

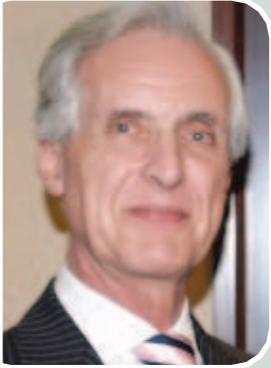
By Terence Watts

M.A.G.I.C! for Minds™

M.A.G.I.C! FOR MINDS™



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## Terence Watts MCGI

**Terence Watts was born in 1941 and has crammed more into his 65 years (at time of writing) than many people might in two lifetimes!**

Leaving school in 1958 after being told by a careers advisor that he should seek work as a park attendant, he promptly went on to achieve four entirely separate professional careers; electronics engineer, ballroom dance teacher, computer programmer and latterly hypnotherapist, psychotherapist and trainer.

He also enjoyed brief spells as a lead guitarist in a rock 'n' roll group, tailor, carpet layer, salesman, delivery driver, radio and television engineer and shop assistant.

All this is in addition, of course, to writing several books and specialist training courses, lecturing internationally, and creating and developing the highly successful 'Warriors, Settlers & Nomads' therapeutic methodology.

Terence never did sleep much!

He has a profound belief that the brain and mind are designed to be used to maximum capacity and that most people only utilise a mere fraction of their natural capability. It is this belief that led to the 'birth' of **SymbioDynamics™** and **M.A.G.I.C! for Minds™**, both designed to help harness the astonishing potential for success that is part of every human being's birthright.

Early in his therapist career, Terence became aware that it was not just the individuals who were able to think positively who achieved their goals – in fact some of those failed miserably – but those who were able to create a 'balance of being' that became so instinctive that they did not even need to think about it. Early research into this phenomenon of natural success showed that it was not just material achievement that people could find but great improvements to emotional and physical health, too. But that was where things got tricky; it was not easy to discover exactly what those ultra-successful clients were actually doing, for the processes were invisible, deep in what might be considered as the purely instinctive part of the subconscious mind.

Gradually, ideas began to take shape. The book 'Warriors, Settlers & Nomads' was published in 2000 and many therapists began to discover a startling new way to help their clients find their true strengths. But Terence knew there was something more and continued to search for that 'secret' thought processes that he was so sure existed. And he found it.

It did not happen in a blinding flash or in a moment of wonderful enlightenment; it happened while he was preparing a lecture on using the powers of the psyche (the word generally used in psychology to refer to a person's 'essence' or 'spirit') to deal with physical illness. It gradually dawned on him that what he was writing about was what he had been helping people to do for many years... and now you can learn to do what they did. You can learn to achieve all that you desire.

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## Sometimes, Small is Best!

As books go, this one is not big. Not for nothing is it called 'M.A.G.I.C! for Minds™' though, because the changes it can create for you and others are huge. It has the advantage that being small, you can read it and understand it *instantly* and start to put the information to work immediately.

What you have here, though, is what I have been working towards for many years; it is what might be called the 'End User' version of 'SymbioDynamics™ Training', a coaching technique for professional practitioners that helps to create positive change in almost any area of life, even serious illness (although it is not intended in any way to replace conventional medicine). This book cannot go that far, but it can help you to overcome many obstacles in life and achieve many goals that you might otherwise have thought impossible. It is designed for the 'average person' and can open your eyes to your true strengths, which you have probably never discovered - or if you have, never discovered how to use them effectively. As you read through the pages, you will begin to discover more and more about yourself, and more and more about how to make life work for you just the way you want it to.

It really can seem like Magic!

### The Professional Practitioner

Although you will be able to create great change for yourself in many areas of your life, the Registered SymbioDynamics™ Practitioner can do even more - you will see references to this from time to time in the book, when it is relevant. The name SymbioDynamics™ comes from what the process actually does: *it activates a dynamic and perfect symbiosis of three vital subconscious resources - Assertiveness, Protectiveness and energy for Change - so that they can work together without conflict. Its unique structure makes it possible to effortlessly achieve goals from financial abundance to health and longevity.*

It is also possible to learn how to use the process effectively with friends and family, too, helping them to deal with stress-related issues, school problems (yes, it works brilliantly for kids!), relationship problems, motivation, goal-setting and achievement and many other difficulties which are a fact of modern life.

To find out more about 'SymbioDynamics™' or to find a registered Practitioner, go to <http://www.symbiodynamica.com> You can browse the site, watch part of the video, and contact the SymbioDynamica organisation with any questions or comments you might have. You can even buy a video DVD on which you can watch people using the methods that are shown in this book, so that you can see beneficial change taking place right before your eyes - and it really can be that fast!

Well, that's it for this brief introduction - I hope you enjoy the book!

Terence Watts, 2007

# Chapter One

## *The Magic Key*

*While you can use this book to help you, your family and friends to achieve a great deal, a book can obviously never be as effective as a visit to a professionally registered **SymbioDynamics™ Practitioner**. For your nearest practitioner, contact: [practitioners@symbiodynamics.com](mailto:practitioners@symbiodynamics.com)*

**M.A.G.I.C!** is the key that opens the door to the life you want!

You can overcome anxiety and fears, motivate yourself to success, defeat an illness, gain confidence, become more attractive to others or anything else - if it is possible for anybody, it is possible for you.

It does not stop at just a single successful change, either, unless you want it to; with what this book will show you, you can simply decide to improve any aspect of the life you currently have. It will probably surprise you how little effort is needed too, once you have learnt 'the process', for there is often no need to actually do anything other than create a plan of action... then just forget about it. It is all down to that most powerful of goal-achieving agencies, your subconscious. Show it what you want to happen – once you know exactly how to do that – and then let it get on with the task of finding it for you.

Structure is the important thing. Usually, we do not really structure our ideas very well, stopping at all the wrong times and jumping from one place to another without ever really giving ourselves a chance to find that which we seek. We know exactly what we think we want - which is not necessarily the same as what we actually need - but we do not truly have a sound idea of how to get it. Worse, it often feels like almost everybody else in the world knows exactly where they are going and exactly how to get to where they want to be, and that can so often lead to us feeling inadequate and subsequently making even more of a mess of things.

But all that is about to change, because you are going to discover how easy it is to create mental structures for outrageous success; your plan can then almost run itself because it will be based on a thinking and behaviour pattern that is completely natural, one that your subconscious has been using ever since you were born.

You are going to learn the secret of **M.A.G.I.C!**

## The Spell

Of course, we cannot truly create a magic spell or potion to put things to rights. But we can do the next best thing, which is to gain and act upon an understanding of what must happen in order to achieve anything at all. There is nothing mysterious about it. It is something you have done every time anything has worked out the way you wanted it to, even if you have not actually realised it. Here are the basic elements of that process:

**Motivation**

**Allocation**

**Generation**

**Imagination**

**Cooperation**

**! Stop! Think! Test!**

There is actually a little more to it but we will get to that in good time. For the moment, let us have a look at how it works and how you have been doing this without even knowing it... you will be able to see that you have actually already practised, many hundreds of thousands of times, the pattern that will lead to you making things happen the way you want them to. When you learn to control it, it will feel like magic!

To illustrate this, think of a small task that you know you can complete easily and without much in the way of conscious thought - it does not matter much what the task entails as long as it is something simple that you know you can do without even trying; now study each of the following elements and notice how they are involved:

- **Motivation** is the beginning. You are motivated towards the task in some way - there is something that you want to happen.
- **Allocation** is where we assign the task to the part of your mind that searches to see if you know a way to do it - and what to do if you don't.
- **Generation** happens next. Sometimes invisible to consciousness, you generate the ideas and behaviour of either carrying out the task or, if necessary, finding out how to do it.
- **Imagination** is how we test the outcome of everything we do. We focus on what we believe might happen, even if, once again, that process is so fleeting that we are not consciously aware of it.
- **Cooperation** between the conscious and subconscious parts of your mind is necessary to bring the task to fruition. If cooperation stops at any time in the process, then the plan is doomed to failure. Subconscious anxiety can be revealed here.

- **! Stop! Think! Test!** This is something that happens so automatically that we scarcely notice it, most of the time. When we do, it is usually because the plan is exceptionally good (when we get that excited feeling) or exceptionally bad (when we get an anxious feeling). Most of the time, we do not pay enough attention to this part of what we do.

Now let us look at a simple task that uses this structure:

1. **John** is bored and is **Motivated** to do something to change that state.
2. The task of finding excitement is **Allocated**.
3. He **Generates** the idea of attracting attention from sexy females.
4. After that, he **Imagines** the practical aspects; ensuring his hair is as he wants it to be, he wears cologne, he makes sure he has enough money.
5. **Cooperation** between conscious and subconscious allows him to remain focussed on the task at hand - there is no resistance.
6. **! Stop! Think! Test!** Happy with his preparations, he finds a feeling of well-being as he glances in the mirror and observes that he looks great and forward pacing convinces him that he will have a wonderful evening.

Here is a more complex situation:

### Mike

1. Mike is **Motivated** to start his own business as soon as possible. Conversation reveals that he is familiar with property development and has the practical skills needed. The goal fulfils the special criteria of being Practical, Plausible, and Fair – the ‘2PF’ test (covered in detail later). If it is to be realistically achievable, every goal must fulfil these criteria when taking the individual’s circumstances into account. You’ll read more about this later on.
2. Though he has barely enough money, he doesn’t want to borrow so the task of searching for an affordable first property is **Allocated**.
3. He **Generates** the idea of searching for houses that are subject to probate and therefore available at a lower price than might otherwise be expected. His cousin will work for him as a labourer.
4. **Imagination** of the task being carried out reveals that he is already aware that he has no knowledge of how to discover available probate properties and he revises (3), this time Generating the idea of buying property at auction. This time, the work at (4) is more satisfactory.
5. A search to test **Cooperation** reveals that although keen to proceed, he is uneasy about something but is not sure what it is. Questions lead him to realise that he fears his cousin will be unreliable and he reverts to (2) Allocating himself the task of finding a reliable labourer. (2), (3), (4) and (5) are repeated and completed successfully this time.
6. **! Stop! Think! Test!** Forward pacing – that just means imagining a time in the future so vividly that it feels like you are there – alerts him to the possible difficulties associated with having no financial ‘cushion’ if work is held up and he has a labourer to pay. He also recognises that he cannot rely on finding a buyer as soon as the property is completed. He revisits (2) and decides that an interim

Even when you do something without really knowing for sure how you do it (that 'automatic pilot' process that kicks in whenever we drive a familiar route or perform a mundane task of some sort) the same pattern takes place. In fact, it is when you are on automatic pilot that the pattern will complete flawlessly and effortlessly every time... because you do not then mess things up with conscious processes like doubt, uncertainty, negativity and the destructive belief that you are somehow doomed to failure. All those awkward concepts create an entirely different idea in the subconscious from the one you started out with and then Cooperation has been interrupted.

*It is something of an awesome thought that the outcome of every single thing we do, from playing a single note in a tune all the way up to taking a country to war, is controlled by this same psychological process.*

It is probably obvious that the greater the plan, the more work will need to be carried out in every step of the way. Unfortunately, it is not at all uncommon for several of those stages to be running at the same time so that not one of them receives the entire energy of the mind; this 'undisciplined' approach can easily result in poor preparation, a poor **M.A.G.I.C!** structure and subsequent failure of the intended outcome. Later in this book, we will be looking in great detail at how to work effectively with each of those elements in order to really 'fire up' your chances of success.

### **A Simplistic Bit of Kit**

There is a little problem with the subconscious mind. Not just yours but everybody's. It is that this part of the psyche is an enormously simplistic bit of kit that cannot recognise a bad idea from a good one. To that part of your mind, all ideas are equal and valid and once taken on board absolutely must be discharged in action in some way. Those ideas usually include ineffective thinking patterns that we have been taught during our formative years that have become so entrenched that they are completely natural to us. In addition, it has learnt a 'master plan for life' in which it seeks to perpetuate the same behavioural responses all the time as a kind of survival strategy: if what you have been doing has led to survival, just keep on doing the same thing in order to survive some more.

*This is why, most of the time, big changes are difficult to make and even more difficult to maintain - the subconscious will try to find a way to get you back on what it believes is 'the right track.' And the subconscious, although simplistic, is amazingly adept at getting you to fall back into the same old routine, whatever you try.*

It matters not one jot what you consciously intended. For instance, if the subconscious has been taught that you must never have any money because it would be bad for you, it will make strenuous efforts to avoid you ever having any, no matter what whiz-bang business idea you put into action... and it will almost certainly succeed unless it is reprogrammed in some way. It might do it by having you make some disastrous decision which will look like simple bad luck, a cruel twist of fate. It might even put the thought into your conscious mind that you are 'just not cut out to have money' so that you do not make further efforts to rock the boat of survival.

All this means that unless we have ensured the presence of a clear idea of what we actually want, and instigated a suitable pattern of thought, the action that our subconscious instigates might be designed to achieve a totally different result from the one we intended.

that will be the result of a negative thought creeping into the equation and changing or modifying the idea that you started out with. For example, pretend for a moment that you have decided that you really want to start your own business. You have completed the Motivation process and have also Activated the part of your mind that contains the knowledge of the skills you have and the things that you can do. It is as you start to move into the Generation stage and become aware that you do not have an immediate action plan that you become vulnerable as one of three entirely different scenarios might be played out.

You believe you cannot bring the task to fruition because you do not have the resources you need. It is not fair but it is the way your life is.

You are sure you have the resources you need but have not located them yet and so must keep looking until you find them.

You recognise that your ideas are vague and your resources inadequate and so decide that an interim stage is necessary, within which you will seek to hone your ideas and develop your resources.

It does not take much thought to recognise that the first response stops the Cooperation process while the second and third both sustain it. In the first, you have stopped the original thought and Generated a different, easier one - the one to accept defeat. In the second, you have Generated the idea of remaining focussed on the problem at hand, continuing the search for a viable plan based on what you know. In the third, you have adopted the somewhat tougher and more 'thrusting' option of stepping up your efforts to achieve what you want. You are maintaining congruence and you are still on your way to success.

For some people, this is as far as they ever go. Others manage to get as far as Imagination before they lose their way by involuntarily beginning to imagine what they do not want, instead of what they do want, which is another destructive trick of the subconscious. More rarely, some actually manage to sustain a constant and smooth flow of **M.A.G.I.C!** - a smooth flow which, you might have already realised, must be part of any successful plan - so that they finally achieve what looks to the rest of the world to be an effortless success... and that can be YOU, later on!

# Chapter Two

## *Sometimes, Interruption is a Good Thing*

### The Panic Attack

There are times when we need to interrupt a 'behaviour flow' of something or other that we do on automatic pilot, and that is when the usual outcome is thoroughly undesirable.

Take panic attacks for example; even though the owner of the attack does not make a conscious decision to have one, the subconscious has been Motivated to do so and begins to Activate the processes it has learnt. The sufferer perceives the onset of the attack and assists, albeit unwillingly, the Generation of fear then follows it up with Imagination, sometimes to the extent of believing that death is imminent. So we now have Cooperation - again, albeit unwilling - creating congruence and the successful completion of the original idea.

But what if we could cause a break in the Cooperation process? Then, the panic attack has to stop as the subconscious moves on to a different idea. This is something that you can try for yourself; if you suffer from this problem, then next time you are aware of the 'point of no return', determinedly focus on an extremely calm scene – maybe a smooth lake surrounded by misty mountains with gentle fronds of wispy grasses and reeds at the water's edge, for example. The subconscious can think of only one thing at a time and tends to move towards pleasure, rather than discomfort. It's an easy routine to use, when you get used to it, though it's possible that you would need to consult a professional practitioner to get the best results. There are, in fact, many illnesses which can be helped by a change of thinking processes; all psychotherapists become aware quite early in their careers that even profound physical illness can sometimes disappear without trace after some suitable psychological work.

### The Route to Success

The way to find success in your endeavours is to ensure that the **M.A.G.I.C!** structure moves the way you intend it to from beginning to end in a steady flow, Cooperation remaining uninterrupted by any destructive processes in the subconscious. Every element needs to be tuned for success.

So now we have the basis that you will use to achieve your aims but it is not quite enough, yet.

Understanding how a cake is made will not, on its own, result in a cake; knowing what colour you want to decorate your room does not put paper and paste on the walls. Theory on its own is useless.

### **You have to DO something!**

While **M.A.G.I.C!** is the effective structure, we are going to use three fundamental human thought processes to achieve your goal. These processes are those for **Assertiveness, Protectiveness** and

**Change.** They may not sound particularly exotic or magical but they are vital to the success of any project and it is important that the intricate interaction between them is carefully balanced.

**Assertiveness** is necessary if you are to stand your ground in the face of a challenge - and there are very few plans indeed that will not be prone to challenge, unless they are of no particular consequence. Too much, though, can lead to inflexibility and an unwillingness to 'think outside the box' and result in just as much of a downfall as if there were not enough. It can be passive or active and if uncontrolled can become overt aggression which might easily work against our best interests.

**Protectiveness** is an unshakeable urge to guard and keep safe. It allows us to maintain progress in our plan, working on a kind of 'ratchet' principal in which ground gained is made as secure as possible. Too much can have the undesirable effect of stifling the ability to take the calculated chances which are necessary to almost every plan, whether it is for business or personal improvement. It is easily recognisable that giving or receiving too much protectiveness can result in potentially disastrous weakness.

**Change** is hugely important because:

- It allows us to make the most of our natural resources and adapt to our environment as and when necessary.
- It confers the ability to make a decision, even if that is to simply wait in the sidelines for a while until we can see our direction clearly.
- It allows us to seize an advantage by an adjustment to our plans when this is needed.

The process of change is an essential element of every aspect of life and living, because without it there is no growth, and without growth we stagnate. Every plan you commence relies for its success on the completion of a process of change; if there is no change, then the plan will have left things exactly as they were, which means it would be pointless. Undirected, it can have us 'running around in circles' whilst achieving nothing at all worthwhile, and it must be properly harnessed and directed to the areas where it can be used to the best effect.

Although you might feel, like many do, that you are lacking in one or other of those important energies, it is an absolute certainty that you are not! All creatures on earth are born with a perfect balance of the instincts that are needed for survival - because their ancestors would have died out if they had not had them. There is a good example of this in a circumstance of nature, where many creatures are born with an instinctive knowledge of what is predator and what is prey. Without any instruction or training, they know they have to hide from one and chase the other - and they never get it wrong.

Here is another, perhaps even more impressive: a turtle lays eggs in a hole on a beach, covers them with sand and departs back to the ocean. Some fifty or so days later, the eggs hatch and a 'hard-wired' instinct suddenly comes into play. The hatchlings emerge from the sand and hurtle towards the water at high speed in an attempt to avoid predatory seabirds. They throw themselves into the crashing waves, where some perish but many others survive to become adult animals repeating that process of nature over and again. Because it is a natural phenomenon it might not seem to be such a big deal... but consider these questions:

- How do they know they have to use their beak to break the shell?
- How do they know they have to go upwards?
- How do they know where the water is?
- How do they know what the water is?
- How do they know they are supposed to get there fast?
- What would happen if they did not use their instincts for a change of environment?

These situations, and others like them, are beautiful examples of the instinctive application of Assertiveness, Protectiveness and Change in perfect harmony, leading to the greatest success of all... survival! This is all without any conscious thought and therefore there is no conscious interference with the process. Nothing gets in the way and the plan is executed to perfection.

### **The Advantage of Being a Turtle**

The turtle has one tremendous advantage over humans; it has not been taught to think that it cannot or should not achieve something. Nobody has created negativity and expectations of failure within the baby turtle... but hold on a moment - nobody has created expectations of failure and negativity within the baby human either! So you were born with all the instincts for that most important success of all 'hard-wired' into your brain after all, conferring the natural ability to use those three energies in perfect harmony. But then life happened.

In our formative years, we are usually taught that we are wrong a lot of the time, ineffective a lot of the time, and not trying hard enough a lot of the time. We might discover that assertiveness is undesirable for a girl and that protectiveness is too 'girly' for a boy. Too much energy for change on display is often frowned on and given a negative label of some sort, and above all, we soon absorb the idea that we cannot necessarily have what we want and just have to accept that which we are given.

The natural balance of those three vital energies that was inherently right for us as an individual has been reorganised to function in a way that others wanted them to be to suit their requirements of us! This is not to say that we should blame our parents or anybody else who was involved in our upbringing; it is almost certain that this 'remodelling' was not carried out with any intention other than teaching you how to behave appropriately in our social environment. Even a near-perfect childhood can still create problems for the adult, just by virtue of the fact that we are taught what is expected of us and what we can expect as a child - and nobody countermands the instructions when we are grown up.

Once we reach adulthood, the behavioural responses we have been taught have become so ingrained, so completely absorbed and at such a depth that they act just like natural instincts do... without conscious awareness. We do what we do and consider it to be 'just the way I am.' Unless we use the energy for change to make a difference to something at root level, we will continue to live our lives in the same way until the end of our days. It is as well, perhaps, at this very moment, to take on board the fact that if you do the same thing in the same way, you get the same result.

The survival of our ancient ancestors depended on exactly the right balance of those three energies; in those days this would have been actively encouraged, to ensure that the tribal numbers could be sustained. With each generation it became stronger and more instinctive, for thousands upon thousands

physical brains that activate those three energies, just as all creatures have. Because of modern childhood teachings, though, we might have very little idea of how to use them to achieve what we want. We are too busy channelling them into sustaining what we were taught was 'right' - therefore actively resisting change - and as a result, suppressing or exaggerating assertiveness and denying or overstating our protectiveness towards ourselves and others.

### A Bit of a Mess

If all this sounds like a bit of a mess, it is! Not a hopeless mess, though, because those original pathways have not died or disappeared. Far from it; they are as active as they ever were. All that is happening is that you, like many others, are diverting the impulses in the same way that you were taught to do while you were growing up. This could have affected you in a thousand different ways but it is certain that it has definitely affected you or you would not be reading this book. The good news is that what you are learning here can undo that negative programming. Your goals might concern business, career or money; relationships, your sex life or the ability to give and receive love; health, stress, anxiety or fears; whatever, it makes no difference.

Whatever it is you seek, provided the goal is workable – and we will look at that aspect later on – you definitely have the necessary resources to make that **M.A.G.I.C!** process work perfectly for you. In a little while, you will discover how to restore those energy pathways to exactly the right balance for your particular personality. You will be re-establishing the natural and 'hard-wired' instincts for success with which you were born.

### The Way You do Anything...

It is a simple enough task to discover just how the balance of those three energies affects all aspects of your life. First of all, though, it is necessary to understand something of enormous importance:

#### **The way you do anything is the way you do everything**

That statement can actually be a real giveaway of why you are not yet where you want to be. If you are sure it does not apply to you, you need what is in this book more than most people do... for if you do not do everything in the same way, there is a lack of congruence in your behaviour patterns. This means that everything you do, you approach differently, making any form of stability very difficult to achieve. Your whole life might well appear to be extremely haphazard and complicated for much of the time. You have an excess of the energy for change; achieving success of any sort would be difficult enough but sustaining it would be almost impossible. If this is you – do not worry! Later on, you will discover just how easily you can resolve the problem.

Congruence is important; we actually need that 'way you do anything' statement to be absolutely true – because then, you only have to make one deep and positive change in your life to affect everything else in the same manner. In that way, you can learn how to make the **M.A.G.I.C!** structure work perfectly every time. It is better to have congruence in your behaviour, no matter how unstructured that behaviour is, than it is to lack congruence, no matter how much Assertiveness, Protectiveness and Change energy you can muster. Without it, plans are likely to go awry.

To find out how balanced your current behaviour is we will consider four common activities. In the examples that follow, there is no assumption that you would be comfortable with the behaviour; they are solely illustrations of the truth of that 'way you do anything' statement.

- **Talking**
- **Eating**
- **Exercising**
- **Driving**

Now we can look at some possibilities...

- If an individual talks quietly then they may well eat little, have a tendency to not work quite hard enough at exercise, and are a very 'steady' driver. It is likely that they are generally agreeable and lacking in assertiveness, even when it would be completely justified.
- If, on the other hand, they deliberate before they speak, then they probably eat slowly and/or carefully, plan their exercise regime methodically and want to control other drivers in some way. They almost certainly refuse to be hurried or pushed into a place they would rather not be.
- Perhaps they are a dramatic speaker, in which case they might like exciting or exotic foods, exercise energetically (though maybe mostly to look good rather than get fit) and tend to always drive fast. They might well be inclined towards gambling or prone to take risks of some sort.

Of course, these are generalisations but when you think of a few people you know, you will see that this type of universal repeat can be observed in almost everybody.

## **The Balance**

We will examine the way those three energies are balanced in each case. In the first case, the quiet talker, there is an excess of protectiveness with a lack of assertiveness and little attraction towards change. In the second, the deliberate speaker, there is an excess of assertiveness and control so that change is not allowed to exist and any protectiveness is turned in towards self. The third individual, the dramatic speaker, may be crackling with energy for change so that protectiveness and assertiveness are irrelevant and inaccessible.

You might think that as long as those individuals were happy with the way they function, then there would be no need for them to alter anything. They could continue to do the same thing in the same way and get the same results for the rest of their lives – but it does not work like that because life does not work like that. Nothing, absolutely nothing, can stay the same for ever; change is inevitable and those three individuals would be forced to adapt to shifts in circumstance.

When you successfully adjust the balances of your energies to levels which are perfect for you, you will simply sail through life, turning a setback to an advantage more often than not and being able to sustain the success.

## **M.A.G.I.C! in Progress**

Although you might not be aware of it right at this moment, the **M.A.G.I.C!** process has already started in your mind. You have Motivated yourself to read this book and Activated the part of your mind that is

ideas and behaviour that will lead you to success.

And we are going to make a start on that process in the next chapter...

# Chapter Three

## *Tuning the Energy Paths*

*Some of the material in this chapter bears a resemblance to that in a previous book by the same author, 'Warriors, Settlers & Nomads'. The earlier text is about establishing the way that self and others function interactively, though, while this work is primarily concerned with establishing internal resources and works in a quite different manner.*

Before going any further, you are now going to complete a brief test to reveal which of the energy pathways is currently most active in your psyche - this will reveal which is your 'dominant process of thought'. You will see that there are four questions, each with three statements as possible answers. On each question, note down the order in which each statement appeals to you and write your answers on a single line. For instance, if you think on question one that you would most like 'to gain power', your second preference would be to 'be stylishly impressive', and your third to 'create security', then that row will read: 'a, c, b'. Then write your answers to question two underneath the first one, the third underneath that, and the final one at the bottom. If you do this correctly, you will end with three columns:

**a, c, b**

**c, b, a**

**a, b, c**

**b, a, c**

There is no 'best' or 'better' profile and it is important that you answer each question as accurately as you possibly can, or your later plans will be designed for somebody else! *You do not have to answer quickly and it is important that you choose that which appeals to you most, rather than what you think you should choose or what you know that somebody else would prefer you to choose.*

**Question 1:**

If you had a lot of money, you would use it to:

- a) Gain power
- b) Create security
- c) Be stylishly impressive

**Question 2:**

In a disagreement with another, you really want to:

- a) Make your point very firmly
- b) Look after their feelings
- c) Try to change their mind

**Question 3:**

When meeting strangers, you would really prefer to:

- a) Say little
- b) Share the conversation
- c) Impress them

**Question 4:**

You believe your 'deepest self' to be:

- a) Determined or forceful
- b) Stable and reliable
- c) Dramatic or inspiring

When you have answered all the questions, the most dominant resource in your psyche will be shown in the first column. In the example above, there are two (a) answers and one each of (b) and (c)

Now:

- a) Answers are associated with **Assertiveness**
- b) Answers are indicators of **Protectiveness**
- c) Answers are about **Change**

That profile indicates that the individual's dominant process is **Assertiveness**, with roughly equal amounts of **Protectiveness** and energy for **Change**. The ratio shows that there is twice as much Assertiveness as there is of either of the other two – it will not be quite as instinctively easy for them to access either the Protectiveness or Energy resources. It does not tell us anything about the way they actually use those energies and at this stage that is not particularly important. Whatever you discover your own profile to be, just make a note of your answers for future reference.

Although that first column shows what we can think of as the deeper 'instinctive self', looking at both columns (you should ignore the third) gives a much broader view of the personality; in the example, there are three (a) answers, three (b) answers and two (c) answers. This means that all resources are available, although Assertiveness would come much more naturally than the others (because of the first column). Later, you will learn how easy it can be to use the dominant process to access the others when needed.

If you find that you seem to be devoid of one of the resources, then make a note of it but do not worry! This should be seen as an important enlightenment, for it illustrates why you have not got to where you want to be yet... and you will soon be able to start developing that process of thought and raise it to the point where it behaves exactly like the natural instinct that it is.

## Working with the Virtual Persona

Now we are coming to some really exciting work!

For many years, there has been an effective psychotherapy method known as Parts Therapy work, pioneered by the late Charles Tebbetts, a famous American therapist; essentially, this involves communicating with the part of the mind that wants to achieve some objective or other, as well as the part or parts that is resisting that achievement. You will have experienced many times in your life already that feeling that 'part of you' wants to do a certain thing but another 'part of you' feels uncomfortable or doubtful. This is the nature of the psychological process of conflict and it usually takes the form where conscious desires are at odds with subconscious inhibiting forces.

Whilst Parts Therapy work can be very effective at resolving conflict and achieving goals, working with that particular methodology in the way it is usually conducted is beyond the scope of a self-help book, since it needs the presence of a skilled therapist to complete it. But we can do something that is remarkably similar and can be at least as powerful – and it often does not need anybody else to help you.

We are going to use powerful mental imagery to enable you to access the three Parts of your mind that can activate those energies of Assertiveness, Protectiveness and Change. This will allow you to make that **M.A.G.I.C!** structure work perfectly. The images we are going to use can be usefully thought of as '**Virtual Personas**' ('virtual persona' is a convenient name for 'pretend person'):

- **The Warrior** for **Assertiveness**
- **The Guardian** for **Protectiveness**
- **The Magician** for **Change**

Now you can actually begin to see which is your dominant instinctive process. If you scored mostly (a) in the first two columns on that test at the beginning of this chapter your dominant process is that of the Warrior; this is still true even if you cannot actually *use* that part of your mind yet. If you scored mostly (b) it indicates the resources of the Guardian, while mostly (c) shows that you are strongest on the qualities of the Magician. Later, you will see just how we use those mental images to help you achieve your goals, whatever those goals might be.

Remember that there is no 'better' or 'best', since each persona has specific attributes which can be used to find success in whichever field you seek it. We will have a look at the resources that are associated with each of those three processes, resources that you will be able to easily access later on, via the Virtual Personas (we'll call them 'VPs' from now on). Should you decide to have a session or two with a

professional practitioner, they will be using extended versions of these profiles - but we don't want to complicate the issue here.

### **Assertiveness**

Assertiveness is not to be confused with aggression - this is a mistake that many people make and the idea of being assertive can then create anxiety. Yet without the right levels of assertiveness, we would not be able to maintain our plans in the face of the completely natural adversity that we encounter on almost a daily basis. Assertiveness is associated positively with:

**Control:** Control of others, self, and the immediate environment. If it is thwarted, there can be a swing to the negative values of Aggression and/or Manipulation.

**Tenacity:** This confers a single-minded approach to goal-achievement along with abundant energy being expended where necessary.

**Structure:** Planning will be meticulous with likely pitfalls being observed and evaluated for even the smallest of tasks.

**Authority:** Authority is an empowering energy which might be sought via knowledge, physical superiority or a combination of both. Perceived loss of authority will be likely to generate the negative response of Aggression.

Assertiveness can also have negative attributes:

**Manipulation:** This is an instinctive behaviour which can be used to simply to achieve some end for self - though harm to others might be an inadvertent result.

**Inflexibility:** Once a plan has been embarked upon there is usually a total inability to see that it could be carried out in any other manner. It can become obsessive.

**Contrariness:** Awkwardness for the sake of not agreeing with the ideas or views of another. There is usually no reasoning behind this response - it is entirely automatic.

### **Protectiveness**

Protectiveness can sometimes be mistaken for defensiveness or weakness but without it, it is extremely unlikely that we would be able to maintain any gains we make from our plans. Without the right level of protectiveness, we might be foolhardy. Positive protectiveness is associated with:

**Adaptability:** This confers the ability to modify/rearrange plans 'on the fly' whilst managing to maintain the original outcome.

**Patience:** The ability to wait until all elements are in place confers strength to long-term plans. This attribute is extended towards others as well as to the passage of time.

**Insight:** Intuition at the highest possible human level, sometimes looking like ESP. It is an instinctive process that can be developed and enhanced.

**Stoicism:** Like Patience but with a more determined attitude, stoicism allows the tolerance of unpleasant situations when there is no alternative.

When we encounter Protectiveness in a negative orientation, we can find:

**Anxiety:** This can sometimes be abundantly evident, though the positive Stoicism tends to militate against making it obvious. Suffering is therefore usually in silence.

**Subservience:** This often results in the well-known 'doormat' effect where the instructions/demands of others are met and followed without question.

**Uncertainty:** Probably the most uncomfortable and difficult to overcome of all responses since it is almost entirely self-defeating.

## Change

The process of Change presents us with an interesting anomaly because whilst there is a need for it if we are to make progress with any plan, change is itself the energy for conflict. That conflict arises from a powerful survival urge deep within the subconscious to want to keep things just as they are. Positively, change is associated with:

**Energy:** In both physical and mental forms, this is an essential ingredient of all success. Without it, nothing happens, though when there is an excess or when it is uncontrolled, the negative Unpredictability may make itself evident.

**Inventiveness:** Along with innovation, this is one of the most important ingredients of success. It confers a wonderful ability to break new ground and create startling new ideas along with fresh and exciting ways of doing things.

**Inspiration:** When this strikes spectacular ideas might appear 'out of the blue'; often, they will be acted upon almost instantaneously with little or no thought or planning. Success often follows, though all too often is marred by the sudden appearance of the negative values of Impatience and Superficiality.

**Enthusiasm:** This is an essential ingredient of success for without it, the maintenance of energy becomes enormously difficult. Without enthusiasm, most of the other attributes associated with Change will be diminished.

When Change is presenting negatively, we can find:

**Unpredictability:** The bane of the completion of any plan, unpredictability can be the cause of unlimited chaos as others are forced to adapt - or try to.

**Irresponsibility:** An inability to recognise or be concerned about the possible consequences of unconsidered activity marks this trait.

**Superficiality:** This needs little explanation; everything looks okay on the surface but there has been no preparation, no 'spade work' and there is no real substance.

### **Conflict of Interest**

Although those three resources are essential if we are to stand a good chance of achieving our goals, it is inevitable that there will often be conflict between them... at least, it is inevitable until we have done some important work in your mind! The conflict exists because:

- The **Warrior** resists the **Magician**.
- The **Guardian** is anxious about the **Warrior**.
- The **Magician** finds the **Guardian** stifling.

It might seem a strange way of looking at things until you realise that:

- The **Warrior** is about control, but Change is a threat to established control... *and the Magician is all about change.*
- The **Guardian** is about adapting and understanding, but assertiveness is about resisting the will of others... *and the Warrior can sometimes be noisily assertive.*

- The **Magician** is about change and movement, but protectiveness tries to stabilise change... *and the Guardian is stoically protective.*

All of this reveals the reason for many failures - these conflicts are a natural part of the psychological make-up of every human being and can easily cause the downfall of a plan. Everybody has elements of all three personas, usually with one being stronger than the other; this means that it is inevitable that there will often be influences in the psyche that are working against what we are consciously seeking to achieve. It is that conflict which can so easily lead to the Cooperation element of **M.A.G.I.C!** being negatively interrupted.

For instance, if you needed the element of assertiveness - for maintaining or improving business success, perhaps - but your predominating resource is that of an adaptable Guardian, then the Warrior and Guardian parts will be working against each other and anxiety can be the result.

If you were seeking to solve a difficulty that needed negotiation and patience but your major trait is that of Magician, then that persona's often dramatic and excitable nature will be in direct conflict with the Guardian's ability to be adaptable and patient. The Magician can become frustrated and might feel 'strait-jacketed' and recklessness might result.

And supposing you needed the enthusiasm and energy of the Magician but your 'major player' was the methodical and controlled Warrior? The conflict there would certainly be less-than-helpful, since the Warrior persona would actively resist change, putting brakes on the enthusiasm and possibly finding a way to sabotage whatever project is under way.

Although it might seem now that all plans must be doomed to fail in some way, it is a fact that in practice, none of the above situations need pose a problem. It is entirely possible to resolve all those scenarios and others like them so swiftly and completely that you can make the best of all your resources. You will soon come to recognise that those VPs that you create in your mind are more than just mere images - they make it possible to access the perfect balance of psychological resources, just as your ancient ancestors did.

# Chapter Four

## *A Brainful of Electricity*

### **Pictures in the Mind**

Before we get on to the important business of creating the 'mind-pictures' of your VPs, it can be useful to understand the fascinating phenomenon wherein if you vividly imagine an activity, it actually activates the physical neural pathways in the brain that are associated with the thoughts in your mind. You can think of 'neural pathways' as being the wires that connect thoughts to action.

In an experiment a while ago, at the John Hopkins University in the USA, a modern technique known as **functional Magnetic Resonance Imaging** - fMRI - was used to observe the electrical activity in the brain when subjects were asked to imagine reaching out an arm. The experimenters were surprised to see that the motor part of the brain responsible for moving the arm 'lit up'. Even more amazingly, when they were asked to imagine that they were moving a third arm that started in the middle of their chest, both halves of the brain motor circuitry, that for the right arm and that for the left, lit up in the scanner. This clearly shows that the mind and brain are perfectly capable of activating neural pathways by the forces of imagination, even when they have never been used in that way before!

The important thing about this is that the subjects of those experiments did not think about activating pathways in the brain... they just thought intently of something happening. Relevant physical activity in the brain was 'fired' by nothing more than imagination.

In a related vein, some years ago, researchers into common psychology - i.e. psychological processes that are common to most people - discovered that if you asked individuals from almost anywhere in the world to draw a simple image that represented hate or anger, they tended to draw spiky shapes with sharp angles and zigzags. Asked to represent love, they would draw softly rounded shapes. Calmness was often represented mostly by flowing lines, like ripples on a lake or smoke drifting lazily from a camp fire. Although they were from diverse cultures, they used the same imagery to portray the same emotions.

*The chances are that those shapes they drew make perfect sense to you as you read about them, too, for the subconscious works in pretty much the same way for every human being - and this is a good thing, because the process unfolding here will work for you just as it will for everybody else.*

### **The Turtle's advantage...**

When you have created a vivid image of each of persona, just seeing the images in your mind will activate the associated neural pathways. At first, the effect might not be very strong; you are learning how to perform a new skill and you might falter a little in the beginning. As you improve, though, you will begin to

discover that you are in possession of a powerful tool that can make astonishing changes to the way you do things and the way you handle all sorts of life situations, from getting a refund for a faulty item all the way up to... well, you choose!

You can actually begin to find the same advantage as those turtles in the last chapter - working from an instinct for success that is not being limited by negative learning experiences.

Just reading the names 'Warrior' 'Guardian' and 'Magician' is likely to have created images or a thought or two in your mind. And this is important, for it is imagination and not the spoken word that is the language of the subconscious. It is the subconscious that we need to work with, most of the time, and visual symbols and strong images are the best way to empower the imagination.

Before we start on the process of creating the VPs that you are going to use to find success, we will consider the secret power of the Guardian. It is much more important than you might at first recognise and the purpose of this particular persona is to ensure that whatever improvements you make in your life, whatever ground you gain, you get to keep. It is at once adaptable yet stoic and strong, and can often find answers to difficulties where the other two might falter.

## Ancient Images

The ideal mental image to choose for each of the Parts is one of individuals from a long time ago. Here are some suggestions, though you might find something that suits you better just popping into your mind:

- **Warrior:** *Samurai, ancient Kings or Chieftains, Warrior Queens, Normans, Vikings, Crusaders, Knights, Native Indians, Zulus, Shoguns, Trojans, Nubian Kings and Queens, Roman Gladiators and Centurions, Emperors, Pharaohs, Ancient Huns, Han Warriors, Saxons.*
- **Guardian:** *Temple Guards, Ancient Farmers, Livestock Workers, Ancient Builders, Carers of all descriptions, Healers, Teachers, Monks, Nuns, Prophets and Seers, Clothiers and Dressmakers, Barbers, Philosophers, Defenders of truth, Keepers of keys.*
- **Magician:** *Conjurors, Illusionists, Magicians, Gypsies, Tarot-readers, Ancient Arabs, Ancient Chinese, Fortune-tellers, Travellers, Sorcerers, Witches, Warlocks, Wizards, Soothsayers, Pirates, Story-tellers, Dancers.*

Not everybody chooses human images for every Part; if an animal comes to mind in the exercise we are going to explore in a minute, there is no reason to try to change it because it can work perfectly well. The important thing is that it must feel right to you. Of course, the animal would still need to embody which of the energies you were working on. You might, for instance, choose a tiger for the Warrior, a guard dog for the Guardian, and perhaps a chameleon for the Magician. It really is entirely up to you and your imagination what you end up with!

## Creating the Virtual Personas

It is a good idea to create your image of each VP on separate days, unless you have above-average concentration and plenty of time to spare. Do not attempt to hurry the exercise; remember you are working to create some powerful imagery that will allow you to activate or energise the three major psychological resources in your mind. You deserve to give this your full attention and take as long as you need -

sometimes, one or other of the personas can be difficult to visualise and if this turns out to be the case for you, just persevere and it will happen.

For some people, visualisation can present a small problem. If you feel that you cannot see things in your 'mind's eye' then you might be worrying about all this talk of imagery. And yet, when you read about turtles, you almost certainly knew exactly what a turtle was. You could probably explain to somebody else what a baby turtle looks like. You might even be able to draw a rough approximation, however child-like that drawing might be. And try this: think of a kettle and notice what colour kettle you are thinking of; now, whatever you did there was the same process as understanding about the turtle. It might feel like a sort of memory, or just a thought, or something else entirely but that presents no problem at all. Whatever mental process you were using, that is what visualisation is for you, and it is not necessarily 'pictures in the mind.'

It is always best to create the image of the persona associated with your dominant process first, because this 'resonates' with your instinctive self. We will assume, for the purposes of this description, that you have recognised that your dominant psychological process (even if you don't actually use it very well) is that of Assertiveness - the **Warrior**. The first thing you need to do is decide on an image that represents the process of assertiveness, something that just 'feels right' to you. You can choose from the list shown earlier or you might already have something in your mind. It is always best to choose an ancient character, rather than something more modern - remember we are seeking to activate and energise physical neural pathways that you have inherited from your ancestors of many thousands of years ago. An ancient Chinese Archer, for instance, will be more likely to be effective than a jet fighter pilot. The choice is yours, though, and if a modern image works for you, then go with it.

Do seek to avoid a recognised persona such as James Bond or a well-known individual, since this would be role-play. The results from role-play are often short-lived; what we are doing here, carried out correctly, can make permanent and deep positive changes to the way you think, feel, and work.

At this stage, all you need to do is to choose which VP you are going to work with and for our purposes here, we will assume that you have selected a Samurai as 'your' Warrior. Of course, you can also select the other two images as well at this stage, even though you might be going to develop only the first one.

## Doing it

To create your VP, you will need your mind to be as calm as you can manage. There are many ways to do this but the following is effective and easy enough to learn (read the rest of the chapter before starting!):

***Switch off the telephone, or turn it to 'silent' and ensure, as far as possible, that you will not be interrupted for at least twenty minutes or so - longer, maybe forty minutes if you are going to attempt to create all three Parts in one go. Sit in a comfortable position and make sure your clothing is comfortable. You can use a straight-backed chair or an armchair, just as you prefer, even sitting cross-legged on the floor if that works for you, but lying down is not recommended since it is likely that you will fall asleep before the exercise is finished.***

***Take a deep breath and breathe out slowly, at the same time allowing your face to become completely expressionless, as if you really did not want anybody to know what you might be thinking, just allowing every muscle to become totally slack. At some point, you can let your eyes close and it really does not matter whether this is immediate or after a few minutes.***

***When your face is totally relaxed and your eyes are closed, imagine that you can see a large number '300' level with your field of vision. You can usefully make this in bright LED lights or even neon. At roughly one second intervals, imagine the number gradually counting down by '1' each time, so that the next number will be '299'. Say the numbers in full in your mind, like this: "Three hundred... two hundred and ninety nine...two hundred and ninety eight..." and so on, until you get down to "Zero..."***

That whole exercise will have taken less than ten minutes and you are now ready to start the process of creating the VP image. Remaining relaxed, bring the image of the Samurai (in this case) to mind. Now imagine as vividly as you can:

1. How he is standing or moving.
2. The colours in his armour or clothing - this does not have to be accurate because it is just a representation for your mind. He could be wearing leather, steel, or iron, for example.
3. The sound of his voice - it does not matter what you hear him say.
4. How he smells
5. How he feels to the physical touch.
6. What it is that reveals his Assertiveness.

When the task is done, you may well feel as if this person truly does exist even though you logically know that this is not the case. If you can develop the image to this level, you will be able to access and use the

associated resource of controlled Assertiveness very easily later on.

You can test how effective your work has been by investigating the sense of presence or feel of this Part. To do this, let your mind go blank for a few moments then bring the VP image back. If all has gone well, you will notice where in your physical body you can feel the sudden activation of natural Assertiveness and Control - it is essential that the two go together, as you will discover later on. Once you are able to locate and identify the particular feeling that is associated with this Part, even if it is not yet particularly strong, this section of the exercise is complete.

### The Other Two Parts...

You probably have already recognised that you will simply repeat the steps shown above for each of the other two Parts. You will need to let your mind clear before going on to the next one and for many people it is easier to do this the next day. If you have abundant energy, however (usually, this means that you are a Magician type) you could well be impatient to get on with completing the entire task.

You can either let your mind become blank for a short while by focussing on the notion of nothingness, or you might prefer to remember a particular time that has an especially good feeling associated with it. What you think of is not especially important - it is just to get your mind focussed away from the imagery you have just been working with. Always wait until you feel ready to work on the next one.

Now you go through the entire process for each of the other two VPs. The stages will be identical except for number 6 which will be:

- For the **Guardian**: What it is that reveals their **Protectiveness?**
- For the **Magician**: What it is that reveals their **Energy for Change?**

It is possible that you will need to complete the entire exercise more than once in order to create powerful enough imagery and you should continue to do this until you can call each Part easily and vividly to mind. Not only that, but each VP should bring with it a specific feeling associated with that particular resource. Some people find one Part more difficult to develop than the other two but remember that it is only difficult! It is an opportunity to train your mind to overcome obstacles to success.

Another circumstance can be that you might find yourself feeling anxious about one of the VPs. There are three most likely scenarios:

- The Guardian personality feels anxious about the Warrior persona. When this is the case it shows that there is a fear of the normal levels of assertiveness that we all need in order to achieve all our objectives and sustain success.
- The Warrior personality feels that the Magician persona is stupid or in some way ridiculous. Here, it is likely that the sense of spontaneity and readiness for change creates a feeling of vulnerability.
- The Magician personality finds the Guardian persona boring and restrictive. In this instance, there is a fear or perhaps dislike, of the acceptance of normal levels of responsibility.

Where any of the above scenarios apply to you, the answer is simple; just keep the image in your mind, getting used to the feel and presence, and recognise that you are gaining strength and resource. It is the fact that you need to do this that shows that you have been working in the past with at least one of the important energies absent - which means your chances of success are already increasing by at least one-third!

When you can access all three 'archetypes' confidently, and actually feel the energy of each, then you are truly ready to move on to the next phase of your personal development.

It will be inspiring!

*Remember - what you are learning from this book can help to safely create enormous change for yourself and others but always be aware that a registered **SymbioDynamics™** Practitioner can do even more.*

# Chapter Five

## *Three Working Personas*

### Can you Feel it?

If you can now feel some internal change within you as you bring each VP to mind, and feel at ease with that change, then you already have access to everything you need to achieve your goals.

Probably, you will notice that the VP associated with the most dominant resource feels in some way stronger or more vivid than the other two, which is exactly as it should be. It might be, of course, that you are one of the fortunate few who have an almost perfect balance between the energies, in which case the first two columns of the personality test probably showed the pattern of 3, 3, 2. This is actually a highly desirable situation, since it means you can usually access whatever resources you need quite easily; if it does not yet exist, though, practice and the passage of time will help you to acquire it.

Of course, you have yet to learn how to actually use those resources by incorporating them into the **M.A.G.I.C!** work structure and that is something which we will be looking at and practising soon. Before we get to that point, though, it is important to understand the importance of the balance in the relationship between them. There are few tasks that will be achievable by using only one of the three fundamental processes; in fact, this is frequently the reason why the best laid plans might fail - an excess of one type of resource and a lack of one or both of the others.

To illustrate this, we are going to have a look at three hypothetical scenarios where, first of all, only one process is being applied and the problems that might arise as a result; then we will consider how the influence of the other two VPs might make a positive change to the situation. At this stage there is no need to wonder how on earth you could get this to happen - you will shortly be learning how to do exactly that.

### Warrior Fights

The Warrior is associated with the energy for Assertiveness. When the Warrior is the major personality trait, this assertiveness can all too easily convert into the negative value of aggression, fuelled by, and fuelling, a determination to gain control by any means possible, and that can often result in a single-minded and inflexible pursuit of the intended goal.

This might actually sound like a good idea... and it is a fact that many an individual functioning in this manner might well be proud of their 'fighting spirit'. But:

- Supposing the plan is flawed in some unsuspected manner?
- Supposing an equal or greater resistive force is met?

- Supposing the 'rules of combat' change, such as when support is suddenly withdrawn or an assumed resource fails to materialise?

In each case a great deal of energy will be expended on overcoming the obstacles and even when the objective is achieved - if it is - there will often be a residual negativity that can pose a threat to the stability of the outcome. Put simply, enemies will have been created and support, when needed, might well be thin on the ground.

The single-faceted aggression-based plan is always prone to these vulnerabilities but this does not have to be the case. The **Guardian**, with the ability to understand others via the inherent insight coupled with the urge to conserve and protect, might recognise that there is an advantage to be gained by making a modification or two to the modus operandi.

It would be the **Magician**, inspiring and ingenious, who could provide the viable alternatives, maybe even turning a setback into an advantage. This is often the trademark of the truly successful individual and it could be said that it is an essential element of success in any plan.

### **Guardian Conserves**

The Guardian's over-riding instinct is to keep safe, to conserve and protect. This will ensure as far as possible that the individual is not likely to come to much harm. A good thing, you might think... but there is a major constraint at work. The urge to be protective and honest can often be extended to others to the point where they start to take advantage of the situation. This can easily trigger the negative attributes of self-doubt and lack of assertiveness, which can give rise to various difficulties including:

- Giving up because others create obstructions.
- Giving up so as not to take advantage of, or upset, others.
- Becoming depressed because others will not help.

In all these possibilities - and there are myriad others - there is the likelihood of, among other complex responses: flagging energy, loss of confidence and belief, anxiety brought about by the fear of letting others down and feelings of inadequacy. These are the likely outcomes when it is felt that any success must please others or at least not meet with disapproval. Yet no plan of any sort can be universally acceptable since it will necessarily affect those with whom we are involved. This has to be brought into perspective and evaluated against the importance of our own requirements.

In this case, the Warrior will provide assertiveness, determination to overcome obstacles, and the tenacity to follow through on a plan. The natural understanding that plans for and about self remain valid in spite of anybody's protests provides confidence that what was intended is deservedly achievable.

Added to this, the Magician's ingenuity and inventiveness, along with an inspiring and uplifting manner, will create energy and inspiration. In this way, new facets of the intended plan might be introduced to offset the resistance of others, especially if something can be found that will be of benefit to those who are creating obstacles.

### **Magician Inspires**

The Magician is quick, innovative, energetic and full of ideas. These are all good attributes to possess but

completion can be so erratic that it is entirely possible that the end result bears no resemblance to what was desired in the first place!

This lack of continuity and congruence is a natural facet of this persona and for that reason the influence of the others is essential if true and lasting success is to be found. In the absence of the influence of those Parts disaster is never very far away:

- Advice from others may be totally ignored - or forgotten.
- Resources, especially financial, may be diverted or squandered.
- Recklessness may result in foolhardy risk-taking.

All these responses can, it should be obvious, result in the total failure of almost any plan. Usually, there will be little recognition that this was self-induced or there will be a complete denial that there was ever any real intent for the success of the plan in the first place. Unless the problem is concerned with a physical illness - and even then those same responses can be demonstrated - this is usually of no great concern to the individual whose major personality type is that of Magician, since as soon as one plan fails, another one is hauled enthusiastically on to the drawing board... It is only with the passage of time that there is a recognition that success seems to be more elusive than it ever was.

What is needed here is the 'grounding' influence of the Warrior, with the practical and methodical approach to planning. The inherent willpower, control and tenacity will usually provide enough of an offset to the exuberance of the Magician that success is more likely.

But more is needed, in the form of the patience, reliability and common-sense conservation of gains that the Guardian can bring to the situation. Also, this particular persona is interested in the views of others and is content to listen to them, modifying plans where it seems advantageous.

## **A Backward Look**

You might already be able to see where, sometimes in the past, you might have exhibited behaviour patterns similar to some of the above. This is a completely normal state of affairs, actually - there are very few people who have a good balance between those three main energies of the psyche without working at them... and they are unlikely to be reading this book, anyway, since they can already get life to function in the way they want it to.

Here is a useful exercise which you should complete before reading on further. Search through your mind for a memory of some event that you are aware you did not handle particularly well. It does not have to be a serious situation - in fact it is probably better that it is not. The eventual outcome is not important because all we are looking for is one of those times that we have all experienced where, later, you realise that you could have dealt with the whole thing in a more effective or appropriate manner.

Play the entire scenario through in your mind, as completely as you are able; if there is a tendency to want to 'shut it off' for some reason, allow yourself to recognise that it is only a memory and it cannot actually do you any harm to review it. When you have completed the task of recall, consider which energy was most active at the time; it is usually that of the predominant personality, though it is not necessarily so.

When you have played the memory through to the end, take a moment or two to bring one of the other two personas to mind and run through it again, this time with the dominant energy being that of the VP you

chose - assertiveness and control from the Warrior, protectiveness and patience from the Guardian and inspiration for change from the Magician. Go a little more slowly this time and be aware of the differences in your response and that of others and the difference in the final outcome. Finally, repeat the exercise with the third persona, again being sure to notice how the event might have unfolded differently and how you might have felt at the end.

It is likely that you have discovered one of two situations:

- The way you handled the situation originally was actually the best you could get, even though you were uncomfortable with the outcome.
- There was a better way to handle the situation even though you were not aware of it at the time.

Whichever of those two applies to you is unimportant; what is important is that you now are able to recognise that there is a best way to tackle things. And there is an even better way if you can combine all three energies in the way that this book will show you. There is something else, too, that might come as something of a surprise... that “Just be yourself and you won’t go far wrong!” advice that you might have been given when you were growing up is quite often wildly inappropriate until you have got ‘yourself’ sorted out!

### Magician’s Holiday

If you are in doubt about the validity of the foregoing, consider this purely imaginary scenario:

***You are predominantly a Magician type and you contract an illness which needs an operation followed by careful management. You are told that until then rest and medication is essential...BUT you discover a truly special offer of a fantastic holiday that must be booked immediately. You ignore the advice from others, decide the operation can wait until later, and book the holiday. You forget your medication and have no intention of resting because you would miss out on some of the activities available. You soon feel exhausted but keep going anyway, waiting to get your ‘second wind’...***

There is no doubt, of course, that you would be at risk. You can probably see straight away how the control of the Warrior and the protectiveness of the Guardian would be greatly beneficial.

**Handling illness, other than mild ailments, is beyond the scope of this book, though it is something that the professional practitioner may be able to help with.**

### A Case Study

The following ‘potted’ history of a well-known individual shows how the application of all three energies can provide profound and lasting success.

When Sir James Dyson invented his completely innovative and different **(Magician)** type of vacuum cleaner, he approached every possible manufacturer in an attempt to interest them and enlist their help **(Guardian)** in bringing it to market. When they refused, he started his own manufacturing company **(Warrior)**. It was far from an easy journey but now, years on, almost every manufacturer of vacuum cleaners uses his ‘vortex’ system and no doubt has to pay him for the privilege, netting him far more than

he would ever have made from royalty fees. The product itself is highly innovative and new (**Magician**) and is practical and effective (**Warrior**). In addition to all of this, stoic resilience and patience (**Guardian**) ensured the completion of the plan via cooperation between and with the other two processes. Without this, the recklessness of the Magician and the inflexibility of the Warrior might well have resulted in the project falling into oblivion.

Sir James could not have completed that mammoth task without using all three processes effectively, and it is likely that he did this in a totally natural manner without fully realising it. Although it might seem ridiculous at this moment, the **M.A.G.I.C!** structure can create a thought process so similar to that natural ability, using the natural instincts associated with each VP, that it can be every bit as effective. It is probably obvious already that the resources needed from each VP will vary according to the task in hand but for a business plan, for example, the following is pertinent:

- The Warrior provides persistence and control
- The Guardian confers versatility and insight
- The Magician gives energy and inspiration

## Working Parts

While it is a fact that everybody has the ability to access every energy that is needed for success, the majority of people never manage to do so. Just by virtue of the fact that you have read this far through the book, you have already developed a greater knowledge of self than you started with. Now we can begin to examine how you can use that awareness.

For a moment, consider the elements of **M.A.G.I.C!** Each Part plays a specific role in the structure and you might already be able to assess who does what:

- **Motivation** is the role of the Assertive and goal-directed Warrior.
- **Activation** is a process about change and so belongs to the Magician.
- **Generation** takes thought and planning - the domain of the Warrior.
- **Imagination** is always a strong point for the Magician.
- **Cooperation** - it should go without saying that this essential element of success is a task that the Guardian can perform at the highest level.
- **! Stop! Think! Test!** Here, all three VPs are active as we visualise how life will be when the plan has been completed and we are reaping the benefit.

You can see that right from the very beginning, the effective use of all three processes is necessary if you are to even get a plan off the ground, never mind bring it to successful fruition. Do not run away with the idea that we are talking here only about plans for business, or achieving some lofty goal like becoming a film-star or a millionaire (although you could create just such a plan if you wanted to. *If you really wanted to.*) The same principle applies whether you are after some sort of material gain, seeking to build confidence, attempting to manage a mild illness or any other objective that comes to mind. There is actually only one reason why you have not already got it, in fact.

## CONFLICT

We briefly examined conflict earlier and it is always that which gets in the way when a plan misfires. Part of you is determined that you must not achieve that goal, even though you might consciously believe that this cannot possibly be the case. Conflict, being a product of the subconscious mind, is totally invisible and *hugely* powerful. It is a fact, though, that any battle between willpower and the forces of the subconscious is lost before it even really gets under way... because one or more Parts will be working against you.

Conflict will always be resolved, in that there will always be a winner of the battle, though usually the outcome is not that which you consciously desired. It is important, therefore, to make sure the VPs are working for you, because in this way, conflict can be minimised.

## Turbo Turtles

Yes, here we are back on the turtle thing again! You see, the turtle does not have this problem with conflict that the human does because, as far as anybody is able to tell, they do not have subconscious demands arguing with conscious wishes. Turtles want and need exactly the same thing and that is what they go for - survival. They are purely instinctive, and instincts, in comparison to conscious thought and reasoning, are turbo-charged!

In the human, we only become consciously aware of what is going on around us after about one-tenth of a second (the speed of fast reflexes); by that time the phenomenally fast subconscious has perceived every element of the input, assessed all possible outcomes and started to take action. This is why if somebody throws something at you, you will automatically try to catch it, or perhaps flinch, without even thinking about it. If you drop something, you will often make an instinctive grab at it, with no conscious thought at all. If you are driving, then you cannot *not* brake when something moves into your path.

Instincts of this sort are known as ‘conditioned responses’, things we have learnt to do automatically in response to certain situations without having to take the time to work out a course of action. We are actually stuffed full of them; everything that you do without conscious thought is almost certainly the result of a conditioned response... including succeeding or failing. The programme that allows such phenomenally speedy processing began to be created the very day you were born, and it is an exciting fact that this programme is not ‘set in stone’... it can be rewritten. And far more easily than you could ever imagine.

### Why so Fast?

The subconscious is so fast because it does not employ the laborious processes of reason or thought. It does not even, as far as anybody knows, actually invent new scenarios; it bases everything - every thought, every idea - on that which is already there and already available. It is nothing more or less than a highly complex collection of responses to emotional and physical stimuli and might work by selecting those responses from a collection of ‘behaviour templates’ that have been conditioned by repetition and stored somewhere in the mind. It might be that the absence of a ‘suitable’ template gives rise to that stressful feeling of ‘not knowing which way to turn’, and it might also be the reason why some individuals repeatedly make the same sort of mistake over and again. Remember, it does not differentiate between a good idea and a bad one.

Now we are back to the notion of VPs, because if you can think of a human behaviour, it is usually easy to decide which VP it is associated with; sometimes it will be two of them, and occasionally it will be all three. The VPs enact the responses of the subconscious and this is why that element of **Cooperation** is so incredibly important - we have to ensure that all three VPs are working for the same outcome, to avoid a disabling conflict.

And that is exactly what we are going to start working on next.

# Chapter Six

## *The Elements of M.A.G.I.C!*

### **The Beginning of a Spell!**

Although it is obviously not possible to create a *real* magic spell, it certainly is possible to create such an effective 'strategy for change' that everybody you know will think that is exactly what you did! The most important thing, at this stage, is to ensure that you lay the foundations of your plan - whatever that plan might be - with great care and thoroughness. The main reason, when a plan does not produce the result that was intended, is that it was laid on faulty foundations.

People have a habit of losing focus or of being distracted even while they are trying to create the plan, never mind when they are seeking to put it into action! No matter whether they want to manage an illness, rescue a relationship, start a new business or promote an existing one, increase self worth or personal confidence, learn a new skill or anything else, you will hear the same old excuses trotted out over and again when it does not work properly:

- There were too many unforeseen difficulties
- I gave it my best shot - nobody could have done more
- I got let down by others
- I got no back up at all
- I think I'm jinxed
- There was a vendetta against me
- It obviously was not meant to be
- [Name] moved the goalposts
- The bank pulled the plug just at the wrong moment
- [Name] wrecked everything
- The bottom dropped out of the market.

As you look at that list you will notice that something is missing, something which is closer to the truth than any of those things listed there:

- ***I got it wrong.***

Of course there are many other common statements missing too but those listed serve to illustrate the point. Once in a while, one or two of them *might* be a true reason for a plan not materialising in the way

that was intended but most of the time, '***I got it wrong***' is far more accurate! So we will start on your success with a novel idea:

***You accept full responsibility for whatever happens.***

This is actually a fantastic thing to do because it means that you are totally in charge and you cannot be stopped in your endeavours by *anybody or anything!* You can decide, from this very moment onwards, that you are going to become the master (or mistress) of your own destiny - or decide that you already *are* the master (or mistress) of your own destiny. Whatever happens, you will be able to work out exactly how you did it. If it turns out to be not what you wanted, then you will be able sort it out; if everything goes absolutely according to plan, then you will know that you have achieved it by your own efforts. And there is no reason on earth to doubt that you **are** able to be in such full control of your life. Even when it feels as if the entire universe is dropping one of its cosmic jokes immediately on your head, you are not powerless. You can still take that situation and make something of it... when you have learnt the knack. You can become unstoppable, always using whatever situation exists to move to the situation you desire.

**An Interesting Illustration**

For the moment we will assume that somebody has been attempting to achieve something and it all goes 'wrong'. They have a think and one of these two situations occurs:

- They decide it was absolutely nothing to do with them and was not in any way their fault. Then the same thing happens again. And again... And keeps on happening.
- They recognise what their part in the problem was, what it was they did or did not do that would have made a positive difference. The next time, they are quick to see when there is a potential problem and everything works just as it should.

When you accept responsibility and choose to deal positively with problems *no matter who made them*, then you will be the master of your own destiny. It is not important where the problems come from. It *is* important that they get resolved - and because it is **your** plan, **you** are the one with the responsibility of resolving them. It is 'part of the deal'. It comes with the territory.

***Just that one idea alone can make an almost magical change, even without the rest of what we are going to do here.***

So, we need to start getting control right here, right now... we need to start looking at the foundations of a plan and how to lay them strongly and thoroughly. And that is exactly where **M.A.G.I.C!** comes in but we are not yet quite ready to start on that - there is something else that must happen first. You have to decide *precisely* what it is that you want to achieve.

A vague idea just will not do it. Deciding that “*I want to make something of myself,*” is no good. These are some of the things you could make of yourself:

- An exhibition
- A total failure
- A complete idiot
- An arse.

But almost certainly, those are not what you meant. The problem is, though, that your subconscious has no understanding of what is ‘good’ or ‘bad’ and can only do what you request of it. If you do not make yourself clear, then the subconscious will just create any situation that is different from where you are now, without being at all bothered as to the outcome. So it is important that you tell it what you want in such a way that there can be no doubt. “*I want to be successful,*” does not do it either, because you have not stated what it is that you actually want. Now: “*I want to run a successful internet business selling computer software,*” does it. “*I want to make my relationship happy for me and my partner,*” does it, too. So does: “*I want to feel more confident when I’m with other people.*” Even: “*I want to have a million pounds within the next three years,*” is a good goal - though there’s nothing there that says how you might achieve it, the goal is still very specific.

Notice something very important: if you take out just one word from any of those ‘good’ statements, the meaning is weakened. They are complete yet concise, so there is little room for misunderstanding - they are *unambiguous*, and that is exactly what we need, a complete absence of ambiguity so that there can be no doubt as to what is wanted.

The more strongly, vividly and completely you can create a thought of what you want, the more likely you are to get just that. That in itself is not magical - it’s just that once you have ‘programmed’ the subconscious to search for what you want, it will ensure that you become aware of every opportunity to lead you towards it. More than that it will have you *acting* on those opportunities, often without you even being aware of that fact. So you can probably see, now, why it is so important that you are very specific about what you want! It really is summed up beautifully by that statement:  
Be careful what you look for, because you will find it!

## The ‘2PF’ Test

Every goal should be subjected to the ‘2PF’ test... ‘2PF’ stands for: **Plausible, Possible and Fair**. This means is that what you are seeking to achieve must be:

- *Possible* - i.e. it is something that *somebody, somewhere*, could achieve. Becoming a champion jockey is in. Running faster than the speed of sound is out.
- *Plausible* - in other words is it possible for *you* to achieve it. For instance, if you are fifty-plus and six feet tall, then becoming a champion jockey is not plausible!
- *Fair* - this means that when you achieve what you want, it must not hurt somebody else or be at their expense. That would be the worst sort of selfishness and it *will* come back at you.

achieve something and even when they do, they often apply their energies to the wrong part of it at the wrong time... which is why the majority of plans either do not work at all or produce a different result from that which was intended. And that is exactly where that **M.A.G.I.C!** structure comes into its own, because it will allow you to apply your energies to exactly the right part of the plan to get exactly the right result! We'll have a look at what you are going to do step by step.

### **Motivation - the first element of M.A.G.I.C!**

You probably remember that Motivation is always the first part of any plan. You are motivated to try to do something. But it is a little more important than just *wanting* to do something; we have to ensure that you want it *wholeheartedly*. The first, and maybe most important, thing to consider is: *Do I want this more than anything else in life?* If the answer to that question is 'No - I want X more than that' then you need either to start working on 'X' or accept that whatever 'X' is, you are not going to waste any energy even thinking about it for the foreseeable future.

Whatever your goal, it **must** be the most important change you are trying to make in your life if it is to have the best chance of success.

Ask yourself:

- *Why do I want this?*
- *How will my life be when I get it?*

It is a good idea to write your answers to those two questions and make them as detailed as possible. For around a week or so, add something to each answer every day; if at any time you feel uncomfortable with what you are seeing there it means that there is definitely something wrong with what you are trying to achieve. If you are not able to work out what it is so that you can change what's necessary, you can either (a) drop the plan and go for something different; or (b) make an appointment with a qualified

**SymbioDynamics™** practitioner, who will have the skills you need to help you solve the problem. This sort of difficulty is easy for the qualified and skilled practitioner to sort out, not so easy when working on yourself. It is a fact that as soon as you notice any uncomfortable feeling, your mind is starting to work against you instead of for you.

You do not have to wait until the week of adding to the answers has passed; as soon as you have written down your initial answers you can move onto the next stage.

### **Allocation - the second element of M.A.G.I.C!**

If you are going to work exclusively from this book then you need to make sure that the task of achieving your goal is allocated to the part of your mind that is the most dominant process - the **Warrior, Guardian** or **Magician** Virtual Persona. Most of the time, you will discover that the most dominant persona is one most likely to find what you want... after all, it was *you* who created the goal in the first place, prompted at least a little by that part of your mind. This is why the goal must be what *you* want and not what somebody else thinks you should do or have. Your mind, your goal, your success!

Sometimes there are reasons why that most dominant VP is not the best one to work with. For instance, if a situation needs a methodical and calculated approach, then neither the Guardian nor the Magician would be perfectly suited to the task. If an obviously enthusiastic and high-energy process is called for, then the Guardian would not be right and the Warrior will lack the enthusiasm. If an unruffled calmness and insight

are needed, then neither Warrior nor Magician are best.

The important thing is, that if you can see how the attributes associated with your most dominant process (they are listed in Chapter Three) will help you achieve what you want, then it will work. If you are not able to do that - and most of the time you **will** be able to - then professional advice is needed if you are to get the very best of success. This does *not* mean that you would not be able to work at your plan without help, only that it will work better and faster *with* professional advice.

### Generation - the third element of M.A.G.I.C!

This is where you create the 'bare bones' of a plan that will help you to achieve success in your plan - no details yet, just the bare bones. This is important because you need to take into account that interaction between your VPs and see how they might work successfully together. This is actually quite easy to do, using what you have already learned from the earlier chapters of this book.

You might find it easier if you do that short 'focussing' exercise in Chapter Four that you used to help create the VPs; if you find it easy enough to access each image, though, it probably is not necessary. In your mind, find the one that is associated with your dominant process and recognise how they might approach the fulfillment of your plan:

- The **Warrior** will go for a methodical, practical and logical approach - there is no rush to complete the plan
- The **Guardian** will rely on equal interaction with others and will base the plan around that interaction
- The **Magician** will be enthusiastic and want to create fairly fast results.

Staying with that dominant persona in your mind, see how you will be able to *totally accept* the 'input' from the other two. It *must* feel comfortable if you are to stand the best chance of success; as you have already discovered, it is nearly impossible to be properly successful using only one part of your mind so it is important to ensure that all three resources - Assertiveness, Protectiveness and Change - are being used in harmony.

We'll look at some examples of this harmony in action:

**Dominant Warrior:** Although a direct and positive approach is indicated (perhaps rescuing a company from bankruptcy or dealing with an overbearing boss or partner) this Persona is comfortable with the idea that the **Guardian** will assess the validity of other inputs, and the **Magician** will produce inspirational ideas for positive change.

**Dominant Guardian:** Although negotiation is desirable (maybe requesting a rise or promotion at work, or repairing a relationship) this persona understands that the **Warrior** will not allow advantage to be taken and the **Magician** will resist things being kept the same as they are.

**Dominant Magician:** A dynamic and energetic approach is needed (as in the situation whereby a presentation of a new product must be made, or auditioning for a role in the theatre) but this VP accepts that the **Warrior** will exercise a sense of caution and the **Guardian** will curb any excessively impetuous responses.

*If you keep the plans the same but rotate the Dominant VPs in each case, so that the first is **Magician**, the second is **Warrior**, and the third is **Guardian**, you will see examples of where the dominant process is not suitable.*

It is worth the understanding that if you have a dominant **Magician**, and it feels comfortable for you, it is perfectly in order to imagine them performing some kind of 'genuine Magic' - but you must be aware of what form it would take. A spell or potion, a special invisible energy... these things can help you find success as long as you feel the agreement of the other two personas and also take into account the work in the next element.

### **Imagination - the fourth element of M.A.G.I.C!**

This stage is a simple one - you simply imagine how *you* (not one of the personas) will go about making the plan work. There is no right or wrong here - whatever seems right to you is what your mind will work with; this is where we put the 'meat' on the bare bones of the plan formulated during the generation element, above.

You need to imagine what you will *actually be doing* to bring about success, even if that means just being observant and receptive to opportunity. Taking two of the samples used above, you might see yourself in conference with the bank manager, for example, or presenting, with perfect professionalism, a new product to an attentive audience. The important thing here is to make the mental images you create **truly vivid** - that always helps it to become reality. There's no need to be precise about *how you do the things* you imagine; it's *imagining those things leading to success* that works the magic!

### **Cooperation - the fifth element of M.A.G.I.C!**

This element is to test for full cooperation between your conscious and your subconscious. To begin, record an audio CD or tape of everything you have completed from the Motivation element up until now. Include *why* you want *what* you want, what part the Virtual Personas will play in your plan, and how you imagine it taking place - a reference to everything you have done so far, in fact. The recording will probably last between 5 and 15 minutes. Once done, make sure you won't be disturbed, settle yourself down quietly, and just listen to it from the start.

It is important that you feel comfortable with it all - if anything makes you feel uneasy... INVESTIGATE!

You *must* discover what it is that does not feel right and sort the problem out before continuing with the final element, for this discomfort shows that that all-important cooperation between conscious and subconscious might be flawed.

### **! Stop! Think! Test! - the sixth element of M.A.G.I.C!**

This element is probably the easiest of them all - all that you have to do here is to let your mind drift forward a while, to a time when you have achieved your goal. Imagine how life will be then - and once again, make it truly vivid and with as much detail as possible. If it all seems wonderful, if you have no

misgivings, you are on your way!

If something does not feel 'right', though, you might need to go 'back to the drawing board'... all the way back to deciding on your goal, if necessary. Whatever happens, you must be totally comfortable with what you have done in this chapter before you continue.

### **Keeping it Going**

Often, once the work in this chapter has been completed, there is no real need for you to do anything else! This is because you have set the processes of the subconscious mind in motion and it will continue to work in the background without any further intervention. You will be aware of this but only via a feeling of well-being and a growing conviction that you are definitely on your way to achieving your aims; all the time that is happening, you can, if you wish, just 'let it run', though most people like to feel that they are actually *doing* something to help things along.

You'll find out exactly how to do that very shortly; in the meantime, in the next chapter, we are going to investigate some of the things that might have got in your way in the past. Better than that, you will find a way to sort those things out once and for all!

# Chapter Seven

## *What Went Wrong...?*

*If any of the exercises in this chapter start to make you feel noticeably uncomfortable, it is best to leave it and continue to the next one. If this is the case, though, it is clear evidence that whatever it was you 'bumped into' has been inhibiting your success in the past. Ideally, you will contact a professional practitioner to resolve the problem, which will be hugely beneficial for your life generally.*

### **Built in Obstruction**

It is a guaranteed fact that you have 'built in' obstructive memories - we all have, having absorbed them without even knowing it, when we were children. Since we know that they are there, it is probably a good idea to set about neutralising the worst of them before they can get in the way of your success! We will run through a series of small exercises that will help to at least lessen the effects of the worst of them.

### **Exercise 1 - Looking Back**

Imagine you have a dial in front of you, with the needle poised in the middle. On one side there are degrees of 'good'; on the other, degrees of 'bad'.

Now think of the earliest thing you can remember - it does not matter what it is, as long as the memory is fairly clear. Notice the quality of it and which way that imaginary pointer moves. If the memory is neutral, so that the pointer stays in the middle, then choose another. Do not think too hard, and do not select - you need to *allow* the memories to occur as spontaneously as you can; being selective will greatly reduce the value of this exercise.

When the pointer moves to one side or the other, you can continue.

- If it moves towards 'good', then you can go on to the next exercise because you almost certainly look for positive values automatically. This does not mean that you have no destructive memories, simply that, in spite of them, you tend to subconsciously look for what you want rather than what you do not want.
- If it moves towards 'bad', then you have a little work to do before moving on.

**Neutralisation:** Hold the memory in your mind until it starts to feel completely neutral - it might be that you will remember something else connected with it and if so, just allow that thought to be there in your mind until it, too, becomes neutral. It *will* achieve that neutrality, even if it feels initially uncomfortable, because the human mind simply does not - cannot - sustain arousal states very well, especially when they are

associated with memories from a long time ago. If you decide that you *actually want* the memory to become neutral, then it will happen all the faster.

Once you have found that neutrality, recognise that that memory never was important to you as an adult - only when you were a child, but the subconscious had temporarily 'forgotten' that what you were remembering was no longer important.

Although not essential, it can be quite helpful to repeat the exercise two or three times. This will start training you subconscious to understand that uncomfortable 'stuff' that happened in the past is no longer of any consequence.

## Exercise 2 - Negative Self Talk

This is something that many, if not most, people do until their attention is drawn to it and they decide that it is a non-productive process. If you've ever said anything like:

- *That's just my luck that is*
- *Why do these things always happen to me*
- *I **knew** that was going to happen*
- *Some people have all the luck*
- *I might've guessed something would go wrong*
- *I reckon I'm jinxed or something.*

Of course, there are many statements in a similar vein and they all really mean the same thing: "*I am such a special person that the Universe selects me to have all the misfortune that is available.*" Now, there's a high chance that you will want to disagree with that 'translation'! But think about it for a moment or two. If it is true that only negative fortune befalls you, then *somebody* must have selected you for it, because the odds against you going through the whole of your life living through coincidence after coincidence of negative results must be almost beyond calculation. But if that *is* true, who do you think that *somebody* might be...? You probably have a sneaking feeling that I'm going to say it's you, and you are, of course, 100% correct! If you think it is *not* you, then try to write down exactly who or what is able to control your life so effectively and exactly how they do that - and be sure to make it believable. Once you've done that, ask yourself *why* they would do that... and you again come back to being a special person! After all, most people do not get selected for anything that is so very much different from their fellows.

It comes back to that statement: "*Be careful what you look for, because you'll probably find it!*"

Fortunately, the way out of this 'Negative Self Talk' is quite simple, though can take a little time. The first part of it is to allow yourself to recognise exactly why you want to claim such misfortune as being your birthright. Perhaps it is to get people feeling sorry for you or doing things for you. Maybe it is because you want to be nurtured or 'looked after' in some way. It could be that you want people to reassure you that you are a good person and all you have to do is do your best. It might be something else entirely; just allow yourself to recognise it and ask yourself, first, does that ploy work? Secondly, if it does, does it feel better than being a true success? If the answer to both those questions is 'Yes', then there really is no need for you to change anything because your life is probably as perfect as it can be!

On the other hand, if you now want to get out of that Negative Self Talk habit, the second part of the process - and this is the bit that can take a little time to produce positive effect - is:

- When something 'bad' happens, say: *"Well, I never expected that!"*
- When something 'good' happens, say: *"That's exactly what I wanted to happen!"*

It will take a little while but you will eventually discover that your fortunes start to change. There's no mystery about it - you are simply teaching that powerful subconscious where you want to go. You are training it to look for success because it is what you truly want.

### Exercise 3 - No Excuses Needed!

You almost certainly have said at some time in the past that you will embark on a certain plan or activity *"Just as soon as..."* And there you might put various different statements:

- *We've got Christmas out of the way*
- *The holidays are over*
- *The kids are off-hand*
- *The opportunity presents itself*
- *When the time's right*
- *I can find the time.*

This is that great pastime of the 'wannabe successful' individual - prevarication. The truth is, if you were being offered whatever it is you want without having to actually work for it, you would find time to grab it right away! Never mind about Christmas and the kids - if you were sure you could not fail, you would grab at that success immediately! Truly successful people will say something quite different from: *"Just as soon as..."* They tend to say: *"I'll get started on that right now!"*

### Exercise 4 - Always Try Your Hardest

If this sort of statement is having a negative effect upon your life, you already know about it! In fact, just reading the name of the exercise probably gave you a familiar sort of sinking feeling... That's because the word 'Always' means almost certainly that the idea was repeated *at* you many times when you were young... which is a wonderful way of telling you that you really have not got much chance of being a success because 'your hardest' is needed if you are to get anywhere at all.

*Yet we have all seen those people who are outrageously successful and make whatever they do look easy!*

Of course, there is a secret to that. The secret is that it *is* easy - to them. They are not trying their hardest - and if they did, they probably would not do it anywhere nearly as well. And there is another secret: those highly successful people do not actually *try* at all. They just do it. And in case you had not yet recognised it, the damaging part of the statement is in that word 'TRY'

'Try' says nothing about actually *doing* what you want to do... it just says that you have to try. So if you continually 'try your hardest', you will continue to try but without true success. This might sound crazy at

first, until you recognise that any success is likely to be self-sabotaged, so that you can continue to fulfil the instruction to 'always try your hardest'. Far better than 'trying your hardest' is: 'doing your best'; but far better than simply 'doing your best' is deciding to make as much of a success of what you have available to you. That works. No pressure. Just use what you have available to achieve whatever you can achieve - and make it look easy!

To help you past this limitation, repeat this phrase to yourself several times whenever you think of it:

*"Everything I've done and everything I am gets me everything I want."*

And make sure you believe it!

### Exercise 5 - Unworkable Goals

Not dissimilar from 'Always try your hardest', the foundation for unworkable goals has almost always been acquired during our formative years. It comes from the teaching of those who themselves did not reach the goals they believed that they 'should' and because they could not reach them, it was evident that they must be good goals - so they passed them on to the next generation! The evidence of unworkable 'stuff' being passed on is often revealed in this sort of statement:

- I want you to have a better life than me
- You must pass your exams or you'll end up with nothing
- This hurts me more than it hurts you
- You must always do your best if you want to get anywhere
- You always have to work hard to get anything worthwhile
- Nothing in life is ever easy.

Although it might not seem like it at first, every one of those statements is false. Not one of them will stand up to a proper challenge, not even that first "*I want you to have a better life than me*" one. That might not seem obvious until you consider that **YOU are a part** of the life that they want you to have better than!

Some of the 'evidences' of the unworkable goal concept festering away in your psyche are:

- A feeling that whatever you achieve is substandard
- When you do something that comes out right, it was just luck
- You are actually a fraud and will get found out one day
- You never quite 'get it right'

There are many others but they all amount to the same thing. Now, there are many forms of psychotherapy that can help this sort of negative belief system but a good self-help statement is that one given above:

*"Everything I've done and everything I am gets me everything I want."*

This simple statement, which you can repeat to yourself as many times a day as you wish, will begin to condition your subconscious to accept a great truth: You have the resources and the ability to achieve whatever you set out to achieve. There are those who would say that if you can perceive an idea in the first place, then you have the ability to achieve it.

They are right!

### **Exercise 6 - A Voyage of Rediscovery...**

Some people, on reading about the importance of **Assertiveness**, **Protectiveness** and the energy for **Change** become certain that one of those resources is completely absent in their psychological make up. If you fall into this category, you need to make a 'leap of faith' and accept that, no matter how powerful that belief is, it is **totally wrong!**

The fact is that you *cannot* be devoid of any of those resources; if you were, you most certainly would not be reading this book, for you would be completely accepting of the way that you are. The wish to **Change** - which you must have, or you would not be reading this book in the first place - is, in itself, a combination of **Assertiveness** and **Protectiveness**. To put it another way: you have **Asserted** your right to **Protect** yourself by finding beneficial **Change**. Or another way still: you have decided to **Protect** yourself and **Assert** your right to explore the notion of **Change**. You might find another way still of expressing what forces in your mind have led you to this point but it will always come out to the same thing - you have the ability to use all of those forces.

Now, what is far more likely is that you become *anxious* about one of those three resources and that is a whole different scenario. There must be a reason for this and this exercise might help you find it - though it has to be said that this is actually quite difficult to complete on your own and might need the assistance of a professional **SymbioDynamics™** practitioner to complete it.

*It is important that you do not seek to help somebody else with this particular exercise. Your own mind will stop you from deep exploration of any painful areas of your own but for reasons that are too complex to describe here, working with another person **could** access memories that need a trained therapist to resolve. To repeat: Subconscious protective resistance will stop you from accessing deep-rooted problems of your own, so that this exercise is totally safe when carried out as a 'self therapy'.*

To begin the exercise, settle yourself down comfortably and just let your mind drift all the way back through time, searching for a memory of some event that shows that you *did* have that resource once. It might take a little time and it is not particularly important if you do not find anything the first time you search. It will probably pop into your head when you are not even thinking about it, just as when you have been trying desperately to remember somebody's name, only to have it suddenly 'arrive' when you are doing something quite mundane later on.

When you have found it, make the memory as complete and vivid as it can possibly be, to ensure that you are activating the part of the physical brain that is associated with that process. Now let your mind drift forwards through time, seeking to discover the moment when that process was stopped. Again, it does not matter if you do not find it straight away - you will discover it eventually.

When you find that 'blocking' moment, all you need to do is to understand three things:

- That 'blocking' moment is in the past and no longer relevant
- You have released the anxiety that has made that resource difficult to use
- Over the next few days and weeks and months, that resource can now gain strength so that your psyche is fully restored to the way that it is designed to be.

Sometimes, it is necessary to go over the same two memories to the point that they become boring before you can feel a beneficial effect. Usually, though, just the act of finding them, especially the first, which confirms that the 'missing' resource is available to you after all, is sufficient to start the restoration process.

### **Blocks to Success**

The exercises in this chapter have been designed to help you release psychological blocks to success. Although they are effective, always be aware that the professional practitioner has far more powerful processes to help you get from where you are to where you want to be.

In the next chapter, we are going to have a look at how to keep the **M.A.G.I.C! for Minds™** process running and how to restart it if it should stop, or begin to fade in some way.

# Chapter Eight

## *Maintaining Focus!*

### Keeping it Working!

The **M.A.G.I.C!** process and the work of the Virtual Personas can be greatly reinforced via a few simple psychological exercise routines, which are detailed here. You do not have to do them all - in fact, you do not have to do any of them but if you want to give yourself the best chance of success then it is good to actually do something about it on a daily basis. It is a fact that whatever you might read to the contrary, the vast majority of people work hard to achieve and keep their goals. Whether you are seeking wealth, a loving relationship, good health or something else entirely, the work cannot stop once you have achieved it! You have to do something to maintain it.

There is nothing difficult about the routines given here and, of course, there's no need to do all of them every day. Many people like to vary them and since each one only takes a few minutes, there is little chance of becoming bored with them. Whichever one you are doing, be sure to prepare properly for it; you can use the preparation routine from Chapter Four or you can simply make yourself comfortable and stare into the distance for a few moments, allowing your breathing to slow right the way down and letting your mind become as calm as it will. If it feels easier to do so, allow your eyes to gently close. When you are breathing so steadily you almost would not disturb even a single strand of a feather placed in front of your nose, you are ready to begin.

### A Look Into The Future

This first exercise is - or should be - already very familiar to you, since it is very similar to the **! Stop! Think! Check!** element of **M.A.G.I.C!** that you have already done.

For this, simply let your mind drift forward to a time when your goal has been achieved and you are enjoying your new life. Each time you do this, find a different element of life to observe - because life simply does not stay the same all the time! Nothing is 'out of bounds', nothing is 'too simple'. You might consider any or all of these and more:

- An ordinary day at work
- Holidays
- Working in the home or garden
- Shopping

- Social occasions
- Sexual activity
- Driving your car
- Playing a sport
- Relaxing with your/a partner
- Indulging in a favourite hobby
- Learning a new skill
- Buying new clothes.

That list could go on to fill the rest of this book, of course. The important thing is that you always imagine exactly how you want life to be once your goal has been achieved - you will remember that *'the way you do anything is the way you do everything'* statement... well, because of the truth of that, *everything* in your life will be different. Explore it thoroughly, even the ordinary mundane things that we all have to do from time to time. That way, you are building a future reality and your psyche will respond well to it precisely because it *is* so real.

All of the exercises here are designed to not just strengthen the subconscious processes but to allow you to become aware of any changes that need to be made. In this case, this will show up as a faint recognition that something feels slightly 'awkward' or maybe mildly uncomfortable. Perhaps even suddenly not very plausible. If this happens here, then you need to 'back track' to whatever you thought of the last time you did this exercise. If that is ok when you think of it, then something in what you were doing this time is not right and it needs investigation - maybe you need to imagine a different scenario or maybe your plan needs a minor change.

*If, though, everything now feels uncomfortable - and this is actually an extremely rare occurrence - then there is a need to investigate the source of that uneasiness.* The most likely scenario is that your original needs have changed as a result of the work you have carried out so far and you now need to modify your goal or even choose a complete new one, working through the elements of M.A.G.I.C!, as in Chapter Six, again. This is to be welcomed, not rejected, because it shows that you are definitely capable of creating change at a deep level and the chances are that it will now be easier to create a plan that you might have considered too ambitious originally.

## **A Review of the Day**

This is simple to conduct and you should always complete it at the end of the day - ideally, just before you go to bed. It can work at other times but there are benefits in sleeping soon after you have completed it - it is while you sleep that the subconscious processes information.

Allow yourself to remember the first thing you noticed when you awoke; it can be the alarm clock sounding, a half-conscious dream, or it may be that you simply thought about the day ahead of you. Perhaps you noticed the warmth of somebody sharing your space or the absence of somebody sharing your space. Whatever it was, just be aware of it for a moment or two, then let your mind drift forward to the moment of *now* the exact moment in time while you are carrying out this exercise. Just stay within this moment for a little while without attempting to think of anything else.

When you are ready, let your mind move gently through the events of the day, not looking for anything in particular, not really noticing any emotional values that might be associated. There is no need to be greatly

detailed here, just to be aware of the way the day ‘worked’ as you gradually return to the moment of *now*. Now choose one of those events that you thought of and see it in a more detailed fashion, asking yourself these two questions:

- Was that event connected positively to my plan?
- Which VP was most active during that event?

Most of the time, it is sufficient to just observe the answers; there is no need to make any adjustments or think of anything else, since this is an exercise to keep your mind focussed on your plan and on the VPs. The only time that work is needed is if you realise that the event upon which you have focussed is actually detrimental to your plan. This is a possible indicator of resistance and it is a good idea to investigate to see if there are benefits in *not* achieving your goal - this is particularly likely if the VP associated with the event is also the ‘major player’ in whatever it is you are seeking to achieve.

In this instance, it is a good idea to investigate the **Motivation** element of your plan once more. Seek to resolve anything that you recognise might be getting in your way; if you find nothing, running through the ‘**A Look Into the Future**’ routine, above, might provide a clue.

If you still find nothing, then simply visualise what it is you are seeking as strongly as you can for as long as you can.

### How Am I Doing?

This is a great general purpose routine which you can use first of all to keep the VPs ‘in focus’ and secondly as a check to see that all is well in your subconscious. It is probably the simplest of the exercises shown in this chapter and all you need to do is to imagine that you can see all three of the Personas. There are three main possibilities:

- They are all looking as if they are at ease. This is a good sign, for it means that almost certainly your subconscious is telling you that, as far as you can possibly be aware, there is nothing that needs to be done.
- One of them seems to be restless or ‘at the ready’ as if preparing to do something. If it is the **Warrior**, find out where there is a need to assert yourself in some way; if it is the **Guardian**, then maybe you are vulnerable in a part of your life; if it is the **Magician**, then some change is needed somewhere. Of course, this all supposes that it is possible for your subconscious to have observed that something needs to be done - if events have taken place that you do not know about yet, then these indicators for action will not appear.
- There is a sense of urgency or action amongst all of them. Usually, in this scenario, you will be very well aware that there is a life problem that needs to be dealt with - devise a way in which these three of your personality will deal effectively with that problem. This is essentially the **Generation** element of **M.A.G.I.C!** and you should follow it with the next element, **Imagination**. There is no need to complete the entire structure again here, since you are not setting a goal, merely maintaining a path.

### The Quick Scan

Essentially, this is just a quick look through your entire plan from start to future, without going into great detail. This high speed processing can sometimes reveal where there is a weakness or a flaw more readily

than the slower pace at which you will complete the **M.A.G.I.C!** structure in the first place. It is based on the **Cooperation** element, though you will not use the recording you have made unless it become obvious that some adjustment is needed.

Once settled down comfortably, perform the following steps in your mind:

- Remember the feeling of **Motivation** and what you are seeking to achieve.
- Remember the tasks of each of the VPs
- Think about the role of the 'Major Player' in the plan
- Imagine yourself (not the VPs) acting upon the changes that are being created
- Project forward into the future, to how life will be when what you are seeking has been achieved and **Make It Vivid!** The subconscious always responds best to vivid imagery.

If all is well, you will find a sense of excitement as you re-energise the entire plan; otherwise, listen to the recording that you made during the work in Chapter Six and you will be able to discover where change is needed - usually minor, if you have done the previous work well enough.

### What Do I Do Now?

This part of this chapter is not about exercises for you to do, but concerns itself with what you can do if you discover some sort of negativity. This will usually show itself in one of three ways:

1. **Everything went well at first, but it felt as if it 'faded' after a few days**
2. **You find yourself unhappy or uncomfortable with one of the VPs**
3. **Nothing at all has happened - there has been no change.**

In each case, if what you read here does not resolve the issue, then you will probably need professional help to get to it - and the results then can be amazing! We will consider each scenario separately:

**1 - It worked at first, then faded.** The main reason why this happens is that something is wrong with your goal. Here is a reminder of something of enormous importance: Every goal should be subjected to the '2PF' test... '2PF' stands for **Plausible, Possible and Fair**. This means is that what you are seeking to achieve must be:

- *Possible* - i.e. it is something that *somebody, somewhere*, could achieve. Becoming a champion jockey is in. Running faster than the speed of sound is out.
- *Plausible* - in other words is it possible for *you* to achieve it. For instance, if you are fifty-plus and six feet tall, then becoming a champion jockey is not plausible!
- *Fair* - this means that when you achieve what you want, it must not hurt somebody else or be at their expense. That would be the worst sort of selfishness and it *will* come back at you.

This is an important factor: it is not whether or not the goal is *actually* Plausible, Possible and Fair but that it seems so *to you*. For instance, it is definitely **possible** for somebody to run 100 meters in twelve seconds; if they are athletically fit then it is also **plausible**; if they are in a race and not trying to steal

something, for example, then it is also **fair**. But if somebody setting that goal was overweight and asthmatic, then it would certainly fail on at least two counts of '2PF'!

*Most plans that fail do so because of a simple practicality of some sort that renders them invalid when taking the '2PF' test into account.*

If, on the other hand, you are sure that you *could* do whatever it is you seek if only you had more confidence, self-belief, courage, determination, spontaneity, resourcefulness, creativity, energy, and so on, then the goal is probably achievable because these are all mental attitudes which **M.A.G.I.C!** will improve. In fact, most of those facets of personality improve automatically as a kind of beneficial side effect of what you are reading about in this book.

So, ensure that your goal is modified where necessary to pass the '2PF' test and you will be on your way!

**2 - Unhappy or uncomfortable with one of the VPs.** The easiest way to deal with this difficulty is to simply change that VP. Go through the exercise in Chapter Four again to create a new persona that feels comfortable to you. Simply decide that you will replace the one you created last time - after all, each VP is merely a symbol to represent a process of thought, the activation of a set of neural pathways in your physical brain, so it is not particularly important what symbol you use. It *is* important that you are at ease with it, though, or you will not be able to access that resource as effectively as otherwise.

If you still discover that you are not confident, or not comfortable, with the VP, then there are exercises at the end of Chapter Four that will help you. And if *they* do not resolve the issue, then the most likely scenario is that you were not entirely truthful with yourself when you completed the 'Dominant Process Test'. Without looking at your previous answers, take the test again, giving as much thought as you need to give for each question, and being completely honest.

*It can be tempting to give answers that you feel would put you in a better light with others. This is a pointless exercise, for it means that you will not be able to access your **true** strengths. If you are looking for the 'best' profile, then that is easy... it is the one that is true!*

**3 - Nothing at all has happened.** There are only two reasons why this situation can exist. It is actually *impossible* for there to be no change if the process has been carried out properly, unless:

- You do not truly *want* change to happen
- You do not truly *believe* change can happen.

The first situation is one with which you might need professional assistance, since it is an evidence of great resistance and means that you have a deep-rooted agenda that will prevent you from creating change. The reasons for this are beyond the scope of this book; suffice it to say that that it is a powerfully destructive process. You will probably be aware that this situation exists, though, and it is therefore your choice to decide to resolve the issue or not.

The second situation is more common, though again might need professional assistance to help you increase belief. It is a fact that **Change** is relentless and inevitable; what this book shows is not some mysterious process that can only work for other people, but how to get to be in charge of that change!

And **M.A.G.I.C! for Minds™** can help you do it...

# Chapter Nine

## Miscellaneous Concepts

*You will already have read some of what is written in this chapter. Where this is the case, it is safe to assume that it must be important!*

### Things Worth Thinking About

In this final chapter, we are going to look at a few concepts that will be helpful in gaining a greater understanding of how to improve your life generally. Much of the time, you will not need to go through the whole **M.A.G.I.C!** structure to resolve the situations referred to here, though it would never do anything other than improve the 'quality' of whatever changes you need to make.

### The Voluntary Plan

The sort of plans that you find yourself making throughout life fall roughly into two types: **Voluntary** and **Enforced**. The first, the **Voluntary** plan, is one in which you have made a decision to better your life in some way - perhaps improving your social abilities or starting a new career or hobby. There is usually no important urgency about bringing this sort of plan to fruition, but it is worth noting that the more ambitious it is, the greater the change you are seeking to create, the stronger is likely to be any resistance. After all, if you survived thus far - and you have because you are here - why should the subconscious (the main task of which is to keep you safe, remember) allow you easily 'rock the boat' by making changes that might possibly create some sort of risk?

Of course, you *consciously* know that it would be a good thing... but the subconscious does not recognise 'good' or 'bad' - it merely tries to maintain a safe environment. Change, therefore, has to be seen in a very positive light and the bigger the benefit involved, the less your subconscious will resist. When our ancestors made plans for change, it was usually to do with migrating to an area where the food supply was better, or where there were fewer predators. They created new ways to provide shelter from the elements, new ways to protect themselves. They were natural experts in the use of Assertiveness, Protectiveness and Change and the changes carried great benefit for survival.

Those ancient relatives of yours had an advantage in that they would have used those three resources quite naturally and unselfconsciously. In our modern world, though, we are subject to so many negative influences during the formative years of our childhood that we do not use them particularly well. Hence the insistence on giving honest answers to the 'Dominant Process' test... it provides a valuable 'tune up' for your psyche.

So, on the Voluntary plan, it is essential that you are crystal clear about what you want, why you want it, and how you want life to be when you get it. It is also important that the change you are seeking is the most important thing in your life - if there is something that is more important, then it is vital that you choose between:

- Switching your plan to seek whatever it is that is of greater importance
- *Genuinely* 'shelving' the second plan in order to give your full concentration to whatever you originally decided to seek.

When plans do not turn out the way they were intended, it is frequently because of poor preparation in some way, or something else was creating a diversion. Remember, if you can perceive it you can achieve it, as long as it follows that '**2PF**' test!

### The Enforced Plan

From time to time, life dumps on us. Sometimes in a small way, which we might well weather without too much difficulty but at other times in such a ferocious manner that we simply have no idea how to cope with the situation, never mind resolve the issue. It might be a sudden redundancy, a family crisis, illness or even worse. Whatever the event the problem is made more complex by the fact that the goal is usually initially unclear and there is obviously no wish to be in the situation in the first place.

The first and most important aspect of this situation is acceptance of a double truth; you **are** in this unwelcome situation and you **can** gain at least some measure of control. Just waiting 'to see how things turn out' is not really a good option - you are creating the possibility of negative change, which might be avoided by getting started on what can be thought of as a 'rescue plan'. The earlier you start, the more likely you are to achieve a positive outcome, partly because you give your subconscious mind less time to get involved in negativity.

In this situation, you will definitely need to employ the entire **M.A.G.I.C!** structure - usually, as you work through it, you will begin to discover ways that you might work. It is of enormous importance, if you have not already done so, that you complete the 'Dominant Process' test as honestly as possible, to ensure maximum harmony between the Personas. It should go without saying that this plan must take precedence over anything else that you might have been working on originally.

*Working with physical illness is entirely possible but is beyond the scope of this book. In that situation, a registered **SymbioDynamics™** practitioner may be able to help.*

### Bus Stop Syndrome

*The 'Bus Stop Syndrome' has far more to do with personal relationships than business, financial or health matters.*

Imagine that you have moved to a new area and have to catch the bus to work. On the Monday, your first day, there are some other people waiting at the bus stop. On the Tuesday, one of those same people is there again and you notice that they get off the bus one stop before you. It's the same on Wednesday, Thursday and Friday - that same individual catches the same bus as you and every day. You have quite a lot in common, therefore. *But it is almost certainly a fact that if you do not speak to that person on the following Monday morning, you probably never will... unless something happens to create an excuse, or*

*reason, to start talking.*

There are many times in life when that 'Bus Stop Syndrome' leads to awkwardness and missed opportunities. Some examples are:

- An argument carries on long past any anger has subsided
- We do not speak to another individual... simply because we do not speak to that individual
- We do not ask somebody for help because we never have done
- We do not address an irritating situation because we have allowed it to go on for too long.

Once into it, that syndrome can be quite difficult to get out of... unless you use the relevant part of your mind to create the necessary change of state without any physical change to your environment.

You might remember reading, at the beginning of Chapter Four, how simply imagining an action created activity in the neural pathways in the physical brain that are associated with that activity. Well, this is no different. There is, though, one enormously important concept that you must be aware of and that is that you must *think of what you want to happen, rather than the way things are at the moment*. Get that wrong, and you will actually be strengthening that 'Bus Stop Syndrome', which is what most people do. They think of what **is** rather than what they **want**.

So, let us pretend that you want or need to speak somebody that you have seen around for quite a while but have never actually spoken to. You are seeking to create **Change** so it is best approached from the point of view of the **Magician** part of your mind. A bit of preparation beforehand is needed and these three steps will do it:

1. Hold the image of the Magician Persona in your mind for a few seconds
2. See yourself, as if from the outside, addressing the person you want to speak to
3. Imagine yourself *as if from the inside, looking out through your eyes*, talking to that person

After just a short while - maybe after only one preparation - you will discover that there is no discomfort or anxiety associated with the images in your mind. Then, you are ready. When the moment arrives, just let the image of the Magician Persona flick through your mind for a moment - then speak!

It is a good idea to have some idea of what you will actually say, of course. It does not need to be complicated; a simple "*Hi*" or "*Hello there,*" is absolutely fine if you just want to break the ice. For more important contact "*Oh, hello, I wonder if I could have a quick word with you?*" is a good approach. It is a fact that the vast majority of people will respond positively to this type of friendly approach.

## The Ham Pan Event

*This short narrative - based on a real case study - beautifully illustrates the meaning behind 'The Ham Pan Event'.*

John and Jane had their first major row just two days after they got married. They had bought a boiling ham in the supermarket and Jane cut both ends of it and threw them in the bin, before placing it into the saucepan to cook.

*"What on earth are you doing?" John demanded, "We can't afford to waste good food like that!"*

*"You don't eat the ends!" Jane retorted. "They're not nice - they have to be thrown away."*

John snorted. *"Whoever told you that?" he said. "That's complete rubbish!"*

Jane glared. *"My mother taught me that," she replied, "So don't you start."*

The argument escalated, as they sometimes do, until they both marched round to Jane's mother's house to ask her why she cuts the ends off a ham before cooking it. Jane's mother was embarrassed. *"I'm not really sure," she replied with a grin, "But **my** mother always does, so I suppose it's just the way you do it."*

So they all went round to Jane's Grandmother's house. When they asked the old lady why she always cuts the ends off the ham before cooking it, she looked at them incredulously, as if they should already know the answer. *"Because it won't go in the pan if you don't"* she replied.

Of course, there is a powerful moral to this story. If you find yourself doing something 'just because' without really knowing why, ask a few questions about it. People will often buy the same newspaper that their parents did; vote for the same political party; go to the same dentist or doctor; shop in the same stores; even drive the same make of car... but what was right for them might not be best for you. When you find one of these situations - and it is almost certainly that you have at least one in your life - explore it thoroughly. Hold the Warrior Persona in your mind as you do so (because that represents the positive and critical side of your 'inner self') and question it. Sometimes, you will want to make a change. Sometimes, you will not. Whatever the outcome, though, it is another area of your subconscious processes which are fully congruent (see Chapter Two) with the way that **you** are designed to be.

## It's in the Newspapers!

We all over-react from time to time, and this little exercise is a great way to help you get things into a better perspective. For the purpose of illustration, we will assume that an individual has been dismissed from their job, after being accused of continually slacking and wasting time. They do not feel that this is the case and are understandably irate about the whole situation eventually becoming very angry and taking it out on all around them.

There is a very fast way of getting the event into a rational perspective... Imagine stopping at a newspaper stand and seeing a headline emblazoned across the front page:

Person Unfairly Sacked For Slacking And Wasting Time

Now, how many people who did not know our hero would decide they absolutely *must* buy that newspaper to read the story? Probably not very many, because in terms of what we often refer to as 'the real world', the event is not really that important. It is not even truly important, long term, in the life of the individual who has been dismissed. It has happened and it cannot be unhappened. No matter how much anger and shouting is discharged, how much injustice there is, nothing will change the fact. Acceptance is the answer and viewing it from the perspective of the **Guardian** Persona helps enormously. This will allow constructive thought to be applied to finding a sensible solution to the problem.

Another 'slant' on the same idea is to stand outside the event, as if it had happened to somebody else, and ask yourself how much space a (usually coldly clinical) newspaper editor would believe the story should have. When we are brutally honest with self - which is a good thing to be, most of the time - we will usually discover the same truth as everybody else: *except for the rarest of occasions, we are simply not newsworthy!*

And a good thing too...

### Talking It Through

Of course, the notion of talking a problem through is hardly revolutionary! The fact is, though, that most people are not at all skilled at the process. All sorts of things get in the way, especially if they are closely involved with the person to whom they have decided to speak. Here are just a few of the things that often go wrong, though there are many more:

- Straying from the point
- Blaming or criticising the other party
- Seeking sympathy or pity
- Seeking to avoid responsibility.

When there is a problem with which you are struggling to deal with, talking it through with somebody else is, indeed **a good thing**. But certain ground rules are of enormous importance and it is important to remember that the main purpose of talking is to seek a way forward, if only by feeling emotionally lighter. As soon as any of those agendas listed above start to get in the way, it is unlikely that there will be any constructive outcome to the conversation.

Listeners are not always good at their part of the process, either, often straying into those same problem areas already listed. But this book does not give you the power to change others, unfortunately... well, not without their permission, anyway. So you can only really create change for yourself - and now we are right back into some of the work covered in Chapter Six, about taking full responsibility for self so that you can be completely in charge of your life. So here is a brief set of rules for when you are discussing a problem with another:

- Keep to the point
- Begin every sentence with 'I', rather than 'He', 'She', 'They' and especially 'You'
- Accept responsibility for your part in the problem *and* the solution

- Look for positive answers, not sympathy (which never helped anybody, ever)
- If things start to get uncomfortable or argumentative, end the discussion immediately and graciously.

You will notice that there has been no mention of which VP would be best suited to this situation and that is because, for once, there is not one! If you have prepared your personas well during the exercises in this book, then there is a tendency towards harmony in your mind now in any case, so in this sort of dynamic conversation, it is likely that every resource will be working for you throughout.

And here we are at the end of this book. Small though it is, it can make **huge** changes in your life!

Be sure to enjoy everything you do...