

The Genie Within

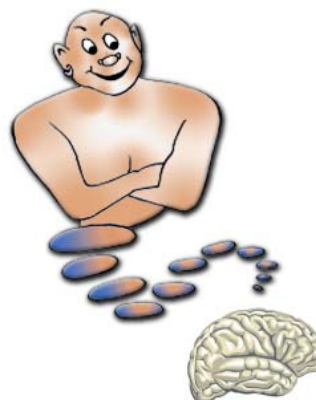
Your Subconscious Mind

How It Works

and

How To Use It

Harry W. Carpenter



Anaphase II Publishing
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The Genie Within
Your Subconscious Mind
How It Works and How To Use It

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PREFACE

Tapping the power in the subconscious mind has been my avocation for a long time. What I learned came from reading every book I could find on the subject and from seminars. At the urging of friends, I put together a course consisting of six lessons of two hours each. (The six lessons are extended to eight lessons in this book for convenience.) The course is the distillation of the best of what I learned and used. After every class, students ask where they can buy a book with this information. My answer is that this information was gleaned from many sources and no book comes close to containing all of it. This book, *The Genie Within*, contains all of it.

The only thing that is original to me is putting the information together. I credit the authors of the books I read and two notable seminars, *Psycho-Netics* taught by James Takus, in Tarzana, CA, and an advanced Silva class taught by Burt Goldman. My guess is that in most, if not all cases this information was not original to the authors either. The basic information has been passed on for centuries.

I have read more books on this subject than I can remember. I took some notes but, unfortunately, I did not write down sources. Often the same concept or story appeared in several books. I have included a bibliography of the books that contributed most to my knowledge or are worth reading.

These lessons are not esoteric or metaphysical. They are easy to understand and the techniques are easy to use. This information is basic and should be understood by everyone interested in achieving success and making his or her life better in every way. *The Genie Within* is a “how to” book that



provides concrete ways to achieve goals, change undesirable habits, and more.

For some reason this course has attracted only adults. My goal is to pass this knowledge on to teens and young adults. This information would be invaluable to them for excelling in school, easing the process of growing up, increasing their self-esteem, and enriching their lives. I trust that this book will find that audience.

I recently added a lecture on prayer because prayer is powerful. Unlike the previous lectures, some of the concepts in this lesson *are* mine. They are logical extensions of the first eight lessons. You will not find them in any book that I am aware of. I had qualms about the way some readers might react to such an emotional subject as prayer. But because it is, in my opinion, the most important lesson and it is an invaluable sequel to the first eight lectures, I included it as part of *The Genie Within*.

Harry Carpenter
Fallbrook, California
Summer, 2003



PROLOGUE

A Parable

When he was just a boy, the old man heard a story of a woman who found a corked bottle on the beach. When she pulled the cork from the bottle, she imagined a genie came out. The genie granted the women all her wishes. The old man spent his life searching for his own bottle with a genie in it. He combed the beaches of every continent. Because of his obsession, he never made lasting relationships or held a job for long. He was an unhappy man.

One day on a beach near his home, he found the bottle he had been looking for. For a reason unknown to him, he felt there was a genie inside. Corks in other bottles were hard to pull out, but this one slipped out easily. Out of nowhere a genie appeared. The genie said to the old man, “I am here to grant you whatever you want.”

“Whatever I want?” replied the old man.

“Well,” said the genie, “almost anything. Since you are old and have never been in politics, it’s unlikely that you can become President of the United States, nor do I think it wise to wish for a spot on the Olympic basketball team. And I do not think you want anything taken at someone else’s expense. So, no, not everything. Still, more than you have dreamed of. Certainly enough to make you happy and peaceful.”

The old man was ecstatic but then he became angry. “Why has it taken me so long to find you? I could have accomplished so much had I found you when I was young.”

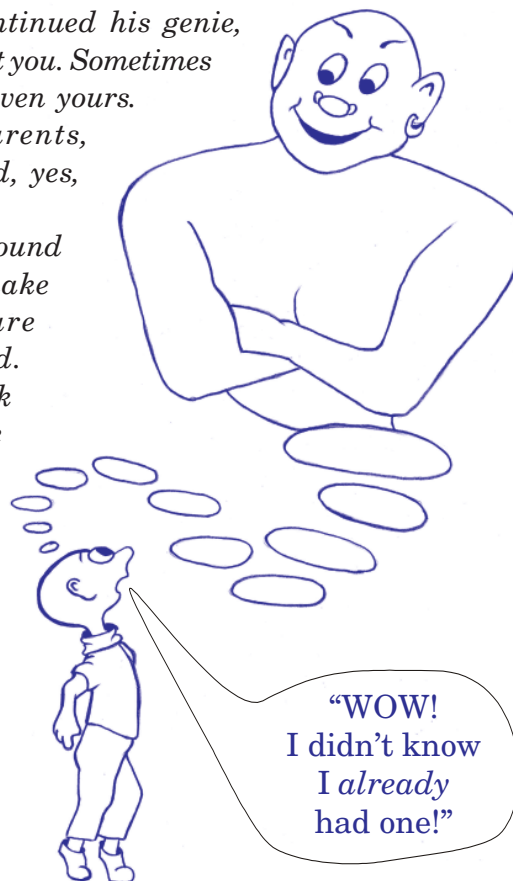
“Ah, master” said the genie, “but I have been with you all



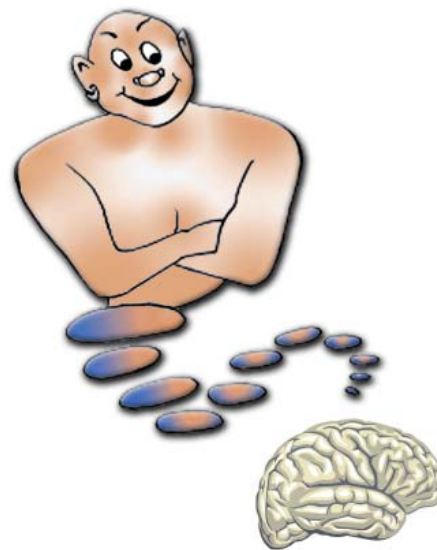
along. I was not in that bottle. I have been with you and granting your wishes all of your life. Remember when you were six and you wished your father would pay more attention to you? You cut your finger. That was no accident. Your father washed the cut and held you. Remember? There was the time you took the CPA exam. You kept telling me you were not smart enough to be a CPA and that you were not worthy to make as much money as a CPA. Remember how you froze during the exam? You got your wish."

"Because you were not aware I was granting wishes," continued his genie, "your wishes often hurt you. Sometimes the wishes were not even yours. They came from parents, teachers, friends, and, yes, often from TV ads."

"I am glad you found me. Now you will make wishes that are thoughtful and good. Now we can work together. Together we can stay healthy, find peace, and enjoy the richness of life. But first, I must give you this book. Read it carefully. If you follow these instructions, I will grant you peace, prosperity, and happiness."



INTRODUCTION





INTRODUCTION

“**Y**our son will probably die, and if by some miracle he lives, he will not be strong enough to get out of bed.” I cannot imagine more devastating news for late-in-life parents with only one child. What must have gone through my mom and dad’s minds? I was nine years old, in fourth grade, and had been active and athletic. It started one normal afternoon in the fall. I did not feel well but I did not think much of it. I felt worse the next day so my parents took me to our family doctor. He could not determine what was wrong other than it was my heart. I deteriorated so fast that I was sent to the Swedish Covenant Hospital in Chicago where the top cardiologists examined me. The diagnosis was a rare heart condition and there was no cure. That’s when they gave my parents the dire news. My mom and dad took me home. Over the next year, I languished in bed at home in and out of consciousness. I was weak and emaciated.

My parents were not religious. They never went to church. But fortunately for me, my maternal grandmother, who had died long before this, was a Christian Science practitioner so my mother and father knew about healing with the mind. They decided there was nothing to lose; they hired a practitioner.

I do not remember specifically what the practitioner talked about,



but he drummed into my young mind that anything is possible and I would be healed. And I was! Completely. It did not happen overnight but over the next few months I gained weight, strength, and my heart returned to normal. The doctors were astounded. One specialist wrote a medical paper and made a presentation at the hospital on the “miracle” of my recovery. I remember this because he took me to the hospital and I sat on the podium as proof of my recovery while he gave the talk.



The impression made on me was that this healing power was exclusively in my subconscious mind. It was probably due to my nonreligious background that I did not give enough credit to prayer. I did not pursue religion at that young age (I did later), but ever since that episode I have had a passion for finding out all I could about the subconscious mind—how it works and how to use it.

I found my genie and learned how to use it. Now I want to

help you find and use your genie. The good news is that you do not have to look for it. You already have it—it is your subconscious mind. Your subconscious mind, like any



benevolent genie, will grant your wishes. It will help you achieve goals, replace undesirable habits, and more. All you have to do is learn to be its master, not its puppet.

Learning to use more of your subconscious mind is easy and in this book, you will learn to:

- Change undesirable habits
- Transform your personality
- Learn faster and retain more
- Ace tests
- Improve your memory (actually, your recall)
- Be more creative
- Improve your mental and physical health
- Communicate with your subconscious mind to verify hunches, interpret dreams, etc.
- Teach your subconscious mind to work *with* your conscious mind rather than against it
- Motivate yourself and improve work habits
- Control the input to your subconscious mind
- Relax more completely and sleep better
- How to instantly transform a gloomy mood into a joyous one

COURSE OUTLINE

A paradigm on how your subconscious mind works is described, and based on the way it works, ten methods are given for using your subconscious mind to achieve your goals. The paradigm and the methods are logical and simple. Do not be fooled into thinking that because the methods are easy that they are not powerful. Occam's razor, a principle taught



in philosophy class, states that when many theories are available to explain a phenomenon, the simplest one is most likely the correct one. Nature seeks the simplest way.

I could give you complex methods with the simple, basic principles woven in. You would achieve the same results but it would take more time. But if they were more complex you would probably lose interest and not bother doing them. So just be grateful that these methods are easy.

Is this paradigm absolutely correct in every aspect? Probably not. Is it an over-simplification? Probably so. The brain is too complex for anyone to say they understand exactly how it works. James Watson, of the National Academy of Sciences stated that, “The human brain is the most complex thing we have uncovered in the universe.” Until recently, the live brain has been difficult to study. Brain research has increased because new noninvasive tests and powerful computers are available. After reading the first part of *The Genie Within*, you will see the paradigm is logical and serves as a map that shows how to use your subconscious mind and make it your personal genie.

Lesson One lists examples demonstrating how powerful our subconscious minds are. The four states of mind and their roles are also discussed.

The basic differences between the conscious mind and subconscious mind, in layman terms, are discussed in Lesson Two.

The subconscious mind as a goal-seeking biocomputer is discussed in Lesson Three. It is essential to understand how your computer works to use it effectively.

A few subtle, but *critical*, laws of the subconscious mind are covered in Lesson Four.

The importance of communication between the conscious mind and subconscious mind is discussed in Lesson Five and five methods of communicating with your subconscious mind



are described. Communicating with your subconscious mind is necessary to get your conscious mind and subconscious mind working together in harmony. It is also convenient for deciphering dreams, verifying hunches, determining the cause of a malady, etc.

Ten easy methods for using your subconscious mind productively and efficiently are presented in Lessons Six, Seven, and Eight. A technique for going into a state of complete happiness is also presented.

The last lesson, referred to as the Sequel Lesson, shows how to use what you have learned in Lessons One through Eight to make your prayers a thousand times more powerful.

You have a genie that will grant your wishes. But your genie will not grant wishes simply by rubbing a lamp or uncorking a magical bottle. The genie is your subconscious mind and you must know how it works and how to use it before it will be your powerful servant. This book is your instruction manual.

The Genie Within is not “feel-good” stories and “have-faith” platitudes. Rather, it explains in layman terms what you need to know to use your magnificent, powerful subconscious mind.

People tend to underestimate the power in their subconscious mind because of their egos. Ego, conscious mind, thinks it knows best and can do anything better than their subconscious mind can. Yes, conscious mind is more intelligent, but it is nowhere near as powerful or capable as your genie. Allow yourself to read *The Genie Within* with an open (conscious) mind. Do not let your ego keep you from learning how to put your genie to use.





Lesson One

YOUR GENIE



Lesson One



YOUR GENIE

The capability of your subconscious mind is far beyond what you think it is. Many experts claim that most of us use only ten percent of our subconscious mind. After this lesson, you will see why a few pundits believe most of us use less than three percent. Before I go over a few of the feats the subconscious mind is capable of, I need to clarify a couple of definitions.

First, you need to know what I mean by conscious and subconscious minds. The part of your brain that you are aware of is your conscious mind. On the flip side, the part of your mind you are unaware of is your subconscious mind. It is that simple: everything in these lessons is simple.

Another aspect of the mind that needs clarifying is the difference between “brain” and “mind.” The brain is that three-pound organ in your head. The “mind” is something larger and more elusive. There is a huge difference between brain and mind and there are books that go into intricate details on these differences. From a Western point of view, the *brain* is the physical anatomy and the mind is what the brain generates through its activity. From an Eastern point of view, some say, the mind is the source of the thoughts supplied to the brain. For the purpose of this course the difference is not important so the words, “brain” and “mind,” are used interchangeably.

Recent discoveries in the new field of psychoneuroimmunology show that the brain is not confined within the cranium—it actually extends throughout the body.



Mind and body are no longer two distinct entities. Your mind can control, directly or indirectly, the body and vice versa. This new field is exciting but, again, for our purposes, you can think of the brain simply as that wrinkled organ in your head.

Just a few decades ago our medical establishment said it was impossible to control involuntary functions, such as heart rate, body temperature, and blood pressure. They were partially right. It is impossible to *directly* control involuntary functions. But involuntary functions can be controlled indirectly by using the conscious mind to communicate your intent to the subconscious mind.

Biofeedback is now an accredited method in the medical profession for controlling involuntary functions. A few of its capabilities are reducing blood pressure, stress, anxiety, and eliminating migraine headaches. But a doctor's prescription, an expensive, sophisticated instrument, and a skilled technician are required.

Biofeedback is not the only way to influence your subconscious mind. There are other ways that are easy and cost nothing. The purpose of this book is to explain these ways in easy-to-follow steps.

DIFFERENT, REALLY DIFFERENT

The crux of using your subconscious mind is to appreciate how different it is from your conscious mind. Even though the conscious mind and subconscious mind exist in the same body, they have vastly different characteristics. If another man or woman communicated with you as your subconscious mind communicates with you in dreams, for example, you would think the man or woman was crazy. But your subconscious mind is not crazy just because your dreams are obscure to your conscious mind; it is just different.



Carrying this analogy further, consider the huge difference between men and women. Besides the physical differences, there are emotional differences and, as a result, men and women interact differently. A popular book explains these differences. Most men are goal-oriented and want to work out their problems alone. Most women are more into relationships and feelings. They need to talk to someone who just listens. These are valid differences, but even if you do not know this much, men and women can still talk and get along. At worst, if the differences are too large, they can go their separate ways.

But your conscious mind and subconscious mind cannot be separated. And, if they do not work together, the results can be harmful. Results can be, for examples poor health, seeking destructive relationships, and inappropriate behavior, such as, poor eating habits and temper outbursts.

The subconscious mind contains the software for your involuntary functions, emotions, and habits. Most of your habits and emotional conditioning were programmed in early childhood before you had mature faculties to make proper decisions. Many were programmed haphazardly and usually by parents, teachers, peers, TV and, recently, perhaps, computer games. Freud said, “We learn as children how we react emotionally and this is carried into adulthood. When we are children, we do not have the faculties that we do in adulthood. We do not know what we are going to need in adulthood to cope. Therefore, as adults we (often) react as children.”



These old programs are still influencing, if not controlling, your behavior even though many are counterproductive. Some may even be destructive. When you understand the subconscious mind and a few laws it obeys, you can change these childhood programs. You will become the master of your genie.

THE POWER OF THE SUBCONSCIOUS MIND

The subconscious mind has a largely untapped potential. A few observed feats the subconscious mind is capable of are listed below. Examples in this section are extraordinary feats performed by human beings with ordinary minds and bodies (except for the athletes). If these ordinary people, with ordinary subconscious minds, can do these feats, then you and I can do them. But to do them, we must rely on our subconscious mind, not our conscious mind. The conscious mind cannot make your body to do these feats. The conscious mind has to know how to use the subconscious mind to do them.

The following feats were performed without drugs or prayer. In addition to the following examples, there are miraculous healings of the body, such as spontaneous remissions of cancer or other diseases attributed to prayer or a visit to a sacred place, such as Lourdes. Such cases have been documented. But the power of prayer is another subject. Prayer is addressed in a sequel lesson.

I will start with stage hypnotists. Most of you have had an opportunity to see one perform. Essentially, all they do is plant a suggestion in the subconscious mind of the subject. But the results, to our conscious minds, seem extraordinary.

- I witnessed a hypnotist tell a man that he just returned from another planet, and he asked the subject to describe his visit to this planet. The subject



demonstrated a vivid imagination by describing the planet in detail. This person in a normal mental state would probably avow he has a poor imagination. Maybe his conscious mind has poor imagination, but his subconscious mind has a vivid one. Moreover, in a normal mental state he would, likely, not be able to vividly and spontaneously describe something in such detail from his imagination in front of a large audience.

- Hypnotic subjects can exhibit extraordinary strength. I have a picture from a national newspaper that appeared many years ago of Johnny Carson suspended between two chairs. Kreskin, the well-known mentalist (he refuses to be called a hypnotist), planted a suggestion in Carson's subconscious mind that he was super strong and that he could keep his body rigid. He had Carson place his head on one chair and the soles of his feet on another. Carson remained rigid even when someone sat on his stomach. If it was not for the fact that his subconscious mind accepted the suggestion, Carson could not have performed this feat. (Do not do this. You could strain a muscle.)
- A suggestion planted in a subject's subconscious mind can change his personality and make him or her do things they would not do under normal circumstances. I witnessed stage hypnotists make: an ordinary woman strut around the stage acting as if she had just won the Miss America contest; a man pursue a broom stick acting as if it were a gorgeous movie star, and; a man attack (he had to be held back) a larger man, who he knew was a muscled college wrestler, because the wrestler kicked an imaginary dog.



- Hypnotized subjects can be made amnesiac. A woman volunteer on a PBS TV program was hypnotized and she told to forget the number 7. Later, when out of the hypnotic state, they took her to a stage set up like a game show. The host told her she would win \$1,000,000 for answering this simple question: What is 4 plus 3? She could not come up with the correct answer. They gave her two more chances with two more simple questions in which the answer was 7. Each time she could not recall the number 7. They then asked her to count the fingers on her hands. She counted 1,2,3,4,5,6,8,9,10,11. She could not say the number 7. She was also confused about having 11 fingers.
- Some doctors, dentists, and therapists use hypnosis for medical purposes. I recently read, for example, that hypnosis is being used on severe burn patients. Other examples include control of chronic pain, anesthesia, birthing, and eliminating phobias. On the same PBS TV show mentioned above, a hypnotherapist cured a woman of a lifelong fear of snakes in just a few minutes. She fearlessly held a boa constrictor and let it wrap around her shoulders. The hypnotherapist also cured a man with a lifelong fear of spiders. The man let a tarantula crawl on his shoulders.
- Dr. James Esdaile, a Scottish surgeon, practicing in the 1800's used hypnotism in operations before anesthesia was available. His rate of success was ten times above that of his colleagues. The hypnotized patients felt less pain and anxiety, which allowed their immune systems to repress infections. Dr. Esdaile also planted suggestions in their subconscious minds to expedite healing. The



mortality rate for operations in the mid 1800's was 50 percent. In 161 operations performed by Dr. Esdaile using hypnosis, the mortality rate was 5 percent.

- A young man I knew was embarrassed about the thick glasses he wore. He read two books by Margaret Darst Corbett who wrote about the theory of ophthalmologist, Dr. William H. Bates. Dr. Bates believed that poor eyesight was epidemic in our society due to stress caused by our hectic culture. This stress tensed the eye muscles, which distorted the eyeball. The distorted eyeball shifted the focal point and blurred vision. Dr. Bates cited examples of aboriginal cultures, which were free of the stresses of modern societies, where the people seldom had poor eyesight, even at old age.

Dr. Bates's cure was eye exercises designed to relax the muscles in the eye sockets so the eyeballs could return to their original shapes, making the use of glasses unnecessary. Eliminating eyeglasses was not popular with opticians, oculists, and ophthalmologists. It was not popular with anybody else either because the exercises were tedious, required dedication, and results were uncertain.

The young man used his subconscious mind (the method discussed in Lesson Eight) to relax his eye muscles. Within weeks he could read without glasses.

- Phantom pregnancies (pseudocyesis) occur in some woman due to psychological reasons. When a woman has a phantom pregnancy, her subconscious mind causes:
 - Cessation of menstruation
 - Breast enlargement



- Desire for strange foods
 - Progressive abdominal enlargement
 - Labor pains
- Impressive examples of the power of subconscious mind have been reported in medical journals in cases of patients with multiple personality disorder. Multiple personality disorder occurs when, due to severe psychological trauma, a person develops more than one personality to cope. Cases have been reported in which one personality:
- Has asthma while another personality—in the same body—does not have asthma. Incidentally, cases of patients in which the doctor (one case was reported by Carl Jung) found that the asthma was due to a traumatic experience associated with breathing. Thus, the subconscious mind is capable of creating asthma. So one would assume it is also capable of eliminating it.
 - Has a high IQ, while another has a low IQ. This is not so impressive because it is easy for the subconscious mind to make anyone act dumb.
 - Is drunk, but when the person changes personalities, is sober. This is impressive because the subconscious mind, it seems to me, has to alter the chemistry in the brain.
 - Is right-handed; the other is left-handed.
 - Has different colored eyes from the other personality. I knew a man who changed the color of his eyes from brown to blue. It took him weeks to do it. But the person with multiple personality disorder does it in minutes



- Has scars, cysts, or tumors, while the other does not. This is plausible because there are records of hypnotists who have caused blisters to form on subjects and then make them disappear just as fast. The hypnotists touch the subjects with an ordinary object, such as a pencil, suggesting to them that it is a red-hot poker, and blisters form. Then the hypnotists suggest the subjects' skin is normal and the blisters disappear.
- Has an immediate healing. A multiple personality disorder patient who was allergic to wasp bites was stung near the eye. The eye area swelled so much that he was rushed to a hospital. Before arriving at the hospital, he changed personalities and the swelling disappeared.

- This following experiment demonstrates the effect our attitudes and beliefs can have on our bodies and health. In 1985, a Harvard professor, Ellen Langer, conducted an experiment that showed people could become younger¹. The professor recruited 100 people over 70 years old in the Boston area. She sent them on a 10-day vacation to a resort where she arranged the decor to resemble that of the 1950's, a time when the subjects were decades younger. She played 50's music, displayed 50's magazines and newspapers, and had the subjects dress as they did in the 50's. The professor also instructed the 100 people to "act as if" they were back in the 1950's.

Physical and psychological tests were performed on the 100 subjects before and after the 10 days. In every

¹Langer, Ellen. *Mindfulness*, Perseus Books, 1989



category, the subjects tested younger. What changed? What took years off their apparent age? The only cause was a change in their thinking. Their subconscious minds accepted the concept of being younger.

- Your conscious mind sets limits for you. When you rid yourself of these limits, and let your subconscious mind take over, you can do things you thought impossible. Fifty years ago, experts wrote papers explaining why the human body could not run a mile in less than four minutes. Everyone, except Roger Banister, thought that running a mile in less than four minutes was impossible. When Banister broke the four-minute barrier in 1954, other runners duplicated the feat within months. What changed in these other runners? They did not magically become better conditioned or alter their running style. They changed their *belief!* They now knew a four-minute mile was possible, and if Roger could do it, they could do it.
- Vasily Alexeev, a world-class Russian weightlifter, could not lift 500 pounds though he routinely lifted 495 pounds. In 1974, his coach played a trick on him to prove a point. He put 500 pounds on the bar and told Vasily the bar had 495 pounds on it. Thinking it was only 495 pounds, Vasily lifted the bar as usual. After Vasily was told he had lifted 500 pounds, he changed his belief and was able to do it in competition.



- A trained athlete lifting 500 pounds is not as impressive as a mother in panic lifting a car that has fallen on her son. How can she do it? Because in panic her conscious mind is put aside and does not tell her it is impossible. She has an adrenalin rush and just does it. I have only heard of such stories secondhand but a similar story appeared in the *Phoenix Gazette*. An incident was reported about a mechanic who lifted a car off two friends after it slipped off a tow bar. He also helped them out from under the car while holding it on his knees.

These are but a few examples that demonstrate the power in the subconscious mind, and this power is available in *your* subconscious mind.

CAVEATS

You will get results if you follow the rules and methods outlined in these lessons. You will achieve goals efficiently and faster than you thought possible. It is more than likely that you will not credit these lessons for your successes. One reason is that nothing dramatic happens during or after programming your subconscious mind. A chorus of angels or band of trumpets does not announce that your affirmations are working or that you have achieved your goals. It just happens—it happens naturally and without conscious effort.

If you look for signs, question your progress, or interfere in any way by using your conscious mind, you will likely stymie or kill your progress. Changes are subtle and effortless. You must toss out your Puritan ethic of hard work. For if you work hard at it, that is, with your conscious mind, your conscious effort will work against you. Your subconscious mind, your genie, works unconsciously and effortlessly. The less you strain, the more you relax and let it happen, the more



successful you will be. This will make more sense after the first three lessons. So read on, relax, and enjoy success!

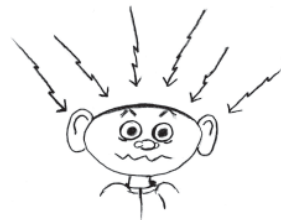
STATES OF MIND

Using your subconscious mind effectively requires being in an altered state of mind. This altered state is natural, but it is different from your normal awake state of mind. The first proof of the need to use an altered state to access the subconscious mind, as far as I know, was demonstrated by the work of Elmer and Alyce Green at the Menninger Foundation from 1964 to 1973. The husband-wife duo studied individuals who did what seemed, at the time, superhuman feats. They studied, among others, Indian fakirs while they were buried alive for six days, laid on a bed of nails, or changed their heart rates and body temperatures. They studied Jack Schwarz, of Oregon, while he pierced himself through the arm with unsterilized metal rods. Schwarz controlled his bleeding, never became infected, and the wounds healed rapidly without leaving a mark. The Greens measured such things as body temperature, skin resistance, blood pressure, pulse, and brain waves.

These subjects had one thing in common while they performed these extraordinary feats: *they were in altered states of mind.*

There are four states of mind, *beta*, *alpha*, *theta*, and *delta*, and they are distinguished by a change in brain waves measured by an electroencephalograph.

The *beta state* is our normal awake state and is characterized by a brain wave frequency of 14 cps (cycles per second) to 100 cps. Not only is the frequency higher than other states, it is more erratic. This is because our



awake mind is busy. We are aware of many things that are going on around us. This awareness is essential for conducting our daily business and survival. Our attention constantly drifts. We are in the beta state most of our awake hours.



The *alpha state* is characterized by a brain wave frequency of 8 to 13 cps. You naturally go into the alpha state many times each day, but usually only fleetingly. Occasionally you may hover in this state. You would recognize it as daydreaming. Perhaps at one time or another you became bored, for example, standing in a slow line. You stared but your

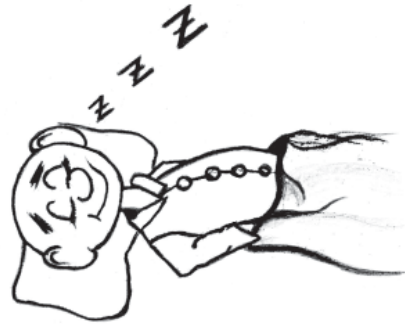
concentration was not on the thing you were staring at. Your mind was someplace else. You were in alpha. The alpha state is referred to as the “meditative” state—a state of relaxed, focused concentration. When you are in this state, you lose track of time. You may have stared at the wall for five minutes, but you think, incorrectly, you were staring at the wall for only a few seconds.

The *theta state* (4 to 7 cps) is similar to the alpha state but deeper and characterized by sudden intuitive insights. These insights are global. A classic example of global insight is comparing the way Beethoven and Mozart composed music. Beethoven composed linearly, measure



by measure, often going back and forth changing notes. Mozart said that a composition would come to him all at once and in entirety. All he had to do was to write it down on paper. That is the epitome of global thinking.

Last is the *delta state* (3 cps and lower.) This is the sleep state in which there is no consciousness. Dreaming occurs in the alpha and theta states.



THE FOUR STATES OF THE MIND

STATE	BRAIN WAVE FREQUENCY (cycles/sec)	DESCRIPTION	COMMENTS
BETA	14 to 100	Awake	Very busy. Aware of many things.
ALPHA	8 to 13	Meditative	Focused attention. Different concept of time.
THETA	4 To 7	Inspirational	“Aha” insights. Global thoughts.
DELTA	3 and lower	Sleep	No conscious awareness.

Getting back to the Green’s subjects who performed extraordinary feats, the one thing their subjects had in common when they were controlling *involuntary* body functions, was that they were in the alpha or theta states of mind. Thus, the alpha and theta brain wave states are the doorways to your subconscious mind. Your subconscious mind



will accept suggestions and commands readily when you are in the alpha and theta states of mind. Suggestions and commands to your subconscious mind are relatively ineffective when your mind is in the beta state where your conscious mind dominates.

ALPHA CONDITIONING

To use your subconscious mind effectively, you need to learn to go into the alpha state at will and stay there. Going into alpha is easy. You naturally go into it many times each day, albeit, usually only for seconds. It takes a little practice to go into the alpha or theta state at will and stay there. Exercises that teach you to go into these states are given after each lesson. The theta state is probably even more effective, but rather than referring to both the alpha and theta, I will simply refer to the alpha state from here on.

Now I am going to give you a very easy way to plant a suggestion in your subconscious mind while in the alpha state. It goes by two long names.

HYPNOPOMPIC AND HYPNAGOGIC PERIODS

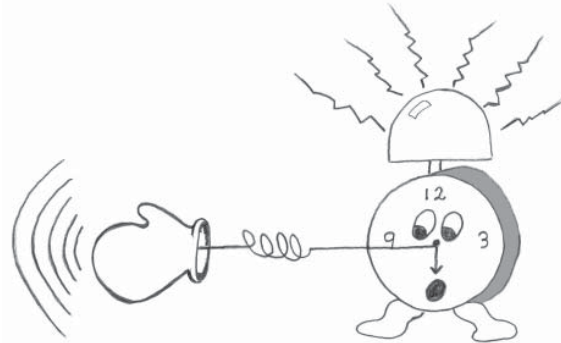
These are just fancy names for the short periods when you wake in the morning and fall asleep in the evening. When you wake in the morning and when you fall asleep at night, you go from delta to beta and beta to delta states, respectively. As you do, you pass through the alpha and theta states. So twice each day you have an opportunity to program your subconscious mind while in the alpha state. This is also why you should never go to bed while worrying. Worry is a powerful affirmation and you would be implanting this powerful, negative affirmation directly into your subconscious mind.



EXERCISE

THE MENTAL ALARM CLOCK

The Mental Alarm Clock is an exercise you can do tonight. After you go to bed and as you feel yourself getting drowsy, but just before you lose control of your thoughts, say to yourself “I am wide awake at, say, 5:55 a.m., Saturday, September 25,” or whatever tomorrow’s date is. Use a time five minutes before your mechanical alarm clock rings. That way you will not be anxious of oversleeping. Also, use visualization. Picture your alarm clock ringing at the time you select. Exaggerate. See your alarm clock reach out and shake you awake. Some people do not use a mechanical clock because their mental alarm clock is infallible.



EXERCISE

GETTING INTO THE RIGHT ATTITUDE

Before we go on, you have to get into the right attitude. There is a psychological barrier you must overcome. The barrier is, “You do not get something for nothing.” The price of this book is virtually “nothing” compared to what it is worth. If this book were taught as a course by a big-name guru it would cost more than \$500. I paid thousands of dollars for books and courses, and I spent countless hours reading to obtain the information distilled into this course. So you need



to convince your subconscious mind that just because this book did not cost much, it is, nevertheless, extremely valuable. So, to get into the right attitude, you may either pay me \$500 (Just send me a check. I trust you.), or you may do the following exercise. The choice is yours.

You have not learned about some key mental attitudes yet. After we have had a chance to go over them, the importance of this exercise will be clear. These attitudes are essential for getting the most out of these lessons. So for now, just trust me and do the following exercise. The key attitudes are **DESIRE**, **EXPECTATION**, and **CONFIDENCE**. When you pay \$500 or for a seminar led by a well-known motivator, you go into his or her classroom with a strong **DESIRE** to “get it”, whatever “it” is. You **EXPECT** to get it or you would not have paid \$500. Lastly, you have utmost **CONFIDENCE** in the teacher or again you would not have paid him or her \$500.

You are going to do a little bit of acting. First, let me assure you that you are a good actor. Some psychologists would say you are always acting—acting out the role that you think others expect you to play. It is time to act. Grab your left forearm with your right hand and hold on to it. Act as if your right hand is stuck to your left arm. No matter how hard you try to pull it off, you cannot pull your right hand away from your left arm. The harder you try, the more it sticks. Go ahead and try to pull your right hand away from your left arm, but you cannot! Okay, that is enough. Now act as if your right hand is normal and take it off your left arm. See. You can act.

Now you are ready for a bigger acting role. First, get comfortable and relaxed. Sit in a soft chair and place your feet flat on the floor. Visualize a pleasant scene. For example, say you went on a dream vacation to Hawaii. Remember how it was. Picture yourself on the beach. Imagine that you are there now. Feel the gentle Trade Winds blowing across your body. Feel the heat of the sun on you body. Listen to the wind



passing through the palm trees. Relax as if you have not a care in the world. Let your mind wander. Just feel the joy of being at your favorite place.

Have someone else read the following to you in a quiet, slow voice. Better yet, record it and play it back. If neither option is available, or you simply do not want to take the time to record it, that is okay. Just do your best to stay in this relaxed mood and read the following to yourself. As you read it, visualize the following scene as vividly as you can. See it, feel it, and hear it.

Before you start, pretend an expert, an expert you trust, has hypnotized you. You know what hypnotized people look and act like. They look totally relaxed and if their eyes are open, they seem to stare without seeing. If someone is going to read the following to you, then shut your eyes and show complete relaxation. Your head is probably cocked to one side resting on your shoulder and your arms are hanging limply at you sides. If you are going to read the following to yourself, then act like you have been hypnotized and the hypnotist has asked you to open your eyes and read the following, but under a deep hypnotic state. Okay, go on.

*Picture yourself on a stage. You are an actor rehearsing for an important play. Nobody else is in the auditorium except me, the author and director of the play. I am coaching you. Now in the first scene you must project the emotion of strong **DESIRE**. Think of a time when you felt a strong **DESIRE**...a time when you experienced a strong motivation to accomplish something. Maybe it was winning a game, or getting an "A" on a test. See yourself in your mind's eye. See yourself pucker up your face and set your jaw in determination. See how you acted. Relive how you felt. Hear what was going on at the time. Get absorbed in the atmosphere of this strong **DESIRE**.*

Now picture this book. Picture yourself reading these lessons and learning these lessons. Overlay the picture of yourself studying



these lessons over the picture of the time you had a strong DESIRE. Let these sensations set in for a minute...

Now it is time to rehearse the next scene in the play. In this scene, you are to emote the feeling of showing a high EXPECTATION. This scene is easy. Just remember, say, a Christmas Eve or Hanukkah, when you were young. If it is a Christmas, see all the presents under the Christmas tree. Visualize the bright colored wrappings and colored bows. Remember how eager you were to open those presents...to find out what is in those packages. Recall how you could not wait. You thought you would burst from anxiety. Recall how you could not sleep that night because the EXPECTATION was so intense. See, and feel, and hear the atmosphere of that eve. Now allow these sensations to set in for a minute...

Now overlay that mental picture of a time when you felt a strong EXPECTATION with the picture of yourself reading and learning these lessons. Superimpose this picture of reading this book over the picture of Christmas Eve while experiencing the same feelings and emotions.

Now it is time to rehearse for the last scene. In this scene, you must show complete CONFIDENCE, so start by showing absolute CONFIDENCE in the director and author of your play. Look out into the audience at me and emote confidence in my ability to direct you...

Now again, overlay this picture of yourself reading and studying these lessons.

Allow this feeling of CONFIDENCE to sink in.

Now it is time to awake from the hypnotic state. Picture me as the director of your play saying to you, "You are fully awake on the count of "3." I am going to count from 1 to 3 and as I do you return to a fully awake state of mind. "1," you are waking up... "2," acting like you feel refreshed and relaxed... "3" you are wide awake!



Do you think that was too easy to be of any value? I will say it again, “If it is not *easy*, if it is not *effortless*, then you are not doing it right!” So lighten up! The methods you will learn in this book are easy; if you exert effort, you will fail.

Do you believe you were hypnotized? You probably do not. But do not be too certain about that. If you were not hypnotized, you were not acting. Some experts believe that hypnosis is nothing more than acting.

To prove hypnosis is acting, on a TV show aired on PBS, a professor asked a volunteer to *act* as though he was hypnotized. The professor did nothing else. No induction. No staring at a candle flame or a swinging pendulum. The volunteer assumed the typical hypnotized look. He appeared to be completely relaxed. His head rested on his shoulder. His eyes were closed. His arms and hands hung limply at his sides. The professor then said, “Here is a delicious apple. You may eat it while I talk to the host.” The object the professor handed the volunteer was not an apple—it was a Spanish onion. Nevertheless, the volunteer ate the onion thinking it was a delicious apple. This volunteer was never hypnotized by any standard routine. He was only *acting* as though he were hypnotized!

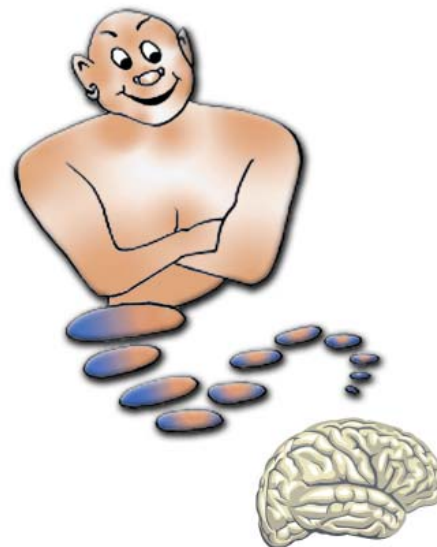
So, if you really imagined the acting scenes, you were hypnotized, or more importantly, you were in the alpha state.

An accredited hypnotist states on his web page that if you close your eyes and imagine yourself walking through your house, or apartment, opening each door as you walk through it, you were hypnotized while you were imaging it. Hypnosis can be that simple.



Lesson Two

**DIFFERENCES
Between the
Subconscious Mind
and the
Conscious Mind**





Lesson Two



INTRODUCTION

Understanding your subconscious mind is essential in order to use it effectively. To begin with, you must be aware of the differences between the conscious mind, which you are familiar with, and the subconscious mind, which you are not familiar with. Below are the inherent differences in layman terms.

THE BRAIN

Most of you are familiar with the “Right-Brain, Left-Brain” Theory. Briefly, the left side of your brain (for most people) processes language capability, thinks linearly, and is logical, whereas the right side of your brain is intuitive and senses the whole, rather than parts.

Some experts believe this theory is an over-simplification. Much of the research leading to this theory, at least initially, was obtained from epileptic patients who had the left and right sides of their brains surgically disconnected for medical reasons. In normal people, there is considerable feedback between both sides and, in special cases, one side can acquire the capabilities of the other. We will not use this model in this course.

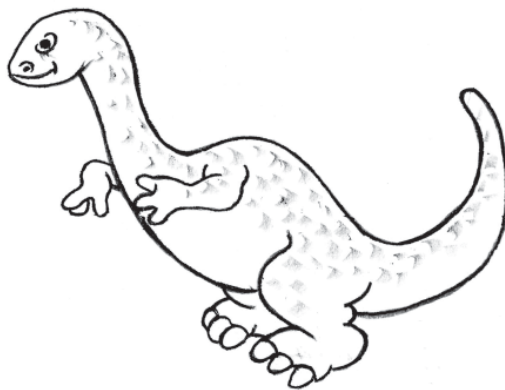
We will consider the “Triune Model” of the brain developed by Dr. Paul MacLean, Chief of the Laboratory of Brain Research and Behavior, National Institute of Mental Health. The Triune model is based on three stages of evolution, the “Reptilian,” “Mammalian,” and “Cortex.” Each stage



represents a different type of mentality geared to the needs that prevailed at the time. Each is a separate computer with its own special intelligence, subjectivity, sense of time and space, and memory. For our purposes, it is convenient to combine the first two parts, which are by far the oldest parts (the reptilian and mammalian parts) and call it the subconscious mind.

REPTILIAN

The first stage of the brain evolved 250 million years ago and is called the “reptilian brain,” or the “brain stem.” It stopped changing 250 million years ago. Thus, the reptilian brain in man is essentially the same as in all reptiles. It is involuntary, impulsive, and compulsive; it contains programmed responses that are rigid. This part of the brain is paranoid for self-preservation. Paranoia is useful for keeping an eye out for enemies or, more to date, for cars when crossing the street. This part of the brain does not learn from experiences. It just tends to repeat its programmed behavior over and over.



The reptilian brain evolved for survival. It controls basic functions necessary for life, including heart rate, breathing, fighting, fleeing, feeding, and reproduction. It has no feelings.



MAMMALIAN

The mammalian brain evolved about 50 million years ago. The mammalian brain in man is also essentially the same as in all mammals. This part of the brain contains *feelings* and *emotions*. It is playful and the source of maternal care. Mammals tend to their young; reptiles usually do not.



The mammalian part of the brain provides us with feelings of what is real, true, and important to us, but it is inarticulate in communicating these feelings to the conscious mind. Important features are that the subconscious mind (1) is the source of feelings and derives information in terms of feelings, and (2) derives its value system by experience, that is, experience with emotional impact.

CORTEX



The third stage of development is the “cortex.” It is the conscious part of the mind. According to Carl Jung, the famous psychiatrist, it is about 40,000 years old and is still evolving. Some contemporary researchers think it is older. An important feature of the conscious mind is that it does not begin to develop until about age three and is not fully developed until about 20 years of age. These ages vary between individuals.



This late development is one reason we have so many negative and counterproductive programs in our subconscious minds. When the emotional part of our brains was developing in the early years of our lives, we did not have a rational, mature conscious mind to filter out negative programs and select positive ones we will need as adults. To make matters worse, we are not now aware of most of these programs because they were developed at such an early age we have no conscious memory of them.

In contrast to the subconscious mind, which evolves its value system through emotions, the conscious mind evolves its value system through rational interpretation of experience.

Because of these vast differences, “...the three brains are often dissociated and in conflict.”¹

Ken Keys stated it well: “Although our cerebral cortex has more processing capacity than any computer ever built, unfortunately the new brain isn’t wired into the old brain with the monitoring feedback, and control circuits that we need for optimal functioning. Thus the new brain, the conscious mind, will analyze problems and come up with rational solutions, often without the vaguest idea what is taking place in the old brain, the subconscious mind, which is governed by nonrational feeling...that is the crux of our problem. The poor communication between the old and new brains creates problems in everyday life. For example, the old brain can bypass the thinking brain’s control systems and act out intense emotions that have been bottled up in the unconscious for decades...often making mountains out of molehills. The new brain, operating in present time, realizes that the person has strength, competence, and self-worth, yet the unconscious continues to trigger ineffective, inappropriate responses to life’s challenges based on negative childhood programming.”²

¹*The Brain*, Time-Life Books

²Science of Mind Magazine, p. 38, May, 1996



SIZE

The subconscious mind makes up an estimated 92% of the total brain. The conscious mind comprises the remaining 8%. Thus, the conscious mind is puny compared to the subconscious mind.

SIGHT

The conscious mind sees with the eyes. It perceives outside experiences that are taken into our minds. It is your conscious mind that sees this printed page.

The subconscious mind, on the other hand, has no contact with the outside world. It is blind. The subconscious mind does not see any more than a computer sees. Consequently, the subconscious mind does not know the difference between *real* and *imagined*. This last statement is important and will be repeated again and again. It is not conjecture; psychologists have verified it in laboratory experiments.

The subconscious mind relies on sensory input. Thus, it responds to *reality* and *imagination* in the same way. For example, when you dream of a monster, your body responds the same as it would if the monster were real. The “fight or flight” mechanism jumps into action and pumps adrenalin into your blood stream. Your body responds by sweating, increased heart rate, etc. In reality, there is no monster and no real threat.

COMMUNICATION

Most thoughts in the conscious mind are communicated by an inner or outer voice. Most, although not all, thinking uses a voice, and a voice uses words. The conscious mind communicates predominantly with words. That is one reason a large vocabulary is important. Words are the tools of thinking.



The subconscious mind has limited vocabulary and is not as articulate with words. Most people do not dream in words. The subconscious mind communicates predominantly with images and feelings. For example, you (your conscious mind) might say, “I am frightened, but I do not know why,” while your subconscious mind might produce a dream in which a monster chases you.

FUNCTIONS

The conscious mind controls the voluntary functions. For example, I can consciously move my arm up or down. I can walk over here or there. These are conscious actions.

A critical factor is that *the conscious mind can only do one thing at a time*. It cannot do two things simultaneously. Someone may argue that they can read and watch TV at the same time. If you really become aware of what you are doing at an instant, you will see that you are either reading *or* watching TV. To do both requires that you quickly switch back and forth.

Recall the first time you tried to pat yourself on the top of your head and, at the same time, rub your stomach in a clockwise motion. You could not do it at first; not until you very quickly shifted one function to your subconscious mind. Then it became easy. Then when you were instructed to reverse the functions, that is, to rub the top of your head and pat your stomach, it again became difficult. It may have only taken seconds to learn one function and relegate it to your subconscious mind, in which case, doing both at the same time again became easy.

A recent article in the *New York Times* reported a scientific study that showed people cannot consciously drive and talk on their cell phone at the same time. In other words, you are doing one or the other consciously, but not both simultaneously. Using magnetic resonance images of brain



activity, the scientists found the brain has a finite amount of space for tasks requiring attention. One scientist commented that when you really want to listen to someone on the phone, you close your eyes.

Another article in a newspaper reported a mother who was so rapt in a cell phone conversation she got off the bus without her four-month-old baby.

A simple experiment will prove that your conscious mind can only do one thing at a time. Pick up a light object such as a pen. Will yourself to drop it. Easy! To drop the pen you had to make a conscious decision *when* to drop it. Now hold the pen and continue saying to yourself, “I can drop it; I can drop it...” on and on. If you truly concentrate on the one thought, the thought that you can drop the pen, then you cannot make the decision *when* to drop the pen. If you cannot make the decision when to drop the pen, then you cannot drop it. You cannot continuously think, “I can drop the pen” and at the same time consciously think “Now, I will drop the pen.”

Think about when you learned to drive a car. Many of us learned in a car with a stick shift. The first lesson went like this. You turned the key on. The car lurched and the engine died because we forgot to put the gear in neutral. You started the car again but it died because you did not give the engine more gas. You were thinking of turning the key. You started the car again and gave it some gas. You shifted gears only to hear a clash. You had forgotten to push in the clutch. Now you pushed down on the clutch pedal and shifted into first gear. You let off on the clutch and the engine died. You did not think to give it more gas. Finally, the car started moving and your dad screamed, “Look out!” Oops, you were not steering; you were thinking of shifting gears.

Learning to drive is a good example of how difficult it is for the conscious mind to do many things at once. However, after you relegated one function after another to the



subconscious mind, driving became easy—it no longer required conscious effort.

Hitting a golf ball is another example. When you are learning, there are too many things to think about during the swing. A beginner's swing is awkward and often jerky. After you transfer each step to your subconscious mind, you do not have to think about your swing at all. In fact, thinking about your swing (a conscious mind activity) interferes with it.

The subconscious mind, in contrast, can do trillions of functions at the same time. We do not have to conscientiously think to breathe, perspire when we are hot, digest our food, fight foreign bodies, release insulin, and on and on. This subject is discussed again in the next lesson when we explore the subconscious mind as a computer.

Your subconscious mind constantly communicates with all of the cells in your body, and the cells, in turn, communicate with your subconscious mind. To learn more of this fascinating subject read *Molecules of Emotion* by Candice Pert, a pioneer in the new medical field of psychoneuroimmunology.

COGNITIVE PROCESS

The conscious mind is logical. It has the ability to think, think abstractly, reason, criticize, analyze, judge, choose, select, discriminate, plan, invent and compose, use hindsight and foresight. It uses both deductive and inductive reasoning.

Your conscious mind, for the most part, filters the impact of input to the subconscious mind. Everything gets into the subconscious mind, but the conscious mind can influence the effect, or power, it has over the subconscious mind. As stated earlier, the conscious mind does not begin to develop until the age of three and it is not fully developed until about the age of 20. You did not have this filter during your critical, early formative years. Thus, you have a lot of garbage in your



subconscious mind that is counterproductive to your health, peace of mind, and productivity.

The subconscious mind, conversely, is not logical; it is the feeling mind. It is the source of love, hatred, anguish, fear, jealousy, sadness, anger, joy, desire, etc. When you say, “I feel...” the source of the feeling is the subconscious mind. Think of an extreme example, such as rage. A person expressing deep rage exhibits strong emotion, superior strength, is highly illogical, and has poor (conscious) recollection of his or her carrying on afterward.

The subconscious mind reasons inductively, from the specific to the general. If you tell it you are clumsy, it will find a way for you to do something clumsy. Usually inductive rationale is not logical.

The conscious mind thinks of words objectively. Objectively the word “mother” means a female parent. The subconscious mind, on the other hand, is subjective and adds connotations to words. When you hear the word “mother,” all kinds of feelings are aroused. These feelings come from the subconscious mind.

WILL, POWER, AND WILLPOWER

The conscious mind has a sense of awareness. It knows persons, places, conditions, and things. The conscious mind knows that it knows. It contains knowledge that we are ourselves and we are here.

Importantly the conscious mind has *will*. Will is the ability of the conscious mind to initiate and direct a thought or action. Will supplies the direction of your thinking. Human beings have free will.

Ah! But the subconscious mind has the power! An article in *Psychology Today*, August 1974, stated that, “...we discovered the brain is a source of electrical energy; it can do electrical



work.” Your brain produces about 25 watts of power. The subconscious mind transmits this energy as urges, emotions, impulses, nervous twitches, etc.

This energy in the subconscious mind is inexhaustible; your brain functions 24-hours-a-day, all of your life.

The wonderful thing about using the subconscious mind is that it is *effortless*. No conscious effort is required to use your subconscious mind. Conscious effort, no matter how well intended, only impedes the subconscious mind.

Doing something with the conscious mind requires effort. Remember how learning something for the first time took effort? For example, it took a while to learn to tie a shoestring. It is complicated the first time or two. Imagine if you had to write out all the steps clearly enough so that someone who had never seen a bow could tie one.

Once tying a bow became habit—in other words, the task was relegated to the subconscious mind—it became easy. So easy, you do not have to think about it when you are doing it. In fact, you probably do not even remember tying the laces in your shoes because you did it subconsciously.

A high-jumper interviewed on TV after he set a track record said, “I do not remember my record jump, but I knew when I started to jump that I would be successful.” He did not remember because he was jumping unconsciously. He let his subconscious mind take over. The subconscious mind can do all the operations without mental effort. Had he jumped using his conscious mind, it would have been an effort and he would not have done nearly as well.

The best book on this subject is *The Inner Game of Tennis* by Timothy Gallwey. Do not be turned off by the title if you are not a tennis player; just mentally cross out “tennis” as you read and insert any other word you want. Gallwey articulately describes how the conscious mind cannot do a task as difficult as hitting a tennis ball (or driving a car or



hitting a golf ball) well. Whereas, the subconscious mind can do a difficult task, and do it effortlessly and perfectly *when not interfered with by the conscious mind*. That is the trick—keeping the conscious mind out of the way.

So, the conscious mind has the *will* and the subconscious mind has the *power*. When the conscious mind and subconscious mind are in harmony, you have *willpower*. You are “single-minded.”

But when the conscious mind and subconscious mind are in conflict, there is no *willpower*. You are “double-minded.” Your conscious mind cannot directly overpower your subconscious mind and “will” it to do something.

Emile Coué³ (1857–1926) was highly successful in Europe in curing a variety of ills. He believed in gabbling (talking quickly and indistinctly so the conscious mind would get bored and not pay attention) an affirmation until it sank into the subconscious mind and became completely accepted by it. You’ve probably heard one of his familiar affirmations, “Every day, better and better in every way.”

Coué said, “When *will* and *imagination* are in conflict, imagination always wins.” That is to say, when the *conscious mind* and the *subconscious mind* are in conflict, the *subconscious mind* always wins. The subconscious mind wins because it has the power (it has electrical and chemical power), and it is bigger.

When an overweight man wills himself to go on a diet, and if he does not change his subconscious desire for overeating, eventually his subconscious mind will win out. He will gain back any weight he lost. He may *will* himself not to eat that delicious dessert, but the urge from the subconscious mind will win. He will eat the dessert and he will eat it *effortlessly*.

³ Information on Emile Coué can be found on the Internet and in the book by Brooks, listed in Appendix A.



Your task is to learn how the subconscious mind works and use it to your advantage. The subconscious mind has the power to dominate, but it is not as smart as your conscious mind. You are going to learn how to make it your personal genie, not your master.

MEMORY

The conscious mind has a limited memory and most of it is short-term. The subconscious mind, in stark contrast, has virtually infinite memory. You are probably thinking it does not seem that way to you. Well, it is true. You have enough memory for everything you have experienced in your life. It is your *recall* that is fallible.

CONTROL

When your conscious mind and your subconscious mind are in conflict, your subconscious mind wins, but only if you do not know how to control it. You are going to learn how to influence and control your subconscious mind so it does not control you. You are going to make it your genie! Your conscious mind is meant to be the master, and your subconscious mind is meant to be the genie.

The conscious mind can stimulate the subconscious mind into action, change habits, reverse negative thinking patterns, improve our physical and emotional health, and our conscious mind can even influence our involuntary functions.

A few decades ago, thinking in the Western world was that control of involuntary functions was impossible. The Western world now knows that controlling involuntary functions such as blood pressure, heart rate, and circulation in a given area of our bodies, is possible.

The following chart sums up the differences between conscious mind and subconscious mind:



**COMPARISON OF THE CONSCIOUS MIND
AND THE SUBCONSCIOUS MIND**

CHARACTERISTIC	CONSCIOUS MIND	SUBCONSCIOUS MIND
AGE	New	Old
SIZE	Small	Large
SIGHT	Sees	Blind
COMMUNICATION	Words	Images, Feelings
COGNITIVE PROCESS	Logical	Illogical
MATURITY	Mature	Immature
TIME	Past, Present, Future	Present
WILLPOWER	Will	Power
FUNCTIONS	Voluntary	Involuntary
FUNCTIONS AT ONE TIME	One	Trillions
MEMORY	Limited	Unlimited
CONTROL	Master of the Subconscious Mind	Body and Behavior Your Genie

ALPHA CONDITIONING

Your mind can be lead into the alpha state by sitting in a comfortable chair and listening to a relaxation routine read by someone else, or recorded and played back. The routine usually takes about ten minutes.

You will want to go into the alpha state many times each day to give your genie instructions. It would not be practical to depend on someone else to read the routine, or to play a CD every time you wanted to go into alpha. You need to condition yourself to simply take a deep breath, count down from three to one, say to yourself the word “ALPHA,” and be in alpha. It is that quick and that simple—after you are conditioned.



Conditioning exercises are given at the end of each lesson.

Alpha conditioning is easy. It just takes a little practice. Some people can condition themselves in a few sessions; others take a little longer. Closing your eyes and relaxing tends to induce alpha. Relaxation is often associated with heaviness and warmth. Once in alpha, you can condition yourself to return to this state quickly any time you want.

SELF, DEEP RELAXATION

The conditioning exercises presented in these lessons are similar to procedures called by different names. The most common is self-hypnosis. I would like to call it something else because the word “hypnosis” has negative connotations. Hypnosis is often associated with mind control or being made a fool of in front of an audience. That is unfortunate. First of all, nobody really knows what hypnotism is. Kreskin, a well-known “mentalist” (he refused to be called a hypnotist), offered \$100,000 to anyone who could prove conclusively the existence of a “hypnotic trance.” Nobody ever claimed the money. Kreskin never puts anyone in a trance yet he is highly successful in planting suggestions in subconscious minds.

Ernest Rossi states in *The Psychobiology of Mind-Body Healing, 1993*: “Since the inception of hypnosis more than 200 years ago it has been impossible to find general agreement among professionals on just exactly what hypnosis is. No definition or empirical test has ever been devised to accurately assess whether or not a hypnotic state even exists!” Some experts claim there is no such thing as a hypnotic trance or hypnotic state.

So let’s not be concerned about what this method is called. “Self-Alphamation” (I just made up that word) would be a good descriptive word but no one would know what I was talking about. These exercises are *simply ways of going into*



the alpha state so you can plant suggestions in your subconscious mind.

An added benefit when you practice deep relaxation is that you will sleep better. Better sleep has been shown to improve health, memory, and disposition. Many people who practice deep relaxation find they need less sleep.

PROCEDURE

There is nothing magic about the routine. The routine can be done in infinite ways. You can start, for example, by relaxing muscles from the feet to head or vice versa. Any procedure that gets you to relax is good. The aim is to relax so that your conscious mind loses interest, gives up control, and sinks into the background, and at the same time, to coax your subconscious mind to the surface. Once you are in alpha, you can then use your subconscious mind to relax your body even more than you ever could when in beta using your conscious mind.

You can have someone read the routine to you or you can record it and play it back. A CD containing this routine is also available.⁴

Some self-help books describe tests to determine whether you are truly in an altered state. *Do not test yourself*. Do not doubt that you are in alpha. Should you fail the test for *any* reason, even just one time, this failure could destroy your confidence. Just act as if you know you are going to succeed and you will. Have the right attitude. Expect to relax and go into the alpha state. Be confident.

Just let go. Do not use any conscious mind activities, namely, critiquing the words, judging whether you are going

⁴ A CD that includes this routine can be purchased at WWW.THEGENIEWITHIN.NET. For more information, contact THEGENIEWITHIN@ADELPHIA.NET or write to *The Genie Within*, 1844 Fuerte Street, Fallbrook, CA 92028.



into alpha, etc. Use subconscious mind activities, namely visualization, daydreaming, and staying in the present. Do not think about something that happened yesterday or even ten minutes ago. Do not think about something that may happen ten minutes from now. Keep your mind in the *now*.

Audio aids are available to assist your subconscious mind into alpha. The best, in my opinion, is simply a metronome sound at 10 cps (mid alpha) or 5 cps (mid theta). This method is used by Silva International, El Paso, TX, in courses taught worldwide. Some music and sound recordings are helpful, examples include selected Mozart works,⁵ and primal sounds produced by Jeffrey Thompson.⁶

Important statements that will be given to you near the end of the routine are listed below. You should know what you are being conditioned to.

- Distractions only tend to make me go deeper into alpha.
- Each time I practice going into alpha I go deeper and deeper.
- Each time I practice, I go into alpha faster and faster.
- Each time I practice, it is easier and easier.
- My subconscious mind accepts only positive, healthful suggestions.
- Each time you touch your thumb and forefinger together you are reminded to relax and remain poised.

There is also a suggestion that any time you say or think the phrase “3...2...1...ALPHA,” you will return to the alpha state. After enough practice, you will not need to go through

⁵*The Mozart Effect* CDs, selections by Don Campbell, author of *The Mozart Effect*.

⁶*The Egg of Time* and *Child of Dream* CDs, California Institute for Human Science.



the ten-minute relaxation routine to go into alpha. You will simply say to yourself, “3...2...1...ALPHA” and you will be there.

The intent of this exercise is to go into alpha and remain aware. This is useful, for examples at times when you want to be creative, compete in sports, study for an exam, take an exam, etc.

ALPHA STATE ROUTINE— PROGRESSIVE RELAXATION

Look up at about an angle of 20 degrees and stare at a spot. Raising your eyes helps attain the alpha state. Now close your eyes and listen to my voice.

Right now, you desire to experience the feeling of deep relaxation...You desire to be more relaxed than you have ever been before. Deep relaxation is healthy...it allows your body to nourish and heal itself...deep relaxation allows your mind to refresh itself.

You are breathing deeply and slowly...ever so slowly.

Relaxation is easy...all you have to do is to just let go...just let go...just let your body go limp...let your muscles relax.

With deep relaxation comes the feeling of heaviness and warmth...friendly warmth...and calmness...and pleasantness. You are feeling heavier now. You are letting go...letting go.

Visualize a ball of warm, white light. Just seeing it gives you a warm, pleasant feeling. Visualize this ball of white light entering your body at your feet. As this light enters your body, your toes become heavier...Feel each toe in turn relax...sense a warmth penetrating into your feet. Now allow your feet to relax. Feel them pressing on the floor. Now this ball of light and this feeling of heaviness and warmth moves up across you ankles...and your calves...and your thighs. Your legs are now relaxed.

This peaceful ball of light and this wave of relaxation now moves into your hips. The heaviness feeling is pleasant...and feels good. Deep, deep healthful relaxation. Just let go...let go...let your body relax. Let your body and mind attain a healthy, natural state.



Now this ball of warm friendly light enters your torso, and you feel deep, penetrating relaxation creep up your back. Your back muscles are now relaxed...sooo relaxed. Feel them relax and become heavy. Feel your shoulders slump as they become heavier and heavier. Now, relax the muscles of your stomach and chest. And as you do, feel your torso increase in weight...pulling you down under the push of gravity. Your body is now completely relaxed. It feels wonderful...just let go...let go completely. All of your internal muscles are relaxed.

Now visualize this ball of warm heavy light flowing into your head and arms. Relax your neck muscles. Feel your neck become heavier and more relaxed. Maintain just enough muscle tone to keep your neck in a comfortable position. Feel this relaxation move down through your arms and into your fingers...all the way to your fingertips. Your arms are completely relaxed...your fingers are completely relaxed now. They are limp...Your fingers are limp and heavy.

Now you allow this feeling of relaxation to spread up through your jaw. Feel your jaw muscles relax. Feel your throat and tongue relax and all internal dialog quiets. And lastly, feel your scalp relax.

You are completely relaxed now...every muscle...every cell in your body is relaxed. You feel comfortable...you feel contented. This is such a pleasant state...soooo pleasant...soooo relaxing...soooo comfortable. Your entire body relishes this feeling...you relish this state of deep relaxation in the alpha state.

With each breath, you are more and more relaxed. With each breath, you feel better, more at ease and happier. Now visualize a pleasant scene...see yourself on the beach of a beautiful tropical island. Feel the warmth of the sun on your body. Feel the warmth of the sand on your bare feet. Feel the warm sand oozing between your toes as you press your feet into the soft, forgiving sand. See yourself sitting in a soft, luxurious lounge chair...you feel completely comfortable...completely at rest. Gaze out at the ocean. The water is calm and serene. There are gentle ocean swells that are in rhythm with your breathing...a slow, relaxing rhythm. As you breathe out, let go of tiny bits of tension that lingered in your



body. Each time you exhale, a little more tension melts and flows out of your body. Each time you exhale...you are more and more relaxed.

Smell the fresh salt air...feel the soft touch of the warm tropical breeze. In the distance you hear sea gulls...you can see the sea gulls swooping up and down near the shoreline. You hear the whisper of the breeze passing through the fronds of the palm trees lining the beach. Watch the thin palm trees sway gently in the tropical breeze.

Scoop up a fistful of sand and let it fall back on the beach. See how effortlessly it falls and forms a pile. The pile of sand is with total absence of resistance...there is a complete lack of tension.

Your eyes feast on the vivid blues and greens of the warm, clear water in the shallows of the coral reefs. You are soooo relaxed...every muscle in your body is limp...every part of your body feels heavy and relaxed...You feel a nice warm glow throughout your body that is the result of perfect, unhindered circulation...brought about by perfect relaxation. Wallow in this feeling...relish this state of mind. Know it is a healthy state...and that your body is rejuvenating itself...energizing itself...healing itself...easily and effortlessly.

Each time you relax...each time you go to this state which is your sanctuary...relaxation is easier and easier. Each time you practice deep relaxation, you relax faster and to a deeper healthy mental state...each time the feelings are deeper and more enjoyable. Each time you practice deep relaxation you reach a place where you are poised, happy, and feel healthier.

Noises or other distractions only act as signals to relax you more. Every time you hear a noise, you go deeper into your sanctuary and become ever more relaxed. All tension is melted away. You are completely relaxed...serene...happy...content.

In any emergency, you are alert and active. Your subconscious mind instantly recognizes an emergency and immediately brings you to an alert state

You are in a natural, healthy, alpha state of mind...open to healthy, positive suggestions. Your mind only accepts suggestions



that are positive, for your highest good, and cause harm to no one else.

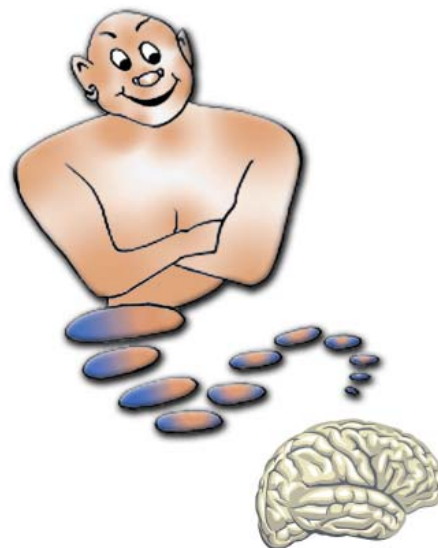
You return to this relaxed feeling...to your sanctuary every time you think of the word “ALPHA,” with the intention of returning to this serene state of body and mind. The word alpha in ordinary conversation is just another word and is unrelated to this effect. The word “ALPHA” is effective only when you have the intent to completely relax your body and mind as it is now and enter this natural state of mind.

Any time you wish to melt the tension from your body...any time and anywhere you wish to become more serene and calm, simply touch your thumb and forefinger together. Any time you want to be relaxed, touch your thumb and forefinger together. You associate this with the feeling of calmness...serenity...relaxation...happiness...poise...and just feeling good. Touching your thumb and forefinger together relaxes you. Any time and anywhere during the day you wish to relax...any time you wish to rid your body of tension, simply touch your thumb and forefinger together. Touching your fingers together is a signal that restores you to a state of complete poise. Now feeling wonderful...feeling relaxed...feeling healthy and whole...feeling rejuvenated...feeling rested and happy, begin to return to full wakefulness. On the count of “3” you are in the awake state and your eyes are open. “1”...“2”...feeling rested and joyful, “3”...you are awake and alert!



Lesson Three

**YOUR SUPER
BIOCOMPUTER**





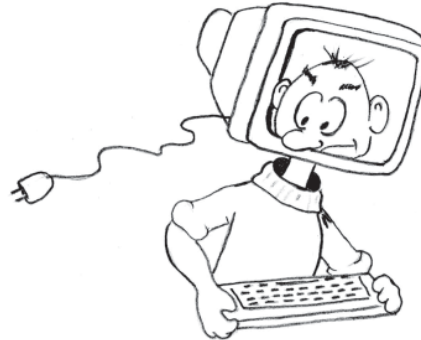
Lesson Three

YOUR SUPER BIOCOMPUTER



INTRODUCTION

While the present generation takes the personal computer for granted, its capabilities astound those of us who did not grow up with one. We are amazed at its lightning fast operation, its huge memory, and its ability to use many complex programs at the same time. As impressive as a personal computer is, your subconscious mind is a far better one than any you can buy. Stephen Hawking, in *The Universe in a Nutshell*, says, “Present computers remain outstripped in computational power by the brain of a humble earthworm.” Your brain is millions of times better than the brain of an earthworm.



It has more memory than you can ever use and operates flawlessly, except sometimes when your conscious mind interferes with it. It is easily programmed, intentionally and unintentionally. It is, unlike any manufactured computer, both electrically and chemically powered. Information travels along



nerves by electrical impulses and jumps across synapses by chemical mechanisms. Your subconscious mind is a biocomputer. Your biocomputer has been loaded with a huge number of complex programs. Most are necessary for surviving and getting along in the world. We take thousands of these programs for granted, such as walking, running, standing still, and drinking a glass of water. On the other hand, many of our programs are obsolete and counterproductive, such as impatience, over-eating, and irritability. We will now explore the facets of your personal subconscious mind biocomputer.

DATA STORAGE

Memory in your conscious mind is short-term and limited. Tests show that most people cannot remember more than seven digits at one time.

Conversely, the memory in your subconscious mind is virtually unlimited. A comedian quipped, “Memory is the thing you forget with.” That is clever but not true. Every sight, sound, touch, smell, and emotion that you have experienced from birth (probably even before birth) to the present is in your memory. If you cannot remember some fact, do not blame your memory because that fact is there. Blame your *recall*.

Your brain has more storage capacity than you could ever use. Each memory creates a pathway in your brain. The narrator on a documentary on the brain aired on PBS TV stated that your brain has more pathways for memory than there are atoms in the universe! If you counted and wrote the number for each pathway in your brain on a single atom, there would not be enough atoms in the universe!

If you accept 10 new facts every second for a lifetime of 70 years, you will accept about 22×10^9 bits of information. Yet your memory capacity is about 22×10^{30} bits of information. Someone once estimated that the world’s entire telephone



network could be stored in an area of your brain the size of a pea.

In 1950, Wilder Penfield, M.D. described patients undergoing brain surgery without anesthesia. When certain parts of their brains were touched with an electric probe the patients recalled everything, every sight, smell, texture and taste about a particular event in their life.

A few examples of the capability of our memory are given below:

- William James, when he was 90, memorized 12 volumes of John Milton's *Paradise Lost* in one month because he thought his memory was declining.
- Napoleon could greet 1,000's of his soldiers by their first names.
- James Farley, a politician in the Roosevelt era, could greet 50,000 people by name.
- Arturo Toscanini could recall every note of every instrument for 100 operas and 250 symphonies.
- A contemporary Indian man (I saw him interviewed on TV but I did not pay attention to his name) can recall every number he has ever seen or heard.

OPERATES CONSTANTLY

Your subconscious mind is awake 24-hours-a-day; it never sleeps. It is awake even when you are under anesthesia. Dr. Cheek, a San Francisco surgeon, reported several cases in *Life Magazine* ca. 1970, where he proved that patients heard conversations of the doctors during surgery.

Dr. Cheek's son was a victim of one of these conversations. His son had a congenital heart condition that was repaired. The operation was a success but his son became a hypochondriac and short-winded. By using hypnosis on his



son, Dr. Cheek found that during the operation one of the surgeons said, "...we can't fix that." On quizzing the surgeons, one said they found a second congenital defect. However, it was not serious, it was not worth the risk it would take to repair it, and since it would heal normally, they decided not to fix it. But his son's subconscious mind interpreted from the surgeons conversation that, "...we can't fix that," and erroneously concluded that his heart had a serious defect that could not be repaired. The boy's subconscious mind reacted based on its belief.

This literal acceptance by the subconscious mind brings us to the next characteristic of your subconscious mind computer. Your subconscious mind accepts things literally and out of context.

LITERAL

Your subconscious mind does not reason or judge. It takes everything literally, out of context, and with no sense of humor. If someone under hypnosis is asked, "Can you tell me your age?" The logical conscious mind would know that the hypnotist really was asking for his age, but the literal subconscious mind would simply answer, "Yes, I can."

Consider the following repetitive comments made by parents and teachers. Though they may have been made in a loving way, the subconscious mind takes them literally. And note that the conscious mind that can filter these comments is not totally effective at early ages.

- "You silly kid," or "You're so silly."
- "You big, bad boy."
- "You dummy."
- "Don't you ever learn?"



- “You never seem to do it right”
- “You must eat lots of food to be healthy.”

A phenomenon called “organ language” is an example of the subconscious mind accepting words literally. Organ language refers to a dis-ease resulting from a strong emotion that gets locked in an area of your body. Alice Steadman discusses this phenomenon in her book, *Who’s the Matter with Me*, and scientific support can be found in studies reported in the new field of psychoneuroimmunology.

Examples of organ language are:

- “That gives me a pain in the neck.”
- “Oh, my aching back.”
- “That just makes me sick.”
- “That breaks my back.”
- “I can’t stand that.”

Normally these statements have no effect on a person; but they can have a pronounced effect when they are repeated over and over or stated with strong emotion.

Lecron reports¹ a case in which a patient had a bad taste in his mouth and was losing so much weight it was affecting his health. Physicians could not find a reason for the bad taste. During analysis, Lecron found that the man was almost called as a witness in a trial. Had he testified in the trial, the defendant, his best customer, would have been found guilty. He did not have to testify but the episode left a “bad taste in his mouth.”

Carl Jung reported a case in which an asthmatic patient, “Could not breathe the atmosphere at home,” and a patient with chronic indigestion, “Could not digest a certain situation.” Dr. Bernie Siegel reported a case² about a mastectomy patient

¹*Self-Hypnotism: The Technique and Its Use in Daily Living*

²*Peace, Love & Healing*



who needed to “get something off her chest” after a long bitter dispute with her sister.

Sylvia Browne, in one of her best-selling books³, describes a man dying of bleeding ulcers who kept repeating, “I just can’t stomach life anymore.” Sylvia Browne also tells a story about herself. She had a bladder infection at a time when her family, “Just pissed her off.”

ACCEPTS EVERYTHING AS REAL AND TRUE

Clinical and experimental psychologists have proved the human nervous system cannot tell the difference between an actual experience and one that is vividly imagined. Drs. J.C. Eccles and Sir Charles Sherrington, experts in brain physiology, state: “When you learn anything, a pattern of neurons forming a chain is set up in your brain tissue. This chain, or electrical pattern, is your brain’s method of remembering. So, since the subconscious mind cannot distinguish a real from imagined experience, perfect mental practice can change and correct imperfect electrical patterns grooved there by habitually poor playing.”

This means that you can learn and improve physical and mental skills by practicing in your mind. The advantage of using imagination is you never practice the wrong motion or action, i.e., neurological pattern. Real practice, conversely, is not perfect and often reinforces wrong neurological patterns.

Experiments have been reported in which three groups of novices are taught a new skill by three different methods. In one experiment subjects were taught dart throwing, a skill not many Americans have acquired. One group listened to lessons on the art of dart throwing. A second group threw

³*Psychic’s Guide to the Other Side*



darts. The third group practiced using only imagination. This third group sat in comfortable chairs, was read a relaxation routine, and then practiced perfect dart throwing in their minds, hitting the bull's eye on each throw. After each of the three groups practiced for the same length of time, the group using mental practice always did as well, or better, than the other two.

Russian scientists did a more precise experiment. Four groups of Russian athletes trained using selected ratios of physical and mental practice as follows:

GROUP	% PHYSICAL TRAINING	% VISUALIZATION
1	100	0
2	75	25
3	50	50
4	25	75

After a given period of training, Group No. 1 ranked 4th, Group No.2, 3rd, Group No. 3, 2nd, and Group No. 4 came out on top.

Visualization is now standard in athletic training. Of course, physical practice is also necessary. Athletes use both mental and physical practice to obtain the best result. More stories of the importance of mental practice can be found in *The Ultimate Athlete*, by George Leonard.

The use of visualization is not limited to sports. It is also used successfully in job interviews, sales, public speaking, etc.



YOUR BIOCOMPUTER OPERATES THE MOST PHENOMENAL ROBOT EVER MADE—YOUR BODY

Whereas your conscious mind can only do one thing at a time, your subconscious mind can do trillions of things at a time. Think of what it would take to make a computer that would control a robot that did all the things your body does. A manufactured computer could not come close to doing all the tasks your subconscious mind does every second of your life. It regulates most of the processes going on in your body every second and influences all of them in one way or another. Just a few examples of these processes include: digestion, healing, bone mending, immunity, temperature control, heart rate, respiration, reproduction (no computer can make a baby), and muscle coordination. On top of all that, it communicates with every cell in your body.

The body functions mentioned above are only a minuscule of the whole. Witness the volumes written on biology and medicine.

It is important to note that your subconscious mind does these trillions of functions without effort. It does them *easily, passively, and effortlessly*.

SOFTWARE

The software programs, often called “tapes,” in your subconscious mind computer include your habits, concepts, self-images, and conditioned reflexes. We all react according to our programs when someone or some stimulus pushes our buttons.

Habits are a way of executing complicated processes easily, automatically and with no conscious mind thought. They can be useful, for example:



- Tying a bow,
- Driving a car,
- Swinging a golf club,
- Etc.

They can also be harmful, such as:

- Smoking,
- Crude manners,
- Over eating,
- Tantrums,
- Impatience,
- Etc.

Most of these habits were programmed at an early age and you are not aware of them.

When you were born, most of your existing software was in your reptilian brain. You were born with programs that controlled heart rate, body temperature, respiration, sucking, and the other basic functions necessary to keep you alive. The rest of your brain was mostly blank. Thus, your brain was like a new computer with only the basic language that allows you to install all those programs that make a personal computer useful.

Early programming of the brain was described in an article⁴ summarizing current research and thinking by experts. Following is a summary of that article.

A child's brain begins as just a jumble of neurons. Every input from the five senses begins to form programs. Programs in your subconscious mind evolve progressively. For example, you learn to roll over; then you learn to crawl, walk, run, lift a glass of milk and drink it without spilling, etc. Each of these

⁴“Your Child’s Brain,” by Sharon Begley, *Newsweek*, pages 55–6, February, 1996.



activities is a huge computer program in itself. Even just standing up straight requires a complex program.

The gravity of establishing these programs is that there is a “time window.” After the window closes, programming limits are set up that are difficult to overcome. Experts claim that about half of a baby’s brain cells die by age five because they are not used. There are several basic time windows of development, namely; math and logic, vision, vocabulary, language, social skills, and motor skills.

The window for math and logic is from birth to four years. Even learning a simple concept like “one” versus “many,” helps widen this invisible programming potential.

The window for vision is from birth to two years. This concept was demonstrated in 1970 when experimenters sewed shut one eye of newborn kittens. When the sewn-shut eyes were opened after only two weeks, the eye was blind and sight was never developed because the designated neurons were used for something else.

In another experiment, researchers raised three groups of kittens: one group in a room with only horizontal stripes, one in a room with only vertical stripes, and one in a normal room. Once removed from these rooms, the kittens raised in the room with horizontal stripes could only perceive horizontal objects. That is, they would walk into a table leg, for example, because they did not see it. The group raised in the room with vertical stripes could not perceive horizontal objects. They would not walk into a table leg, but they would walk into the table, if it were low enough, because they could not perceive the horizontal object. The third group raised in a normal room was normal.

The window of development for vocabulary is to three years. Even if a baby hears words he does not understand, on hearing these new words, neuron pathways are formed that widen the potential for learning later.



The window for language is from birth to 10 years old. Note how quickly children learn a new language compared with adults. Moreover, unless the children learn the new language at a very early age, they will most likely have an accent in that language for life.

Arguably, the most important window is the emotional window, which is from birth to only two years old. Think about that. Your emotional quotient is pretty much wired in the first two years of life.



This explains why some adults act childlike under emotional circumstances.

That was how their subconscious mind was wired during the emotion window.

The window for motor development is to five years old. Researchers performed a landmark experiment in which a newborn monkey's hand was bound so that he could only use one finger. After the learning window passed, the binding was removed from the monkey's hand and he never learned to use his other fingers. The brain cells committed to the useless fingers were used for something else during the window of motor development.

A modern example of motor development is Andre Agassi, who has been, off and on, the number one tennis player in the world. Andre is able to change the game's strategy due to his lightning quick reflexes and ability to hit the ball early and on the rise. This takes exceptional reflexes and hand/eye coordination. Andre is also reputed to be the best ever at returning serves.



Andre's programming began when he was a few weeks old. His father dangled a ball on a string over Andre's head, and when Andre was old enough to hold something his father gave him a paddle to swing. Andre's father laid the foundation for creating a large potential for motor development in Andre's subconscious mind.

This concept of learning-windows shows the importance of exposing children to a variety of toys, colors, sounds, conversations, sights, and experiences. Of course, these programming limits are not absolute, but overcoming them can be difficult. More recent research indicates that these windows may last longer, and that the way our brains are wired in the teen years also determine how we behave as adults.

Thus, as adults, we most likely have many negative programs and concepts in our subconscious minds that were developed prior to our twentieth birthday, and many that were planted by others, namely parents, relatives, teachers, peers, TV, society, and possibly some violent video games. Unfortunately, many of these programs and concepts are counterproductive. Consider the following ones:

- Smoking,
- Overeating,
- Poor health,
- Poor self-image,
- Girls are poor in math,
- Everybody catches colds,
- “No, you cannot do that,” or, “You’ll never be able to do that.”

Remember. The subconscious mind accepts everything as true and literal. Often well-meaning parents, repeatedly say to their children:



- “You will be a *big* girl,”
- “You are so silly,”
- “No, you can’t do that,”
- “You naughty boy,”
- “You’re a girl; you’re not supposed to be in math.”

Some thoughtless parents or teachers might program young malleable subconscious mind with:

- “You’ll never amount to anything,”
- “You will never be successful,”
- “Don’t you ever learn?”
- “You are a bad boy (or girl).”
- “You will never graduate.”

These negative statements will have no effect when they are said to the child only a few times. But if they are repeated, especially under emotional circumstances, they are likely to be accepted by the subconscious mind. One researcher estimated that a child is told “No” 148,000 times in his early years. No wonder the potential of so many children is unnecessarily limited.

CONDITIONED REFLEXES

Sometimes we react in irrational ways and we have no clue why. This is often due to a conditioned reflex that we are not aware of. You remember the classic experiment performed by Pavlov. When Pavlov showed a hungry dog food, the dog salivated. Pavlov then rang a bell when he showed the food to the





dog. After a few times, the dog was conditioned to the bell. Then Pavlov had only to ring the bell and the dog salivated. Ringing a bell and salivation are not ordinarily linked.

Here are a few examples of reported cases involving conditioned reflexes:

- An adult woman abhorred spinach. Under hypnosis, she recalled a time when she was one year old. She was in a high chair eating spinach. The doorbell rang. Their German Shepard started barking and on his way to the door knocked over the high chair. Thinking her child was hurt, the mother cried and yelled. There was chaos, noise, a bump on the head, and the experience was very emotional. This traumatic experience conditioned her to dislike the food she happened to be eating when the unpleasant incident occurred. Do you suppose a similar incident happened to a previous president who dislikes broccoli and does not know why?
- Another patient was afraid of the ocean. It turned out that, at an early age, he was on the beach when lifeguards brought in a shark-bite victim. The lurid sight was so emotional that he was conditioned to be afraid of the ocean.
- This example was reported in *Psychotherapy*, Aug. 1974. A youngster was spanked at the end of an argument between his parents. His emotions were associated with his struggle to control the sobbing in his chest (sic). During the next argument, even without the spanking, his chest remembered.



Emotions were cut off at the chest, and the youngster developed asthma.

Each of us has thousands of programs in our subconscious minds. Most of them are useful and even essential. But many are counterproductive to a happy life. You will learn how to overcome these counterproductive programs in later lessons.

INDUCTIVE PROCESSING: GOAL SEEKING

Your subconscious computer takes thoughts from the conscious mind and works them out inductively to a conclusion. It operates from specifics to generalities. Your subconscious mind is a *GOAL-SEEKING computer*. *Your subconscious mind will act to achieve whatever goal it is given, whether the goal is well thought out, haphazard, or provided by an outside source.*

This is why monitoring what you feed your subconscious mind is important. Have you ever said to yourself, “I’m stupid”? If you said it enough and said it with emotion, your genie responded by replying, “Yes, master, I can make you look stupid. No problem. I can do it easily and effortlessly.” Then, say, you took a test on a subject that you knew cold, but during the test, your mind went blank. Could it have been your subconscious mind simply obeying your command?

Ever told yourself that you are clumsy? Your genie responded by saying, “Yes, master. I can make you clumsy. That is easy and effortless.” Then, for no reason, you tripped, or dropped an easy fly ball, and embarrassed yourself.

Ever say to yourself that you are shy and unpopular? If you said it often and with emotion, your genie responded, “Yes master, I can make you shy and unpopular by having you behave in unsocial ways. No problem. That is easy and effortless. You do not have to think about it. I will just do it



for you.” Then after acting like a dork, you say to yourself, “Why did I act that way?” Well, now you know why. You asked for it; you programmed it.

Maxwell Maltz, M.D., a plastic surgeon, wrote a classic book, *Psycho-Cybernetics*, on this subject. Dr. Maltz observed that when he corrected grotesque features, his patients behaved in one of two ways. Some changed their personality and became more outgoing and successful. Conversely, some did not change. They still had an inferiority complex and were failure-oriented.

Dr. Maltz then found he could change some patients from feeling inferior and being failure-oriented *without* surgery. *He concluded that a person’s actions, feelings, behaviors, and even abilities, are consistent with his or her self-image.* Therefore, change the self-image and you change the personality and behavior! In other words, *you will act like the sort of person you think you are.* The key to personality change is not physical; it is your self-image.

Dr. Maltz went on to say that the change is not by intellect, and not by intelligence; change is brought about by *experience*. Remember, experiencing is the same to the subconscious mind as *imagining*. The subconscious mind does not know the difference between real and unreal. It accepts what you feed it. Like the saying, “You are what you eat”; “You are also what you think!” Think of your self-image as the software in your brain, and your neural system as your hardware. Your printout, then, in computer parlance, is your body and your personality.

Your subconscious mind is a goal-seeking computer and will seek whatever you feed it. There are dozens of books on this subject. A classic is *As A Man Thinketh* by James Allen.

It is not so much what you are. More important, it is what you *think* you are. If you continually think of success, your subconscious mind will guide you to success. If you



continually think loving thoughts, your subconscious mind will guide you to loving relationships.

William James said, “The greatest revolution in our generation is the discovery that human beings, by changing the inner attitudes of their minds, can change the outer aspects of their lives.”

GOALS

Your goals must be clear, otherwise your subconscious mind will flounder. If you flit from one goal to another, your effort will be inefficient and counterproductive. To keep your goals clear and well thought out, write them down. Keep a record. List short-, medium-, and long-term goals. Suggestions include:

- Better job
- Self-image
- Better place to live
- New house
- Financial independence
- Mental skills
- Physical skills
- Health

Review and revise your goals regularly. I suggest you review them as often as you think of it, even if only for a few seconds. Review them in the alpha state. The entire review will only take a few seconds. Do not share them with anybody. You will likely get negative feedback from well-intentioned friends and family reminding you that you cannot do that, be that, or get that. You will also put pressure on yourself to produce or look foolish. Such pressure will inhibit your success.



ADMONITION

Be certain they are *your* goals. Goals should make *you* happy, while not making anyone else unhappy. Be certain that each sub goal leads to your ultimate goal. Your ultimate goal should be something like: peace of mind, health, and harmony in your life, happiness, and self-fulfillment.

Emerson said, “Be careful what you wish for with all your heart (subconscious mind), for you will surely get it.” Your first thought for a goal might be to make lots of money. While making lots of money, you might lose your friends, family, and health, leaving you rich but miserable and lonely. So lots of money may not be the best goal for you. Think your goals out carefully and strike a balance. Always have a clear, definite list that you can refer to (in the alpha state).

SUMMARY OF IMPORTANT SUBCONSCIOUS MIND CHARACTERISTICS

1. Does not know real from imagined.
2. Is always seeking goals.
3. Can be controlled by your conscious mind.
4. Communicates with images and feelings.
5. Communication to the subconscious mind is enhanced with emotion.
6. The alpha state opens the door to the subconscious mind.
7. Keep your conscious mind out of the way:
 - Use no effort
 - Practice detached acceptance
 - Let go!



EXERCISE**SELF-IMAGE**

Divide a piece of paper into two vertical columns. Label the left column “Self-Image” and label the right column “Visualization.” List three traits in the left column that you want to become. Leave space between. In the right column, list scenarios of what you would be doing provided you had that type of personality. Following is an example:

SELF-IMAGE VISUALIZATION

• Charismatic	People listening to me People following me Speaking to large audiences
• Excellent Conversationalist	Speaking to a large group Emceeing a talk show
• Successful	Driving my luxury car President of a company Winning a trophy

Keep this piece of paper by your bedside. Just before you lie down to sleep, look at the list and visualize yourself *as already having* these traits. See yourself in action doing those activities and being that person. Do not think of it during the day unless you are in alpha.

Now you have given your genie goals and it will work to see that you successfully achieve them, easily and effortlessly.

THETA CONDITIONING—EXERCISE

The theta state is deep meditation associated with sudden insights where the solution to a problem or a creative effort is often visualized in its entirety. Many examples are described in the literature in which people were working futilely on a problem until they finally gave up (consciously)



and went on a walk, soaked in the bathtub, or engaged in some activity that relaxed them and took their minds off the problem. While they were relaxed and in this meditative state, the solution came to them in a flash. Examples are given in *Higher Creativity*, by W. Harman and other books.

The famous surrealist artist Salvador Dali would sit in a chair, relax, and go in the theta state where he saw the surreal images he painted. Dali would hold some object in his hand so when he reached this inspirational state, his grip would relax and the object would drop. The noise would bring him to a state where he could remember the images he visualized in the theta state.

You do not have to go to that trouble to get into the theta state. You can condition yourself to go into theta anytime you wish by practicing the following exercise. Before you do the theta routine, however, become proficient in going into alpha using the exercise in Lesson Two.⁵

THE INSPIRATIONAL GARDEN ROUTINE

Get comfortable.

Turn your eyes up about 20 degrees. Looking up is fatiguing so allow them to close.

You are always aware of what I am saying.

Allow yourself to relax...allow yourself to become limp. Relaxation is good for you...so let go...just let go and relax. Image you are a balloon, and someone has blown you up and up and up until the balloon is taut and seems ready to explode. There is a valve by your hand. Release it and watch yourself slowly deflate. Down...down...down until you are totally deflated and flat and completely relaxed. Relaxation is associated with feelings of

⁵ A CD that includes this routine can be purchased at WWW.THEGENIEWITHIN.NET. For more information, contact THEGENIEWITHIN@ADELPHIA.NET or write to *The Genie Within*, 1844 Fuerte Street, Fallbrook, CA 92028.



heaviness and warmth. So now feel your body becoming heavier...and feel a comforting wave of warmth creep across your body...Your legs are now relaxed...completely relaxed...your torso is now relaxed...completely relaxed...your arms are relaxed and limp...feel the weight of your body. Now your head and neck are relaxed...retaining just enough muscle tone to keep your head in a comfortable position. Now imagine you are a bag of cement. Feel how heavy you are. Feel the bag pressing down and down and down.

Now mentally count 3...2...1...and mentally say and see the word “ALPHA.” You are now in a natural, healthy state of mind—A state where your subconscious mind readily accepts healthful and positive suggestions, suggestions that are only for yours and humanity’s highest good.

Now you are going into an even deeper natural state of mind. Count down mentally from 5 to 1 and as you count allow yourself to go deeper and deeper into this natural relaxed, healthy state...5...you are going deeper...4...more and more relaxed...allow your mind to relax and slip deeper and deeper into the theta state of mind...your mind enjoys this deep state of relaxation and peace of mind. Allow your conscious mind to just be an observer...3...slower and slower, deeper and deeper...2...feeling at peace and restful...1. You are now in the theta state. Your mind is creative and sees things in a global sense.

You are going on a pleasant walk. You are on a flat, soft path covered with soft tree bark. The path winds back and forth, and ahead you see a tall hedge. There is an opening in the hedge, and the path leads through this opening. As you slowly walk through the opening in the hedge, you see the most beautiful garden you have ever seen; there is a profusion of flowers, and it is laid out in perfection, in geometric designs that are pleasing to your eyes. Slowly gaze around and observe the galaxy of flowers. Some have bright colors, some have subdued colors...but they all are beautiful...absolutely gorgeous. There are flowers of all kinds and colors...reds, deep vermilion...delicate pinks. There are blue flowers, deep blue...cerulean blue...azure blues, and greenish blues. There are vivid yellows and spring greens...dark greens and some olive colored flowers. All colors of the rainbow...all shades...greens,



reds, yellows, blues and purples, oranges and violets. Some flowers have large petals...broad and smoothly shaped like a ship's hull...Some flowers are tiny and intricate...they appear delicate, but somehow you know they are hearty. You see much detail in these tiny flowers...such beautiful minute petals.

Being in this garden is an inspiration. Being here in this garden fills you with awe...the beauty is overwhelming. Being here fills you with the desire to create. Such a garden should be enjoyed by all. Being in this realm of truth and beauty inspires you to write a poem...or to write a story...or to paint a picture...to express what you feel in some way...some way that is right for you. Maybe your way of expressing yourself is to help somebody...to do a good deed...to do someone a favor. You will find a way to express yourself...happily...effortlessly...joyfully.

Each of these flowers represents something to you. Some represent an idea...or a concept. Some of the flowers represent parts of a story, or parts of a beautiful picture. Some of the flowers represent parts of a speech or a sermon. Others represent acts that you can do for the good of others.

These flowers are limitless. The more you pick, the more they thrive and grow. You may pick as many flowers as you wish. Go ahead and pick some bouquets. Pick large bunches. You may pick many bunches if you wish. And you can always come back for more. They will always be here. Winter, spring, summer, or fall—these flowers grow all year. They are waiting for you to pick them...they want you to pick them because that is what they are here for...your benefit...for your good...to help you fulfill your creative urges.

Now carefully tuck your bouquets under your arms and hold some in your hands. You may even put some flowers in your hair if you desire. Hold them gently...for they are precious...They are your desires manifested into reality...into writings...into stories...into poems...into painted pictures...into quilts or embroideries...into kind acts...into anything that you create. For you are creative...you are productive...you are creating right now.

So as you return to wakefulness, bring these bouquets with you. They are yours to keep forever...they are yours to use...to enjoy for



yourself for to share with friends...or to share with all of humanity. They are yours only to use for your highest good and for humanity's highest good.

You may come to this garden whenever you want. Simply count down from 5 to 1 and visualize the word "THETA." You are now programmed to return whenever you like. Simply count from 5 to 1 and mentally visualize and mentally say to yourself, "THETA." In normal conversation the word theta has no special meaning. Only when you desire to return to "THETA" does the word have any effect. Each time you return to the "THETA" state, it is easier for you to do so. Each time you mentally say the word "THETA," you go down to this level quickly. Each time you go to "THETA," it is easier and easier, and more natural for you to do so.

Now, slowly begin to return to the "awake" state. On the count of 5, you are awake and rested and feeling refreshed. 1...feeling inspired and creative...2...feeling refreshed...3...feeling happy...4...5...you are wide awake.

