deciding to buy the 6 of them lunch, and being a very classy kind of guy, I drove to McDonalds.

Remember this...

1.It was empty.

2.The car park was empty.

3. Two staff behind the counter watched me get out of the MooreMobile and walk in alone.

"Hi, can I have three quarter pounder with cheese meals, all with Cokes. Two Big-Mac meals with Fanta orange and a Chicken Sandwich meal with a Lemonade. Also can I have 6 Apple Pies please?"

And then auto pilot took over and the girl asked, "Is that to eat here?"

I considered a barrage of answers but settled for, "Do you REALLY think that would

be possible for me?"

Coming to her senses she shook her head and laughed.

It's dangerous to think that sometimes people are walking around on this Autopilot setting. Worse, are the ones who are driving!

How many times have you driven somewhere and not remembered the journey?
How many times have you driven your usual route to work only to realise that THAT was the day you were going somewhere else on the way to work first?

If you catch yourself responding to something in the same way you have always done, think for a second. What would happen IF you did something different?
The lights may be on but...is anyone at home in your head?

Disengage it! Do something different for a change. If nothing comes back from the future to stop you it can't be a bad idea.

Chapter 84 Some Secret huh?

I don't want to rain on any parade regarding the Law of Attraction but something really bothers me about the whole 'The Secret' industry.

I think the only people who are making any money out of using 'The Secret' are the people IN 'The Secret'.

I wonder how many people have crashed and burned after 'thinking positive' and 'asking' for what they want?

How many people are still waiting for the knock on the door from someone delivering their request? How many are still waiting for their lottery numbers to come up or are waiting for the new car to arrive outside. The only way a new Mercedes is going to slowly come to a halt outside your home is if you live at the bottom of a hill and the dealer ship is at the top of the hill and they have left the handbrake off.

The people who are getting a large monthly input into their bank accounts are the people in the Secret.

What's more, the Secret has raised another challenge. The word 'secret' is now a buzzword bandied about to make you buy other products. I know, I know: we all like to know a secret just as much as we all want to walk through a door marked 'private' but...

...take a look at Amazon....

I just typed in 'secret to sales...' and I can see 2,642 books with some permutation of SECRET in the title.

There IS no 'secret' to sales. The answer is very simple. And it is something many salespeople forget to do. You can have all the answers and all the techniques and all the confidence you want but you have to remember one thing...you have to ASK FOR THE SALE!

You would be amazed at how many salespeople I have listened to on the phone and sat next to in people's homes. I have heard some of them talk and talk, sell and sell, and seen a potential customer switch off. The salesperson talked the person past the point of the sale and....you guessed it...nothing was sold. They forgot to ask for the sale.

There is no secret to selling. It is common sense but now we have so many books on the subject with 'the SECRET to...' in the title it's madness!!!

The issue I have with The Law of Attraction as portrayed in The Secret is that it

bangs on and on about 'asking for what you want' but gives the impression that that's all you do. You then sit and wait and, lo and behold, it arrives. That is BS!

Let's break The Law of Attraction down. In fact let's just break down the word **ATTRACTION**.

Can you see a six letter word at the end of that word?

ACTION.

Yep, you have to **DO** something to get something. You have to take action to receive what you want. You can't just sit back and wait for your special delivery. You order it and then you do something to make it happen. You take action to make it real. You do it yourself. The Universe just helps you out. **THAT** is what it does.

Remember, when you think the universe is not working for you, get the hell out of its way, and let it do its thing. Don't be the obstacle of your own success.

I am a firm believer that everything is attainable and that you can have **ANYTHING** that you want but unfortunately, many people who watched The Secret think and believe that all you have to do is ask, write it down, believe that you already have it and, miraculously, it will appear. **WRONG!**

You have to take steps, take action, to make this happen. You have to give **SOMETHING** in order for the universe to deliver.

Let's put it like this.

Every week a man goes to church and prays for God to help him.

"Dear Lord I have no money, no job, a wife and family to feed, Please Lord let me win the lottery this week."

This happens each week for 6 weeks. The man does not win. He starts to become disillusioned, losing his faith, and starts to believe that no one is listening.

On that final prayer he says, "Dear Lord, please please let me win the lottery. I am destitute and have nothing. Please let me win the lottery"

SUDDENLY, there is a flash of lightning, a loud clap of thunder and clouds form over the church. The roof of the church parts and a blinding light shines down on the man and then, through the clouds and the smoke he hears a voice...

"Jim, meet me half way...**BUY A LOTTERY TICKET!**"

If you are waiting for opportunity to knock on your door, keep waiting. Do something to show opportunity where you live and that you are at home. You do it with Amazon! You do it with everything else you order online!! Make sure you do something to

make it happen and be ready to receive. If you don't, you might find what you were waiting for has been left with a neighbour!

Chapter 85 THINK!

Have you noticed that beginning in November, your email inbox fills up with all kinds of programs the sender claims “will make next year your best year ever!” Some of the ones I’ve received involve a “once-in-a-lifetime, special deal that will disappear at midnight” (I got that one three days running! Go figure that!) on a 36 CD program, complete with transcript, workbook and two live group calls, blah, blah, blah, work, work, work; and my favourite, the people who guarantee they will reveal how The Secret really works and how to make it work for you (which led me to believe that the real secret to The Secret is all the people who are making a ton of money from telling other people how to get it to work)

What all these programs have in common, is they’re all about telling you things you can do and actions you can take, that will somehow magically turn you into “a money-making magnet.” But at the end of the day, all that these live events, these “secrets”, these CDs and workbooks fundamentally are, are strategies. They are strategies that will supposedly “release negative patterns that are holding you back”, “rewire your brain for success”, or some equally bogus hype.

Why is it that all these claims, promises and allegations don’t work?

It’s very simple: what these programs are all about is teaching you a method, a strategy whereby you take something you’re doing, stop doing it, and instead do something else. Like the bright, glossy, shiny CD/DVD program they’re selling you.

I have news for you! Replacing one behaviour with behaviour is not going to change your life or make a long-term difference on how successful you are next year. Substituting doing something with not doing something is a STRATEGY, and will only work as long as you maintain the willpower, vigilance and discipline to continue to do that strategy.

So, what's the real secret?

The real secret to lasting success is;

Become a person who naturally and instinctively does whatever needs to be done to be successful.

Become a person who easily and effortlessly acts and behaves in a certain way because that’s who you are.

Don’t use a strategy to fix what you’re doing or not doing. This won’t work because you’re still the same person you’ve always been, you’re just forcing yourself to act in a different manner.

And, that’s why you, and everyone else, will inevitably fail and revert back to doing what you always do.

You go back to being who you really are.

I know it can be confusing; you might want to go back and read what the Real Secret is again.

Let me tell you what I know...

It actually is possible to become the person who makes the choices you'd really like to make, who does the things you'd really like to do, so that you can achieve the success you really want to have. And it doesn't involve dredging up the past or listening to dozens of CDs and filling out workbooks or flying across the country and spending thousands of dollars on a live event. You don't need to develop your willpower, walk on fire or glass, be relentlessly vigilant or subject yourself to strict discipline for the rest of your life either.

What you do have to do is be willing to keep an open mind, and allow yourself to consider that something that sounds like the 21st century version of snake oil could actually work,

When we are closing in on the New Year, you too are probably getting a lot of emails from people who have products, on-line courses, are holding live events, etc. that promise to "make next year your best year ever!!"

I'm sure they have the best intentions, but...

What none of them seem to understand is:

"Replacing one behaviour with behaviour is a STRATEGY, and strategies like this only work as long as you have the willpower and the discipline to do them on a consistent basis."

For example, a diet is a strategy, making and prioritizing the next day's To Do list is a strategy, only checking Twitter/ Facebook and your email twice a day at a predetermined time is a strategy – you get the picture? As long as you can make yourself do it, it works. And we all know that pretty much nobody is able to keep doing it for very long.

Great... so what does work?

What works is becoming the person who instinctively makes the choices you know you need to make to get you the results you're looking to get. In other words, doing what needs to be done because that's who you are. That takes a leap of faith. That takes a change or shift in mindset and beliefs. That takes a transformation.

Chapter 86 Isn't the Weather Miserable....err...no!

How many times do you hear someone say that the weather is 'Miserable'?
How can weather be miserable? It's your reaction to the weather that determines the mood you 'do'. And you choose miserable over 'fun' 'excitement' 'adventure' or even the desire to do something different.

I know of one so called motivation 'expert' (read ex sports star who has read a book on motivation and become an expert) who remarked to me at a convention, 'I can't run a motivation workshop today as the weather is so miserable!'
What? Big ideas and little experience...bless ;-)

I have worked with some people in the past when we ran a training program for a Bank and we were in a hotel in Peterborough. On the last day, having just returned from running a firewalk the previous night in Leeds, the snow began to fall like something out of the movie 'The Day After Tomorrow'.

The delegates were nervous, the hotel staff were nervous. All of them worried about how they would get home. We couldn't wait to get in the snow in our cars. What was the difference? The difference that makes the difference; our ATTITUDE.

They saw the snow (or the rain, fog, high wind - you choose, because I am good like that) as a barrier, or an obstacle, or...shudder... a P-R-O-B-L-E-M!!! That word doesn't appear in the lexicon of language I carry around in my head.

We saw it as fun, opportunity, a laugh and...(Drum roll)....a C-H-A-L-L-E-N-G-E.

Nothing in life has any meaning except for the meaning you give it. Choose fun, opportunity, adventure, and challenge. You will have a lot more fun if you do. You will seize life and squeeze all the juice out of it. Capture the moment. And above all...don't 'do' miserable. The weather doesn't make you miserable; you are choosing it, just like those people up and down the country who get miserable because the sunshine is 'making' them miserable. Knock it off! Have fun!

Chapter 87 The Time Is NOW!

There are some phrases that really annoy me. In fact, hearing them makes me feel physically sick.

It's the twee, care bear, politically correct, caring and sharing phraseology.

"Sing like nobody can hear you" YUCK!

"Dance like no one is watching" PUKE!

"Love like you've never been hurt" AAARGH!

One that gets trotted out more often than others, especially in self-help seminars, and usually by people who are getting over some traumatic experience is the old adage...

"Today is the First day of the Rest of my Life"

Huh! I have news for you pal. EVERY day is the first day of the rest of your life! Go figure! Do you want to enjoy life? Do you want to live life to the full? If you want to grab opportunity and squeeze it with both hands then do what I do. Think different!

Here's one for you, far better than 'Today is the first day of the rest of your life'....

WHAT IF TODAY WAS THE LAST DAY OF YOUR LIFE?

What would you do then? I guarantee something. You would do a lot more than you would if you thought you had the whole of your life stretching out in front of you! You would be doing stuff, clearing up challenges and issues that had been hanging around, speaking to people....everything.

If this was the first day of the rest of your life you would be saying "do that tomorrow" and "schedule that for next week" and "I'll get around to that, it's not urgent!"

I subscribe to this way of thought...

"I will live this day as if it were the last day of my life.

And what will I do with the last precious day of my existence? First of all, I will seal it in a bottle so that not a single drop of it seeps into the sand. I will not waste a single moment of this day, complaining about my past miseries, past defeats, or past torments, since doesn't good come out of adversity?

Can fallen grains of sand make their way back into the sand timer? Can the sun rise where it sets and set where it rises? Can I erase my past mistakes? Or correct

them? Can I heal yesterday's wounds and become healthy again? Can I be younger than I was yesterday? Can I retract the hurtful words that were uttered, the blows that that were received and given, the suffering that was inflicted and suffered?

No!

Yesterday is dead and buried forever and I will never think of it again. Nor can I live on what might be. I cannot live on what might happen. I cannot live on maybe, perhaps, or hope. We cannot foresee the future. None of us know how much sand is at the top of the egg timer.

The future is uncertain. It does not exist. What exists is today, right now, this moment.

I will live THIS day as if it were the last day of my life!"

When you look at your life like an egg timer, and you realise you have no idea how much more sand is in the top (the future) and all you have right now is the sand going through the tiny middle section into the bottom (the past) you know you need to take every inspired thought and opportunity and run with it as far as you can go

Chapter 88 Mind Altering Logic

I was sitting on a train coming back from a meeting in London a few months ago. It was a fairly quiet carriage but when we reached a particular station in the Kent countryside a lot of people got on.

Two builders got on completely soaked to the skin, covered in mud, their hard hats in hand and so tired and worn out they looked like they had been 5 rounds with Mike Tyson. It wasn't long after we pulled away from the station that they looked at me.

I was wearing a very nice black Armani suit with an open neck black shirt underneath. I looked at them as they looked me up and down. They then looked at each other and smiled. Most people would ignore a situation like this but being the kind of person I am and not one to shy away from confrontation.

I asked, "What?" in a really loud voice making others in the carriage turn around.

This shook them a bit and one of them said, "I was just looking at your clothes. You look like you sit in an office all day. A real day's work would kill you." (Actually, this idiot was wrong on both counts but...)

I smiled, "Whose job would you rather have, yours or mine?"

Builder 1 laughed, "Are you kidding? I wouldn't have your job for a second!"

"So what are you complaining about then?" I asked.

Builder 2 woke up, "Well if he doesn't want your job, I'll have it."

I looked at Builder 2, "So what are YOU complaining about then?" I asked him.

It was at this point they realised that they had shot themselves in the foot and then reloaded. I went back to my newspaper and they stared at each other trying to come up with some witty answer but, after four stops and no idea, they got off without saying a word.

Some people, like these two, have a self-destruct button in their heads where, most of the things they say for effect only have the effect of making them look like complete idiots. They have no filter. The filter, the Reticular Activating System, is really a two way filter. It allows in only what it believes will serve you, do you good or what it thinks you want to see. It should also trip you up if you are about to say something unnecessary.

Chapter 89 Time Distortion

Imagine there is a bank account that credits your account each morning with £86,400. Wow, how great would that be? But, it carries over no balance from day to day. Every evening the bank deletes whatever part of the balance you failed to use during the day. What would you do? Draw out every penny of course!

Well...

Each of us has a bank. Its name is: TIME. Every morning, it credits you with 86,400 seconds. Every night it writes off as lost whatever you have failed to invest to a good purpose, idea or endeavour. It carries over no balance. It allows no overdraft. It allows no loan. Each day it opens a new account for you. Each night, at midnight, it burns the remains of the day.

If you fail to use the day's deposits, the loss is yours. There is no drawing against tomorrow. You must live in the present on today's balance and deposits. Invest it wisely so that you get the maximum return on your investment in health, happiness, business, relationships and success.

The clock is ticking...make the most of today!

Chapter 90 You NEVER Stop Learning

You are responsible for your own education.

When you want to learn about a new subject, go to the library. Go to the bookshop and buy books and magazines. Log on to the Internet. Join a club or association. Find experts in the field. Ask questions and more questions. Take courses and ask your teacher questions.

Don't just sit there. Make the course YOUR course.

Q. What do you want to know about something?

A. All you can.

Q. What do you want to know about the business?

A. Everything you can.

Hunger for knowledge because knowledge is power. You don't need to attend famous universities. You don't need a lot of money for tuitions. By yourself, with your own free will, you can learn anything that you want to learn.

Learning is a gift that you give yourself. Knowledge is portable. You take it with you everywhere.

I see qualifications as limits. They show that you have achieved something, of course, but that's it. It's really a label. I have a Ph.D. I did it because I could. And I use the knowledge it gave me every day. But I have outgrown the Ph.D through self-education. If I sat with someone who had just completed my Ph.D in the same manner I did and then told them all I have learnt since passing it, I would blow the circuits in their head because many people believe that once you have the qualification, whatever it is, that's all you need to know.

The thing is, I know trainers and psychologists and hypnotherapists who have their qualifications on their wall. Great. Can they actually DO what they have the qualification for? NO not anymore!

Why is that? Because they don't use it, improve it, refine it or augment it with further information.

A ship that spends too much time in dock will deteriorate unless it does what it is meant and built to do, sail the seas. Your brain is the same. It needs to keep active. You need to continually learn and you also need to continually question what you know. IS it the ONLY way to do something? Does that STILL work? You should never, ever, stop learning. Attend seminars, buy books (and read them), buy CDs (and listen to them).

Don't worry what the book or CD/DVD costs you either. One sentence or idea in a £30 book or \$500 course could make you 50 times that amount in the years ahead or change your life or the life of someone around you or someone you are working with.

That's a better investment than buying shares.....or a lottery ticket. ;-)

Chapter 91 Response-Ability

Blaming others never works; it compromises your power and your strength.

When you are wrong, the most expedient form of action is to admit your mistake and move on.

How many people do you know who walk around, slumped over, moaning, whining and saying things like, "I could have been a success...BUT!" "I could have sold to that guy...BUT!" "I could have been a millionaire....BUT!"

Kick the 'buts' out of your life.

Accept the fact that life isn't always fair. You will not always be right. You are human and to trip, stumble and fall are all part of being human. What differentiates you from the herd is that you get up.

Mistakes are your teachers. By choosing to be a risk taker, you will face both peril and reward. You will make a lot of mistakes as all successful people have done and continue to do. It is not someone else's fault if your success involves persistence, failing and learning.

Accept this as your choice. Take risks. No great fortune or great endeavour or business was achieved without risk. As Sir Richard Branson says in his book *Reach for the Skies*: "If you choose to live a quiet life you will never know what it feels like to win!"

This is the nature of the road to success. Let your ego go. Take risks.

Take responsibility.

Break that word down. Responsibility. In fact you should look at that word as two words. Response and Ability. You **MUST** have the ability to make your response a positive one. You must cultivate a positive, powerful and empowering Response Ability. It is your ability to make your responses more self-empowering, strong and positive that will help you overcome all manner of challenges and 'failures' (I hate that word).

Worry more about what you can do rather than what others haven't done.

Never feel sorry for yourself. Blaming others will not make you feel better. If you fail, look at what you did, dust yourself off and do it differently.

Remember; don't blame others for that failure.

Because if you succeed even bigger because of that failure, are you going to credit them for that success, or the success that came from the failure?

No, I didn't think so.

The most important thing to understand is this...There is no failure, only feedback!

Chapter 92 Are you You-Nique

Do you wonder what makes you different from everyone else? Are you looking for an answer to "What makes me special and unique?" that is more meaningful than just your fingerprints or a spiral of DNA?

Understanding how each of us is unique is an essential part of questioning who we are and why humanity exists. To help you find an answer to this ancient and universal question, we offer a new way of looking at things.

Are you Unique? Do you go your own way? Do you follow your own beliefs?

Being unique can make you start to feel awkward about who you are. If you are not like everybody else ... you can feel like you don't fit ... and don't belong.

And that is a horrible way to feel.. Especially when you consider that everyone is unique. Everyone, underneath the things that define a generation or a culture, is truly unique and vastly different ... from the things they love -- to what inspires them or makes them laugh.

Do you remember the scene in *The Life of Brian* when, having been chased and followed by hundreds of people, Brian addresses the crowd from his bedroom window and there is the classic exchange...

Brian: You are all Individuals!

Lone Voice: I'm not!

Being an individual means you are unique. Do you have any idea just how unique you are?

What makes you unique?

Is it what you do, or how you do what you do?

If you want to Stand Out, you have to be OutStanding.
It's as simple as that. And simplicity rules.

Simplicity is harder than you think. We all have the ability to make things difficult. We analyse and go over details again and again when in fact what we should be doing is refining and streamlining.

If you want to be unique you have to strip everything down and discover just what sets you apart from everyone else.

Sustained success comes only when you take what's unique about you and figure out how to make it useful.

Whatever it is that you do to make yourself unique you have to decide whether or not it is something that will generate interest, business and raving fans (repeat customers).

What are your strengths? How do you use those strengths to overcome your competitors, if you consider your competitors?

Remember that there is no one else on this planet like you. No one else can do what you do, in the way you do it. If there were then I can guarantee that they wouldn't do what you do for the same reasons you do it.

The same thing applies to businesses and other types of organizations. But in this case, it is called branding and is known as what makes you stand apart and stand out from the crowd ... in both good and bad ways.

Being unique in business may be just what your company needs ... and should shout about. But just being different isn't what you want to focus on. Instead, you want to be distinctive -- in the things your customers and clients value most. And that is what finding your business niche is all about.

Don't fall into the trap many people fall into. Life is very simple. Unfortunately, it is inherent in many peoples' nature to make it difficult.

Chapter 93 Chasing Your Dream

I watched a dog yesterday.

It was sitting on the side of the road when a car drove past.

The dog was obviously bored and looking for something to do, waiting for something to come along, when along came an Alfa Romeo.

It drove past the dog; the dog looked at the car, and then chased it. It didn't have to chase the car for long as it stopped only a few hundred yards along the lane.

I watched the dog. It stopped when the car stopped and then, after giving the car a quick glance, walked back to where it had been sitting, sat down, and carried on staring across the fields.

Chasing that car seemed like a good idea at the time but the dog had overlooked one vital piece of the equation.

It had no idea what to do with the car when it caught it!

What are you like when an opportunity comes your way?

There you are, minding your own business, or dreaming about running your own business, when....BANG!

No, you haven't been hit by a car. You have been waiting for something to come along and now you have seen a car appear on the horizon, like an idea or an opportunity. Then it gets nearer and you start to look at it. Then you get intrigued by it. Then you chase your dream. The car is off down the road and you are chasing it.

But when you catch the car, or the idea, what are you going to do with it? Are you going to get in the driving seat and drive it?

Where to?

Dogs chase cars with no idea what they are going to do with them when they catch them.

Conversely, Cats don't chase cars. They look at the car going by and probably think 'Hmmm, nice car, Alfa Romeo' and carry on relaxing. They just can't be bothered to seize opportunity.

Don't be a dog and chase things for no reason. Don't be a cat either, and let

opportunity go by.

Be someone who has the end in sight. Know your destination. Know your direction, plan your route, know why you are taking the journey and then, when an opportunity comes your way, chase it, jump in the driving seat and hit the accelerator!

Chapter 94 Exception

You are the exception. So BE the exception.

You are willing to work harder and be more generous than you have to be.

You will exhibit character, vision, passion, enthusiasm and patience.

You will be ready to inspire and lead. You will accept responsibility. You will maintain the highest standards as you set the rules.

You will be consistent.

You will have a clear vision of your mission. You will encourage teamwork and the formation of strong alliances. You will set the example. You operate at the Jedi level.

In dress, speech, demeanour and attitude, you show the way to your colleagues. Your values and ideals have been deeply considered. You guide yourself and others toward excellence, not perfection. You are always open to new ideas, suggestions and offers of assistance. You must never ask or expect others to do what you would not do.

You will believe in your clients and colleagues and they will reward you with their support.

Never forget, it's your life. You are the captain of your ship and this is your journey to your destiny.

Many people feel that they have no control over their own lives. Remind them constantly that this is NOT true.

Once we all understand that we are responsible for all outcomes, good and bad (if there is such a thing!) then we understand why these outcomes occur.

From then on we are able to direct our lives as we see fit.

Think about all that is contained in this book.

Put it all into practice.

I hope you will never be the same again.

David Moore
Regeneretics

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